



- providing current information on health care industry issues and legislation

## Health Care Reform: What Goes into Effect, When?

With the passage of The Patient Protection and Affordable Care Act and the Health Care and Education Tax Credit Reconciliation Act of 2010, individuals and companies throughout the country continue to examine these laws to determine when various portions of the laws go into effect. Below are some key dates to look at to ensure compliance with the new health care reform measures.

### **October 1, 2010**

- Plans may no longer impose lifetime limits on benefits.
- Plans that provide dependent coverage must provide coverage for all adult children under the age of 26, if the adult child is not covered under another plan.
- Plans may not impose pre-existing condition exclusions or limitations on children.
- Annual Flat Fee of \$2.3 billion dollars on the pharmaceutical manufacturing sector.
- Plans may no longer rescind coverage, except in instances of fraud.
- Plans may not set eligibility rules based on health status, medical condition, claims-experience, receipt of healthcare, medical history, genetic information, or evidence of insurability.

### **January 1, 2011**

- Over-the-counter medications and drugs are no longer reimbursable under Health Savings Accounts without a doctor's prescription.
- Annual Flat fee of \$2 billion dollars on medical device manufacturers (through year 2017, and \$3 billion dollars annually thereafter).

### **January 1, 2013**

- An additional payroll tax of 0.9% for individuals earning over \$200,000 dollars and couples earning over \$250,000 dollars goes into effect.
- Contributions to Health Savings Accounts are limited to \$2,500 dollars per year (indexed annually for inflation).
- The tax deduction for expenses associated with Employer sponsored prescription drug plans for retirees ends.

### **January 1, 2014**

- Plans may no longer impose any pre-existing condition, exclusion, or limitation.
- Plans may no longer impose annual limits on benefits.
- Employers with over 50 employees will be required to either offer health care coverage or pay a per-employee penalty.
- All taxpaying individuals will be required to obtain essential health care coverage, or pay a penalty.

### **January 1, 2018**

- 40% Tax on Cadillac health care plans goes into effect.

**H.H.C. Group** will continue to review these laws to ensure that our clients are kept abreast of all implementation deadlines and changes that may occur.

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## Health Care Reform Could Lead to Primary Care Physician Shortage

With the passage of the Patient Protection and Affordable Care Act, it is expected that an additional 32 million previously uninsured patients will obtain access to health care coverage by 2019. One issue causing concern with the passage of this law is who will treat these patients?

With the influx of these new patients, and the expectation that by 2025, the United States will see a shortage of over 150,000 physicians, several reform provisions are currently being explored.

In an attempt to make family practices more appealing to medical students, programs that reduce the number of years it takes to earn a medical degree when agreeing to enter a family medicine track are being examined. Additionally, The Association of American Medical Colleges is pushing for 15,000 additional federally funded residency positions. Finally, the 10% increase in Medicare payments in certain professional shortage areas could help increase the number of primary care physicians in those areas.

Regardless of these proposed actions, there is a real concern among many that the coverage provided to individuals as a result of the newly enacted health care law may not lead to increased access to physicians.

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### 3 Star Provider of the Month

The Bond Clinic is a multi-specialty medical clinic serving the larger metropolitan areas of Missouri. Located in Rolla, Missouri, The Bond Clinic offers specialty services in Oncology and Hematology, Internal Medicine and Gastrointestinal diseases, Family Practice, General Surgery, ENT Surgery, and Podiatry. Additionally, The Bond Clinic houses an onsite Chemotherapy Center, Audiology and Hearing aid services, Allergy testing and treatment, and a Pulmonary Lab.

The physicians at the Bond Clinic are committed to providing the patient with the best, comprehensive medical care possible. The Bond Clinic prides itself on offering technologically advanced health care while maintaining a personal approach to each patient.

For more information on the Bond Clinic, and how they may be able to help meet your needs, please visit their web site at: [www.bondclinicinc.com](http://www.bondclinicinc.com)

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:** Enlarged Lymph Nodes/Airway Obstruction

**Case B:** Congestive Heart Failure

**Case C:** Necrotizing Enterocolitis

Bill Amount	Recommended Denial
<b>Case A:</b> \$26,776.75	\$6,913.14 or 26%
<b>Case B:</b> \$218,150.86	\$16,876.95 or 8%
<b>Case C:</b> \$1,066,669.56	\$53,796.76 or 5%

## 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](mailto:j_michaud@hhcgroup.com) to find out how to access all of our health care cost containment services.

APRIL 2010 EXAMPLES			
TYPE OF SERVICE	AMOUNT BILLED	% SAVED	SAVINGS
NEGOTIATION	\$47,162.58	63%	\$29,662.58
	\$80,909.28	55%	\$41,696.00
	\$100,416.48	50%	\$50,208.24
	\$204,035.30	30%	\$61,211.30
REPRICING	\$30,949.22	20%	\$6,189.84
	\$32,594.35	20%	\$6,518.87
	\$12,932.00	60%	\$7,760.80
	\$38,783.25	25%	\$9,695.79

## 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.

AMI Cardiac Monitoring Inc.,  
Sandy Spring, MD 20860  
Anchorpoint Consoling Ministry,  
Pittsburgh, PA 15237  
Ann Murakami-McDermott,  
Portland, OR 97213  
Archive Health Clinic,  
Champlin, MN 55316  
Beaufort EMS Inc.,  
Walterboro, SC 29488  
Cardiothoracic Surgery PC,  
Hartford, CT 06105  
Carrollton Surgery Center PA,  
Plano, TX 75094  
Chase Fred,  
Haddonfield, NJ 08033  
Choices Counseling Service PC,  
Valparaiso, IN 46385

Diatherix Laboratories,  
Huntsville, AL 35806  
David Rosenstein,  
Las Vegas, NV 89117  
Envision Imaging of Dallas,  
Dallas, TX 75397  
Forest Park Medical,  
Dallas, TX 75267  
Fortune First Assist LLC,  
Eden, NC 27289  
Home Medical Products Inc.,  
Jackson, TN 38305  
Howard Parness,  
Dallas, TX 75397  
Jacques Lipetz, Ph.D.,  
Havertown, PA 19083  
Jason Meier,  
Jacksonville, FL 32223  
Los Palos Gastroenterology,  
Salinas, CA 93901  
Millennium Laboratory,  
Huntersville, NC 28070

MMO of Covington,  
Covington, LA 70433  
Raymond J. Luna, MD,  
Livingston, TX 77351-3342  
Sanjeeb Shrestha,  
Weatherford, TX 76086  
Sleepquest Inc.,  
San Carlos, CA 94070  
St. Joseph Center,  
Saint Joseph, MO 64506  
Sterling Clinical Lab,  
Langhorne, PA 19047  
Tim Johnson,  
Chicago City, MN 55013  
UCH Home Health Care,  
Tampa, FL 33613  
WMD Heart Care,  
Madison, MS 39130

### CONTACT INFORMATION

Additional product/services information: visit  
**[www.hhcgroup.com](http://www.hhcgroup.com)** or 301-963-0762 ext. 110.

Repricing support/assistance: please contact  
**[appeals@hhcgroup.com](mailto:appeals@hhcgroup.com)** or 301-963-0762 ext. 212.

Medical Review Program support/information: please contact  
**[mrp@hhcgroup.com](mailto:mrp@hhcgroup.com)** or 301-963-0762 ext. 163.