



SHIP 2015-16 PROGRAM

REV UP Your Revenue Cycle to Survive the Effects of the ACA

FY September 2015 – August 2016



HomeTown Health and its team of Revenue Cycle Experts will REV UP your Revenue Cycle and your bottom line in the next SHIP grant year with leadership, training and hands-on assistance to develop policy, procedure, and standards to address each area of your Revenue Cycle to ensure a positive bottom line. The one year program will offer 2016 Revenue Cycle Accreditation for your hospital, if all requirements of the program are met. This IACET accreditation will ensure that your hospital is billing compliantly and will be recognized as an industry standard.

The 2015-16 HomeTown Health SHIP program is designed to help you offset the negative financial impact of the Affordable Care Act with cuts to your bottom line in excess of 6-10% in many cases. The following are a few examples of the reductions to your reimbursement that must be made up through improved revenue cycle processes.

- Hospitals losing DSH funding due to ACA
- Recovery Audit contractors gearing up for Phase II of RAC's – All providers including physicians.
- All hospitals affected by payment bundling in lab, imaging and outpatient surgical procedures.
- Critical Access Hospitals – Bad debt reimbursement reduced from 100% to 65% in FY 2015
- PPS hospitals receiving penalties and adjustments for
 - Value-based purchasing adjustment – 2%
 - Readmissions – up to 3%
 - Hospital-Acquired Conditions/infections – 1%

There is no reason for your hospital's bottom line to remain in the **RED** – Follow proven best practices and solutions to bring your hospital's bottom line into the **BLACK** – even in the face of these massive cuts!

The program will include hands-on expertise and training from these industry experts:

- Dale Gibson, Medicare Expert,
- Becky Tarr, Case Management/RACS Expert,
- Phoebe Irvine, Revenue Cycle/PFS expert,
- Linda Fausett, A/R Billing Expert,
- Charolett Engram, Managed Care and Physician Practice Expert,
- Ken Wolfgang, Chargemaster expert,
- Ray Leadbetter, CFO and Reimbursement expert,
- Annie Lee Sallee, HomeTown's ICD-10 Instructor and Revenue Cycle Specialist,
- Abbigail Couey, Patient Access Instructor and Above & Beyond Patient Experience Program Director.
- Michelle Madison, Managed Care and Legal Healthcare Experts of Morris, Manning & Martin

Program Description

The 2015-16 HomeTown Health REV UP YOUR REVENUE CYCLE Program is a collaboration of industry experts offering hands on training, monthly educational webinars supported with ACA compliant policy & standard operating procedure for each area of the Revenue Cycle, 10 Training Courses to support implementation of NEW Revenue Cycle/ACA standard operating procedures, a 2-day Revenue Integrity Boot Camp. In addition HTH will continue to provide ICD-10 project support and provide participants with continued access to ICD-10 education through August 2016 to ensure your ICD-10 success.

The HomeTown Health REV UP YOUR REVENUE CYCLE PROGRAM will be delivered as a subscription program and is further described below:

- 1) **ACA compliant Policy, Standard Operating Procedures (SOP) Training Standards.** Each month the REV UP Program participants will receive “best practice” policy and procedure to comply with the Affordable Care Act in advance of the monthly webinar listed below. Training Standards will be incorporated into current HTHU certifications to ensure that education promotes standards.

- 2) **Monthly REV UP Webinars** held on the 3rd Wednesday of each month, to include:

MONTH 1 - Scheduling & Registration

MONTH 2 - Financial Counseling

MONTH 3 - Case Management/UR

MONTH 4 - ADMISSION/Charge Capture

MONTH 5 – Documentation /Coding

MONTH 6 - Billing and Claims Submission

MONTH 7 - Third-Party Follow-up

MONTH 8 - Payment Posting

MONTH 9 - Denials and Appeals

MONTH 10 - Contract Management

- 3) **Revenue Integrity Boot Camp II / Healthcare Reimbursement Training**- With the massive reimbursement changes due to ACA, transition to ICD-10, audits, and take backs occurring in your hospitals, this boot camp will be a great opportunity to equip your team and walk away with an arsenal of tools for survival – Spring 2016!
- 4) **Access to HTHU for 10 New Monthly Revenue Cycle Courses:** To support monthly topics and to incorporate new training Standards into new HTHU Revenue Cycle Expert certification. Hospital Revenue Cycle Process Accreditation will be offered and will be renewed annually to ensure that the hospital revenue cycle promotes industry standards.
- 5) **Access to Group Discounts** - leveraging the group of 50 participating hospitals on Revenue Cycle services, technology and education. FOR EXAMPLE:
- Chargemaster Care which includes a comprehensive CDM review with quarterly updates and 12 months of charge master support services for a total of \$18,000 paid \$4500 quarterly.
 - INTERQUAL CERME SOFTWARE HOSTING AND USER GROUP – Annual books and software license – 25% discount
 - Up to 30% Discounts on Hourly Consulting Fees of all experts available to SHIP Program Participants.

REV UP YOUR REVENUE CYCLE PROJECT TEAM

Project Directors:

- 1) Kathy Whitmire, Managing Director, HomeTown Health
- 2) Kristy Thomson, Director of Education, HomeTown Health & HTHU
- 3) Annie Lee Sallee, Revenue Cycle Education Specialist

Revenue Cycle / Reimbursement Expert Educators:

- 1) Dale Gibson, Medicare Expert
- 2) Becky Tarr, Medperformance Revenue Integrity Consultant
- 3) Phoebe Irvine, Revenue Cycle – PFS Expert - Medicare South
- 4) Ray Leadbetter, CFO and Reimbursement expert,
- 5) Annie Lee Sallee, HomeTown's ICD-10 Instructor and Revenue Cycle Specialist,
- 6) Abbigail Couey, Patient Access Instructor and Above & Beyond Program Director.
- 7) Linda Fausett, Hospital Billing Expert
- 8) Charolett Engram, Physician Credentialing and Billing Expert
- 9) Michelle Madison, Managed Care Expert and Partner & Practicing Attorney at Morris, Manning & Martin Law Firm

Coding / CDI Educators:

- 1) Annie Lee Sallee, MBA, RHIT, CPC, CPMA, AHIMA-Approved ICD-10-CM/PCS Trainer and Revenue Cycle Education Specialist,
- 2) Jenan Custer, CCS, CPC, AHIMA Approved ICD-10-CM/PCS, Trainer and Ambassador, HCCS

Charge Master Expert / Educator:

- 1) Ken Wolfgang, BS, MT(ASCP), CPC, PCS, CPC-H, FCS, CEO of Chargemaster Care, LLC

Legal Partner:

- 1) Morris, Manning & Martin Law Firm



HomeTown Health, LLC is a network of 70+ rural hospitals in the Southeast and their affiliated healthcare providers, along with 60 best practice business partners who collectively pursue ways to help its members survive in this environment of constant change in reimbursement, operations and technology. **HomeTown Health** is committed to providing best practice solutions and continuing education and training through research and the continuous improvement of processes for healthcare providers nationwide.

REV UP YOUR REVENUE CYCLE Program Participation Agreement

The 2015-16 HomeTown Health REV UP YOUR REVENUE CYCLE PROGRAM is a collaboration of industry experts offering hands on training, policy and procedure, training standards and 10 online courses available at HTHU.net, monthly educational webinars with group Q & A, a 2-day Revenue Integrity Boot Camp, Charge master education and support services, group discounts & shared resources to ensure your hospital's financial success and compliance with the Affordable Care Act, and also continuing to offer ICD-10 education and support of the transition to ICD-10 to be delivered as a subscription program.

Please contact Kathy Whitmire for more information at 706-491-3493

or email signed agreement to kfw@windstream.net.

SHIP GRANT SUBSCRIPTION PARTICIPATION:

____ Our hospital would like to participate in the REV UP THE REVENUE CYCLE PROGRAM through our SHIP grant funding for the SHIP YEAR Sept 1, 2015 through Aug 31, 2016.

HOSPITAL NAME

For HomeTown Health, LLC:

Print Name and Title

Kathy Whitmire, Managing Director

Print Contact Email

Date:_____

Hospital Signature

Date:_____

Payment Bundling/PPS (PB/PPS)	
Activities that improve the revenue cycle process.	
<input type="checkbox"/> A. ICD-10 Software <input checked="" type="checkbox"/> B. ICD-10 Training <input checked="" type="checkbox"/> C. QI or Efficiency Training (Six Sigma or Lean) in 1 of the following areas: financial improvement operational multi-hospital\network projects <input type="checkbox"/> D. Purchase of Six Sigma and/or Lean software <input type="checkbox"/> E. Chargemaster review and/or update as it relates to ICD-10 <input type="checkbox"/> F. S-10 Cost Reporting	
100 %	\$ 9000
<input type="checkbox"/> A. Installation and use of ICD-10 software <input checked="" type="checkbox"/> B. Implementation of ICD-10 training <input checked="" type="checkbox"/> C. Implementation of an efficiency project , with identification of a specific measure selection and target <input type="checkbox"/> D. Installation of Six Sigma or lean software <input type="checkbox"/> E. Completion of chargemaster review and/or updated services related to ICD-10 transition <input type="checkbox"/> F. S-10 Cost Reporting improvement	