



- providing current information on health care industry issues and legislation

Healthcare Reform Update

On February 25th, President Obama held a health care summit where he invited key individuals from both political parties to debate the issues associated with the currently pending healthcare legislation. The President hoped that this forum would allow the two parties to come together in an open forum, discuss the issues, and build a comprehensive, bipartisan solution, that would allow the House of Representatives and the Senate to pass health care reform legislation.

With neither side showing any signs of changing their views on the issue, Democratic leaders in the House of Representatives and the Senate are working towards passing a comprehensive health care reform package without any support from Republicans in Congress.

The strategy currently being examined by Congressional Democrats includes The House of Representatives voting to approve the version of The Patient Protection and Affordable Care Act that passed the Senate on December 24, 2009. The House of Representatives and the Senate would then pass a second bill, which modifies certain provisions of The Patient Protection and Affordable Care Act through a process known as "reconciliation". This parliamentary maneuver is typically used for budget matters, but would allow the Senate to pass a supplemental health care bill with only 51 votes, and prevent Senate Republicans from filibustering a second health care bill. It is expected that if the reconciliation process is used, the bills will be finalized and passed before the end of March.

Source: CNN

Three Star Provider of the Month

The Adler Institute for Advanced Imaging provides the latest innovation in medical imaging in a welcoming, patient-focused setting. Adler Imaging's advanced technology combines positron emission tomography (PET) with computed tomography (CT) technology, commonly known as PET/CT. This technology allows the treating physician to determine the best treatment plan, as well as monitor progress for each individual patient.

With internationally recognized leader in PET and PET/CT imaging Lee P. Adler serving as on-site Medical Director, patients can be assured that their records will be personally reviewed to ensure that each patients individual needs are met.

Located in Jenkintown, PA, The Adler Institute for Advanced Imaging prides itself on offering cost effective skilled services in a patient focused manner.

For more information on The Adler Institute for Advanced Imaging, and how they may be able to help meet your needs, please visit their website at: www.alderimaging.com.

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Provisions of the HITECH Act Become Effective

On February 17, 2010, certain provisions of the HITECH Act, passed as part of the American Recovery and Reinvestment Act, became effective. A majority of these provisions serve to more effectively protect the Personal Health Information of patients. A few of the major changes include:

Additional Groups. Business Associates are now subject to HIPAA security provisions and sanctions for violation of business associate requirements. This modification requires all Business Associates to have administrative, physical, and technical safeguards to protect PHI in their possession.

Greater Control over PHI. Individuals now have greater control over their PHI, by being able to require Covered Entities not to disclose certain self paid services to health plans. Previously, the individual could only request that this information not be shared; however, the Covered Entity was not required to abide by this request.

Increased Penalties for Non-Compliance. Under the new rules, the Secretary of Health and Human Services has the authority to fine entities that violate HIPAA rules. These fines range in severity from \$50,000 to 1.5 million dollars, depending on the type of violation.

Notification of Security Breaches. Covered Entities now have an obligation to notify the Secretary of Health and Human Services, as well as the affected individual when a security breach occurs, resulting in the unauthorized release of PHI occurs.

Please contact your sales representative should you have questions on these, or any other changes associated with the HITECH Act.

Hospital Infections - Drug Resistant Bacteria

By: Candace Thomas, JD

Each year more Americans die from hospital infections than AIDS and cancer combined. Hospital infections usually manifest themselves within three days of a patient being in the hospital. A range of bacteria, viruses, fungi and parasites typically cause these infections. Thousands of patients who don't die are maimed for life. Such infections cost anywhere from \$4.5 billion to \$11 billion each year. Most of these infections can be prevented, or at the very least mitigated, by more stringent adherence to sanitary policies.

Some recommendations to patients who will be hospitalized or have been hospitalized include:

- 1) Make sure those attending to and visiting the patient wash their hands upon entering the patient's room.
- 2) If surgery is required try to get a physician with a low infection rate.
- 3) Make sure that health care providers sanitize all items before using them on the patient (i.e. stethoscopes)

With proper implementation hospital infections can be significantly reduced. With these reductions there should be an increase in positive outcomes from hospitalizations as well as decreased medical costs.

The examples below demonstrate recent savings achieved through our **Medical Review Program**. If a claim is unusually high and the provider will not negotiate or does not participate in any of our 230 **plus** contracted PPOs, the claim may be a good candidate for a **Line Item or Comprehensive Bill Review**. Please contact your sales representative or Linda Frances Loch, General Manager of Medical Review Programs, at 301-963-0762 ext. 163 or via e-mail at l_loch@hhcgroup.com for more information on these programs.

Medical Review Program Bill Review Examples

Line item bill review savings examples:

Case A: Pulmonary Collapse

Case B: Cardiac Dysrhythmia

Case C: Pulmonary Embolism

Bill Amount	Recommended Denial
Case A: \$136,243.98	\$16,078.60 or 12%
Case B: \$29,070.40	\$4,864.84 or 17%
Case C: \$883,261.26	\$162,385.35 or 18%

Negotiation and Repricing Savings Examples

The examples below demonstrate recent savings achieved through our Negotiation and Repricing Services. If you are currently using only one of our many services, please contact your sales representative or Joe Michaud, Executive Vice President of Sales at 301-963-0762 ext. 110, or via email at j_michaud@hhcgroup.com to find out how to access all of our health care cost containment services.

FEBRUARY 2010 EXAMPLES			
TYPE OF SERVICE	AMOUNT BILLED	% SAVED	SAVINGS
NEGOTIATION	\$67,890.00	55%	\$37,340.00
	\$104,051.45	30%	\$31,215.44
	\$50,978.00	55%	\$28,038.00
	\$52,117.00	41%	\$21,367.97
REPRICING	\$170,563.73	20%	\$34,112.76
	\$32,055.47	75%	\$24,041.60
	\$12,282.00	83%	\$10,194.06
	\$47,700.10	20%	\$9,540.02

Three Star Preferred Provider Program Additions

One of the strengths of **H.H.C. Group** lies in its relationships with providers. We are pleased to announce the following new program members.

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Blue Note Partners, LLC DBA N2Sleep, Pleasanton, CA 94588	Promptcare Companies Inc., Northfield, NJ 08225	Advanced Anesthesia Associates, East Liverpool, OH 43920
G. Medicine LLC, Mitchellville, MD 20721	Dublin Physical Medicine, Dublin, GA 31021	Extracare Health Services, Matawan, NJ 07747
REM Medical Arizona LLC, Boston, MA 02284	Dr Mary E Burns, New Hope PA, 18938	Glaucoma Consultants, Brooklyn, NY 11223
North Area Anesthesia PA, Goose Creek, SC 29445	Drugscan Inc., Philadelphia, PA 19176	Texas Regional Medical Center, Sunnyvale, TX 75182
Avee Laboratories, Inc., Clearwater, FL 33760	Precision Diagnostic Laboratories, Garden Grove, CA 92841	BWDC Medical Equipment Company, Centralia, IL 62801
Precision Diagnostic Services, Salt Lake City, UT 84117	Monica Okun, MD, New York, NY 10028	Interpreters and Therapists for Early Intervention, Northbrook, IL 60062
Wilson Memorial Hospital, Sidney, OH 45365	Buan Golyan, Forest Hills, NY 11375	
Valley Forge Surgical Association, Phoenixville, PA 19460	Jeffrey Jones, Sacramento, CA 95819	
Samuel D. Wellman Jr., MD, Hickory, NC 28603	Ladd C. Atkins DO, Tulsa, OK 74121	
Endoscopy Consultants Lea, Atlanta, GA 30342	Optimum Chiropractic Healthcare, Little Neck, NY 11362	
Vista Clinical Diagnostics Inc., Minneola, FL 34715	Chadwick Medical Associates P.C., Worcester, MA 01605	
Capitol City Chiropractic, Lansing, MI 48910	Outpatient Medical Services, Raceland, LA 70394	

CONTACT INFORMATION

Additional product/services information: visit
www.hhcgroup.com or 301-963-0762 ext. 110.

Repricing support/assistance: please contact
appeals@hhcgroup.com or 301-963-0762 ext. 212.

Medical Review Program support/information: please contact
mrp@hhcgroup.com or 301-963-0762 ext. 163.