

January 4, 2011

To: Chief Executive Officers

From: A. J. Harper, President

Re: Reform Strategies – Redesigning Patient Access

Recent discussions and surveying of CEOs regarding Hospital Council's strategic plan have consistently ranked **“assisting members with the impact of reform”** as the top priority. This is obviously a rather large undertaking as the legislation is far reaching in its requirements of providers. We know from AHA that although components of the legislation may be repealed, or more likely unfunded, there is agreement by both parties on other components. The agreement tends to be around the quality, fiscal reporting, and reimbursement requirements for providers.

So, we (Hospital Council) are not sitting passively and are working under the assumption that you will be reimbursed less, while expenses related to complying with these mandates will increase. In addition, there will be provider requirements through other legislation and regulation at the federal, state, and local level. There are many opportunities for Hospital Council to assist you in your efforts to comply to the fullest extent, in the most cost effective way.

One such opportunity is to introduce you to a few select organizations that offer a new way to look at an existing clinical or business service line. With each company, I am looking at their ability to:

1. Improve your outcomes
2. Take cost out of your system

Revenue Cycle Solutions, LLC (RCS) and its sister company, H-Pass, are Pittsburgh based organizations with solid reputations. They have worked with several members on traditional revenue cycle problems, and conducted detailed analysis and review of managed care contracts, resulting in increased reimbursement. Several members are currently engaged with RCS to renegotiate these contracts with payors on their behalf.

Now they are offering a management solution for patient access services, titled H-Pass.

H-Pass is comprehensive and offers a serious alternative to your current in-house process. Having been a Director of Patient Access and Revenue Cycle, I have vetted this product pretty thoroughly, and believe it is worthy of your (or your CFO) time to meet with Mike Evans and explore this service and its “fit” to your organization.

I know you are facing tough decisions on where to take cost out of your system. This is not an easy subject. Yet, with the radical change to health plan benefit design and the move to high deductible plans, I am concerned about an explosion in denials, delayed payment of claims, and an inability to collect cash up front. You may not be able to afford NOT to look at the H-Pass concept. I have attached a brochure for your review.

Please contact Mike Evans at 412-224-4027 or me at 724-772-7206.

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*Hospital Council of Western Pennsylvania is a strategic partner with western Pennsylvania health care providers and affiliated organizations, enabling them to realize their missions while maintaining their status as economically viable entities.*