



Billing Buddies Winter News



WINTER ISSUE

FEBRUARY 2010

Medisoft Announces Release of Version 16

Billing Buddies attended Medisoft's annual summit in Atlanta, GA from January 25 through January 28. For complete details, login to our website at www.billingbuddies.com. Here's the short version:

- The prices are the best we've seen in 15 years.
- Medisoft V16 is 64 bit compatible.
- Security for Medisoft and Medisoft Reports are now one.
- The whole look and feel of the program has been revamped. It feels and performs really nice.
- Many other enhancements; see the complete list of features on the web.

Finally, to get the best prices, order before March 3rd, 2010. Call us at 888.322.2455 or 763.546.2455 to order, and ask about the bonus if you order before February 20th.

Get Your Share of the Incentive Money

Many of you are getting inundated with electronic health records (EHR) information. Since a picture is worth a thousand words; here's a quick "cheat sheet" on why to buy SpringCharts from Billing Buddies.

ARRA Certification – SpringCharts is already CCHIT certified and committed to meeting the ARRA standards.

PMS Integration – SpringCharts integrates with many practice management systems (PMS) included in Medisoft. This eliminates duplication of data entry between your PMS and SpringCharts.

Medisoft
Schedule and Patient Information

SpringCharts
Charge Information

Templates – SpringCharts has many specialty templates including chiropractic. Preset templates will save hours of setup time for your practice and increase your efficiency.

Pricing – SpringCharts has very competitive pricing. Pricing for single users starts at \$4080 and for two users \$5595.

Annual Fees – SpringCharts has the lowest fees on the market for unlimited support, upgrades and updates. The annual yearly fee starts at \$600 for a single or two user systems.

Free 4 Pack of Live Links— Get a free 4 pack live links.—\$300 Value

Start earning up to \$44,000 in incentive money? Call us today at 888-322-2455.

INSIDE THIS ISSUE:

Version 16
Is Released 1

Incentive
Money 1

Clinic in A
Cloud 2

Simple 837
Simple ERA 2

Billing Buddies
Partners 2

Billing Service 3

Next Book?
Food for
Thought 3

ICD-10 4

Contact Information

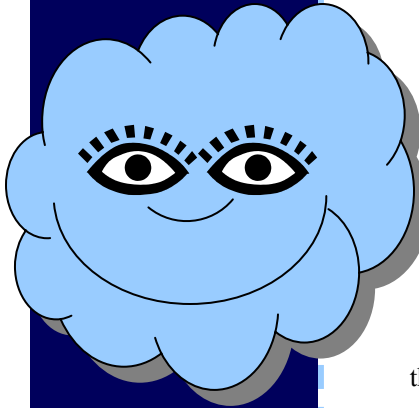
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The Next Frontier – Clinic in a Cloud

It is here; Clinic in a Cloud. What's that? It's a place for you to store all your pertinent clinic information; practice management data, electronic health records, etc.

Why would you want to do that? Then, you no longer need to worry about backups, system requirements, data storage, etc. Your computer is

merely a communication device.

And, you can go *anywhere* and get to your data. Plus, multiple offices in different locations can share the data.

How does this work? Three easy steps: 1) we take a backup of your current data and move it to the "cloud". 2) we create a login for you and 3) we train you to go to a new

website and login to your data.

How much does it cost to have peace of mind? \$99 per month per user. No more worrying about system requirements, system compatibility, HIPAA requirements, backups, data coordination between offices, etc.



Humor is just
another defense
against the
universe.

— Brooks, Mel

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It's Simple – Simple837 and SimpleERA

Medisoft has discontinued their direct modules with Version 16. Now what? We recommend that you use what we have been using; the Simple837 and SimpleERA products. They work tremendously well and are less than half the cost of most modules. Each program costs \$495 and included is the initial installation and training.

Now many of you are asking; "what are they"? The Simple837 product allows clinics to convert claims directly from Medisoft to the true ANSI 4010 format on their computer prior to transmitting to the clearinghouse. This allows clinics to send up to 8 diagnosis codes per claim. This can be done because the true ANSI format has 8 diagnosis codes whereas the paper claim only holds up to 4 codes.

The SimpleERA allows clinics to automatically post the electronic remittance advice (ERA) to Medisoft saving hours of time. Complicated? Actually, it's quite Simple! Want to order? Call us at 888-322-2455.

Billing Buddies Partners

Every once in a while, we have partnered with companies that compliment ours and offer exceptional service that we are dedicated to. Here's our list of our great companions. Call us for more details 888-244-2455.

- 1) GatewayEDI—Unmatched customer service for EDI transactions.
- 2) SpringCharts—Simply the best EHR.
- 3) X-Charge—Processes and Posts Credit Card Payments in Medisoft
- 4) Simple Products—Manages Medisoft and ANSI transactions.
- 5) Twisted Interface—Manages iPod Phone and Scheduler

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 that many clinics still want to maintain control over their billing. But, they need 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 split the work. Call Billing Buddies today to discuss your needs. Complete packages start at \$600 per month.

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

Next Book?

Pearson Education has been speaking with Bonnie J. Flom about the possibility of another college book. This time, it would contain the integration of Medisoft and SpringCharts. This is truly the future of the record system of healthcare. The billing records and health records will be integrated. College students as well as current office staff will all need to learn this. Stay tuned. Billing Buddies is sure there will be more to come!



Food for Thought

Just recently, it occurred to me that for years (26 to be exact on February 13th) I have been working with accounts receivable on computers and the data has always been backed up. What's so unusual about that you asked? Well, I just realized that my medical records at my local clinic haven't been backed up *ever!*

So, essentially, if the clinic that has tracked my health history were destroyed today, they couldn't tell me my lab results, prescriptions, etc. But, they could tell me what I owe them. Does this seem absolutely ludicrous to anybody else? How did health records get so left behind or overlooked?

Plus, how many people would go back to tracking their patient receivables manually? This is how we will think about EHR in a few short years.

Still doing paper health records? Call us 888-322-2455.

Billing Buddies
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ICD – 10 Codes

My college accounting teacher used to say; “Stay awake people this is really important. You don’t want to miss this one.” Every day, this is what I think of when I ask clients of their plans for learning the ICD-10 codes.

Recently, I wrote this in my blog and email blast. “It was only three years ago we were all scrambling to get ready for the new claim form and NPI numbers. Now, in only 3 years, we will all be using ICD-10 codes.

What are ICD-10 codes? It's the new set of diagnosis codes we are mandated to use in October, 2013. The electronic claim form, ANSI 5010, set to accommodate the codes will begin January, 2012.

Quick Facts:

- 1) ICD stands for International Classification of Diseases. The number following gives the edition of the codes; so we will be on the 10th edition.
- 2) The World Health Organization (WHO) is responsible for the ICD codes.
- 3) The United States is behind 138 countries who have already adopted the new codes.
- 4) The new codes are alpha numerical and are up to 7 digits long.
- 5) The new codes will assist in predicting morbidity and mortality based upon specialty. So, if a patient has low back pain; statistics can be prepared to see if overall a patient does better going to a chiropractor, PT, Family MD, Surgeon, etc.
- 6) Again, we are mandated to use the new codes on October 1, 2013.
- 7) January 1, 2012 we are mandated to start using the new electronic claim form; ANSI 5010.

Your TDL (To do List)

- 1) Start familiarizing yourself with the changes to come. CMS has many good educational tips.
- 2) Make sure you keep up to date with your associations and boards. They can help train and prepare you for the major changes. Call us to order your new update at 888-322-2455.
- 3) Make sure you stay up to date on the office resources you rely upon to do your job; coding manuals, software, etc.”

If you would like the links to the WHO or CMS sites for the information contained in this article; email us at solutions@billingbuddies.com and we will add you to our email blast and blog sites. You will receive 3-4 emails per month with great information that will affect your business.