



Billing Buddies Summer News



SUMMER ISSUE

JULY 2009

Spring Charts and The Stimulus Package

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The latest buzz word in the healthcare profession is electronic health records (EHR). President Bush declared in 2004 that the United States would have a united health record system by 2014 and this was upheld by President Obama in his first address in the White House. This can be seen and heard again at www.whitehouse.gov.

Think about it. Say a husband and wife get into a car accident. The husband has history of heart disease/bypass surgery and is on Coumadin for a blood clotting disorder. The wife has a history of back surgery and is diabetic. How helpful would it be for the ambulance driver and hospital staff to know this at a click of a button?

With that all being said, how does this impact the typical healthcare provider? Billing Buddies has come up with a "Cheat Sheet" for you.

- Clinics need to comply with EHR by 2014 or there will be penalties.
- The Stimulus Package has provided funds for healthcare providers to be reimbursed if they use a qualifying EHR software package.
- The software package needs to be CCHIT certified. More information can be found at www.cchit.org.
- The Stimulus Package is "front-end" loaded. This means the earlier it is adopted the more reimbursement in which providers are eligible.
- Providers that show "meaningful use" in 2010 will be eligible for reimbursement in 2011. The clinics first potential check is \$18,000. By the third year, it's already reduced to \$8000 and for those who wait until the end, it is \$2000.
- To qualify for the most reimbursement, it is best to implement EHR in 2009.
- It can take approximately 6-9 months for a clinic to fully implement EHR.

Billing Buddies has researched dozens of software program and has chosen to work with Spring Charts. This product meets the requirements for reimbursement under the Stimulus Package; is easy to use; has been in existence for over 10 years and plus has great pricing. A single user costs under \$2700 including training and it interfaces with Medisoft and many other software programs.

Plus, during the July special you will receive 10% off your purchase. "But wait", it gets better. For a single user, you are able to get the software for three months at no costs and then leasing is as low as \$65 per month. A two user Spring Charts network package starts at \$3970 or \$95 per month.

Want more information or a demo? Call our office at 888-322-2455 to schedule a free demo. All demo participants will receive a free cheat sheet of the great sites on the web that have pertaining information.

Simple Products

It's easy to see with electronic claims and EHR that the world is moving fast. Now, here are some products to slow it down and make it simple.

Simple 837, Simple ERA and Simple EPS unites with Medisoft to perform your most common electronic functions. Here's how they work:

- **Simple 837**—This program syncs with Medisoft to create the claims in the true ANSI

837 format. This allows the clinic to pick between a host of clearinghouses. (Most clearinghouses demand this format.)

- **Simple ERA**—This product automatically posts electronic remittances to Medisoft saving **hours** of time per week.
- **Simple EPS**—This product sends statements electronically and interfaces directly with State-

ment Management and allows for an easy customization and transmission of electronic statements.

The price of each product is \$495 and includes installation, registration and initial training. Purchase all three at once for \$1395 and save \$90.

For questions or to get started, give us a call at 888-322-2455.

Death is the
ultimate statistic.
One out of one
dies.

- George Barnard Shaw

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MN and SC Mandate EDI

Minnesota and South Carolina both in the month of July began enforcing electronic transaction rules. Minnesota requiring all provider's, clearinghouses and insurance companies to transit electronically. South Carolina passed a bill that prohibits any third party (clearinghouse or billing service) to send claims to carriers in their state on paper. Minnesota will also enforce electronic remittance advices (ERA) on December 1, 2009.

What does this mean for the average provider? You can see states adopting electronic requirements. If you are still "holding out", on the electronic world, it's really not that difficult. We can get you started. Ph: (888) 322-2455

GatewayEDI—Excellent Options

There are many clearinghouses to choose from on the market. If you haven't done so already, we would encourage you to go to www.google.com and enter "electronic claims clearinghouse" in the search bar. You will receive over 7000 matches. Each of them having different pricing and terms. After working with a series of clearinghouses, our company came upon GatewayEDI and we have stuck with them. Why? They have great customer service; answering the phone and emails quickly. Their product works flawlessly and their web portal has streamlined our office policies. Plus, they have great pricing; starting at 39 cents per claim going up to \$114 per for unlimited everything. Call us today.

Billing Services Offered by Billing Buddies

Our billing service business has really taken off the ground and is growing fast. Why is our company different? Frankly, over 15 years of handling billing services, we have found many clinics still want to maintain control over their billing. But, they want help doing the more time intensive tasks. So, we created a hybrid. In essence, we “buddy up” with our clients. While we are flexible on our division of labor; here’s how most clinics of the work is split. How much? Our base fee for typical package is 6%.

Clinic Tasks

- Schedule Appts
- Enter Charges
- Enter Payments
- Proof Work

Billing Buddies Tasks

- Send Claims
- Send Statements
- Work EDI Rejects
- Work Remit Rejects
- Follow-up on Unpaid Accts
- Maintain Software and WAN
- Backup Data
- File Maintenance

medisoft™ Version 15 Service Pack 1 was released on June 25th. For a complete list of updates, installation instructions and to download the service pack; go to www.medisoft.com/kb.

Billing Tip of the Summer

We get many calls from either clinic owners or office managers stating, “I think we need help, but I don’t even know where to begin or if we even need training.” What do you suggest?

Here’s a plan of attack.
1) First, review the daily

tasks either you or your staff complete.

2) Write them down and start an office policy and procedures manual for billing.

3) Make sure to include: appointment scheduling, patient entry, charge and payment entry, proofing daily

work, sending claims, sending statements, daily follow-up procedure, rotating backups and file maintenance.

4) If you are stuck on any of the processes, training your office would pay for itself many times over. Call us to schedule an appointment.



Electronic transactions are the key to faster reimbursement.

Billing Buddies
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July's 13 - July 24th Only
Save \$50 on Training DVD's

The set includes 5 training DVD's divided by subject; entering patients, charges, payments, claims, follow-up, statements, etc. Plus, there are two companion books. Regular price \$269. July's price \$219.

The best part about the training videos is you can train on what you want when you want. Plus, you can watch them over and over and train multiple staff members. Call to order.