



- providing current information on health care industry issues and legislation

## **H.H.C. GROUP enters into a strategic relationship with HealthSmart PPO Networks**

**H.H.C. Group** is pleased to announce that it has established a relationship with HealthSmart, PPO Networks, increasing H.H.C. Groups primary and secondary PPO network access to 230 PPO Networks nationwide.

### **About HealthSmart**

HealthSmart Holdings, Inc. ([www.healthsmart.com](http://www.healthsmart.com)) is an innovative managed healthcare solutions company that serves over 1.75 million members through its wholly-owned subsidiary service operations around the country. The company is a leader in the field of primary, secondary and specialty preferred provider networks; benefit and workers compensation administration; predictive population management and wellness programs; prescription benefit management; on-site primary care clinics; and reinsurance and stop-loss management. These services are offered separately, fully integrated or customized to the client's needs. HealthSmart's mission is to improve member health, reduce costs and deliver "smarter" healthcare benefit solutions.

## **H.H.C. Group Introduces Cutting Edge Consumer Product**

**H.H.C. Group** is pleased to introduce its new Consumer Product. This new service provides a vehicle for individuals with Health Savings Accounts or Health Reimbursement Arrangements to directly submit medical claims to H.H.C. Group for negotiation services. Visit our website at [www.hhcgroup.com/hhconsumer](http://www.hhcgroup.com/hhconsumer) to learn more about how this program works.

Should you have any questions or have further interest in this program, please contact Executive Vice President of Sales, Joe Michaud at 800-836-8681 ext. 110.

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## HEALTH CARE REFORM UPDATES FROM THE CAPITOL . . .

### Senate Finance Committee Passes Health Care Proposal



The Senate Finance Committee passed an \$829 billion health care bill on October 13, 2009, by a vote of 14-9. This bill represents the final proposal to come out of various committees, and is one of five bills related to overhauling the country's health care system currently being evaluated in Congress. These bills will now move to the House and Senate floors for debate by full House of Representatives and Senate.

Key elements of this final proposal include subsidizing insurance for poorer Americans, assisting individuals and companies in purchasing health insurance through non-profit health care cooperatives, and the creation of health care exchanges. The bill also places caps on annual out-of-pocket expenses and prevents individuals from being denied coverage due to pre-existing conditions.

If both the House of Representatives and the Senate pass health care legislation, a conference committee will be created to draft identical bills, that can then be approved in each chamber of Congress, and sent to the President for signature. It is expected for debate by the full House of Representatives and Senate.

**Source: CNN, October 13, 2009**

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### New Rules Proposed for Health Risk Assessments

On October 7, 2009, the Treasury, Department of Labor, and Department of Health & Human Services jointly released new regulations related to Title I of the Genetic Information Non-Discrimination Act of 2008 (GINA). These proposed rule changes seek to further protect an individual's private medical history by prohibiting employers, insurers, and benefit plans from linking incentives to the completion of Health Risk Assessments. Employers, insurers, and interest parties have until January 5, 2010 to submit concerns regarding the new proposed rules. A full copy of the proposed new rules can be found at: <http://www.dol.gov/federalregister/HtmlDisplay.aspx?DocId=23182&AgencyId=8&DocumentType=2>

**Source: The Wall Street Journal, October 13, 2009**

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](mailto:l_loch@hhcgroup.com) for more information on these programs.

## Medical Review Program Bill Review Examples

### Line item bill review savings examples:

**Case A:** Patent Ductus Arteriosus

**Case B:** Ovarian Endometriosis

**Case C:** Dialysis Care

| Bill amount                 | Recommended Denial |
|-----------------------------|--------------------|
| <b>Case A:</b> \$249,753.32 | \$68,262.00 or 27% |
| <b>Case B:</b> \$45,727.99  | \$22,436.34 or 49% |
| <b>Case C:</b> \$29,021.01  | \$15,315.70 or 53% |

## 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, contact your sales representative or email [j\\_michaud@hhcgroup.com](mailto:j_michaud@hhcgroup.com) to find out how to access all of our health care cost containment services.

| OCTOBER 2009 EXAMPLES |               |         |             |
|-----------------------|---------------|---------|-------------|
| TYPE OF SERVICE       | AMOUNT BILLED | % SAVED | SAVINGS     |
| NEGOTIATION           | \$176,033.37  | 40.00%  | \$40,413.37 |
|                       | \$168,945.36  | 41.00%  | \$68,945.36 |
|                       | \$184,662.41  | 23.00%  | \$42,662.41 |
|                       | \$160,261.42  | 25.00%  | \$40,065.36 |
|                       | \$52,216.80   | 50.00%  | \$26,108.40 |
| REPRICING             | \$86,731.97   | 20.00%  | \$17,346.39 |
|                       | \$124,176.65  | 10.00%  | \$12,417.46 |
|                       | \$55,123.18   | 20.00%  | \$11,024.65 |
|                       | \$48,002.41   | 20.00%  | \$9,600.48  |

\*\* Repricing through **H.H.C. Group** 3 Star Network

## 3-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.

|   |   |   |
|---|---|---|
| Advanced Imaging Services,<br>San Antonio, TX                 | C.H.M.P.C. S231,<br>New Orleans, LA                 | Flourtown Anesthesia, PC,<br>Flourton, PA                             |
| Aldo Khoury,<br>Wayne, NJ                                     | Charles Aiesi Consulting,<br>Oakland Park, FL       | Five Thousand Avenue K Medical,<br>Brooklyn, NY                       |
| AIT Laboratories,<br>Indianapolis, IN                         | CNY Infusion Services,<br>Syracuse, NY              | Free Spirit of Healing Arts,<br>Hollywood, CA                         |
| Allen Chefitz,<br>New York, NY                                | Commonwealth Laboratories Inc.,<br>Norwell, MA      | Gateway Spine Pain Physicians,<br>Bolingbrook, IL                     |
| American Diabetes Wholesale,<br>Pompano Beach, FL             | Coastal Imaging,<br>Corpus Christi, TX              | Garland Cardiac Imaging,<br>Rowlett, TX                               |
| Anesthesia Assoc. of Memphis,<br>Memphis, TN                  | County Wide Anesthesia,<br>Midland Park, NJ         | Good Life Resources,<br>Tarzana, CA                                   |
| Appleseed Joint Ambulance<br>District,<br>Arlington, OH       | Creed Alan,<br>Coral Gables, FL                     | GMS Medical Services PC,<br>Roslyn Heights, NY                        |
| Bhavdipkumar Patel,<br>Douglas, GA                            | Crossroads Medical Supply, Inc.,<br>Corinth, MS     | Gulf Coast Comp Sleep Med. Center,<br>Destrehan, LA                   |
| Capital Foot Spec. PC,<br>Hummelstown, PA                     | Cynthia Goldberg,<br>Hillsborough, NJ               | Hamza, Mohen,<br>Los Angeles, CA                                      |
| CASC Acquisition Inc.,<br>Aiken, SC                           | David Atwell,<br>Perrysburg, OH                     | HCC, Sarah Smilye & David Marquez,<br>Austin, TX                      |
| Cardiac Assoc. of North Jersey,<br>Oakland, NJ                | David Nguyen,<br>Sun City, CA                       | Hematologist Inc,<br>Seattle, WA                                      |
| Cardiology Association of Cinti,<br>Chicago, IL               | Dendrinos Medical Assoc. PA,<br>Vineland, NJ        | Holter Labs LLC,<br>Laguna Niguel, CA                                 |
| Carolina Sports and<br>Orthopedics,<br>Charleston, SC         | Dr. Martin M. Richards,<br>New York, NY             | Huebner Sleep Center/Shavano Oaks<br>Sleep Center,<br>San Antonio, TX |
| Center for Digestive Endo,<br>Orlando, FL                     | Edison Anesthesia at Oak Tree LLC,<br>Edison, NJ    | Inhouse Orthopedics Inc.,<br>Westminster, CA                          |
| Centers for Pain Control Inc.,<br>La Porte, IN                | Elite Life Solutions LLC,<br>Springville, UT        | IPB Medical Diagnostic Inc.,<br>Marina Del Ray, CA                    |
| Central Connecticut<br>Gastroenterology,<br>South Windsor, CT | Eskridge and White Physiotherapy,<br>Birmingham, AL | J Arthur Truden Memorial Center,<br>Warwick, RI                       |
| Change Works Atlanta,<br>Tucker, GA                           | Fair Lawn Anesth. Assoc. LLC,<br>Fair Lawn, NJ      |   |

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|  |  |   |
|--|--|---|
| Jefferson Surgical Associate,<br>Punxsutawney, PA                | Legacy Good Samaritan,<br>Portland, OR         | Sleep Solutions Tulsa,<br>Oklahoma City, OK |
| Jonnavi Thula,<br>Melville, NY                                   | Open and Wide MRI LLC,<br>Chicago, IL          | Steven L. Fields MD,<br>Longview, TX        |
| Lakewalk Surgery Center,<br>Duluth, MN                           | Ottawa Anesthesia LLC,<br>Newton, KS           | Summit Physical Therapy,<br>Kamas, UT       |
| Kapurs Diagnostic Imaging,<br>Timonium, MD                       | Prestige Medical Services,<br>Deer Park, TX    | Suresh Gupta MD Inc.,<br>Dayton, OH         |
| Karen Kohatsu MD Inc.,<br>San Diego, CA                          | Rafael Hasbun,<br>Mount Laurel, NJ             | Ted Lum,<br>Cincinnati, OH                  |
| Kevin Hutter,<br>Romeoville, IL                                  | Richard G. Schmidt, MD PC,<br>Bala Cynwyd, PA  | Thomas S. Radoski MD,<br>Clarion, PA        |
| Knox County Hospital,<br>Barbourville, KY                        | Ronald L. Cox MD Inc.,<br>Belfast, ME          | Tullahoma Surgery Center,<br>Tullahoma, TN  |
| Marek Rudnicki,<br>Chicago, IL                                   | Samaritan Pastoral Counseling,<br>Amarillo, TX | Valencia, MD Sanchez, MD PA,<br>McAllen, TX |
| MBA Diabetic Footwear Solution,<br>Savannah, GA                  | Sankar Adusumilli,<br>Raleigh, NC              | Western Pai Consultants,<br>Broomfield, CO  |
| Neonatology Consultants of<br>South Texas,<br>Corpus Christi, TX | Shiu Kwok,<br>San Francisco, CA                | William D. Wright LLC,<br>Oklahoma City, OK |
| Nikesh Batra,<br>Columbus, OH                                    | Simon Aslanian DC,<br>Cherry Hill, NJ          | Willowbrook Cardio,<br>Houston, TX          |
|  |  | YTM Services Inc.,<br>Montrose, CA          |

### 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.

### COMPANY NEWS

**H.H.C. Groups** Medical Director, Lester Leslie Sacks, MD, Ph.D. has recently been appointed a Clinical Professor in the Department of Medicine at the University of California, Irvine. Dr. Sacks will continue to serve as Medical Director for **H.H.C. Group**.

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