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Source



WEST VIRGINIA HEALTH SERVICES ... an affiliate of 

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SCHEDULE OF EVENTS

May 20, 2005
WVHSPC LLC & Lab Alliance Meeting
Days Inn Flatwoods, WV
10:00 a.m.—2:00 p.m.

June 2, 2005
WVHS Board of Directors' Meeting
Glade Springs Resort

August 7-10, 2005
Amerinet Member Conference
Orlando, Florida

WVHSPC Materials Management and Lab Alliance Meeting

A regular meeting of the Materials Managers and Lab Alliance of the WV Health Services Purchasing Consortium/LLC was held on Friday, March 4, 2005 at the Days Inn Conference Center in Flatwoods.

The combined group was given an overview of Amerinet's Diagnostic Imaging and Laboratory portfolios by John Vinarsky, Contract Specialist with Amerinet Central in Warrendale, PA.

The Lab Alliance, in addition to conducting regular business, received presentations from Lab Corporation, Fisher Healthcare, and Ortho Clinical Diagnostics.

Fisher Healthcare has shown savings to the Lab Alliance. By converting to Fisherbrand or First Choice, members are able to save up to 15%. First Choice is vendors that provide Fisher Healthcare best pricing and value for its facilities.

The Materials Managers heard from Debbie Reetz of Amerinet Central, who gave an update of Amerinet's Medical and Surgical contracts as well as an overview of Amerinet Choice.

The WVHSPC/LLC increased purchases of Amerinet Choice products by 18.4% in 2004. The WVHSPC/LLC Materials Managers continue to pursue Amerinet Choice as a major initiative in 2005.

Sales representatives from Office Depot and Office Max were on hand to explain Amerinet's new office supplies contracts that were effective January 1, 2005.

Marvin Brohard, from Jackson General Hospital was recognized for his continued effort in recognizing opportunities to advance the purchasing power of the LLC.

Are you building or renovating your facility?

Through direct membership input, Amerinet Central has developed a portfolio of contracts to help facilities save money on construction and renovation projects. The following is a list of vendors, their contract number and the product/services they offer. For the full contract portfolio please call John Eckhart (304) 295-7450 or Anita Guerrero (304) 353-9727.

Building Products/Construction

Carrier Corporation—VQ 16700
HVAC Equipment & Service, Indoor Air Quality
Centimark—VQ 04900—Roofing Systems
The Home Depot Supply—VH 17500
MRO Products
Sherwin-Williams—VH 23800
Paint, Wall Coverings, Paint Sundries
Turner Construction—VH 47000
General Construction Contracting, Management

Interior Design Furniture and Equipment

Dukane Communication Sys.—VQ 12100
Communications & Nurse Call Systems
Hill-Rom Company—VQ 03000
Beds, Stretchers, Patient Room Furniture
OfficeMax Contract, Inc.—VH 06900
Artwork
Shaw—VH 10009—Commercial Carpet, Ceramic Tile, Laminate, Hardwood Floors
Steelcase—VQ 11400—Office Furniture

Let us be your *Source* to savings and service.

Revenue Cycle Solutions, LLC

GETTING THE MOST OUT OF YOUR REVENUE CYCLE

Amerinet Contracts Reduce “Bill Hold Days” by 28%

Braxton County Memorial Hospital (BCMh) had the same concerns and challenges as other mid-sized hospitals in West Virginia—how to keep up with the best practices in patient accounting and improve its cash flow. BCMh decided to seek outside help and chose Revenue Cycle Solutions, LLC (RCS) to evaluate the operations of its patient accounting and related departments.

GETTING A HANDLE ON THE PROBLEM

RCS consultants began by spending a week at BCMh’s facility meeting key managers, reviewing departmental procedures, observing staff, and generally familiarizing themselves with BCMh’s revenue cycle operations. Upon completion of the review, RCS drafted an initial report of findings and recommendations for each revenue cycle process. RCS’s consultants discussed the report in detail with BCMh’s senior management and then created a detailed work plan that identified and prioritized the steps necessary to implement the recommendations.

TAKING IT TO THE NEXT LEVEL

According to Annette Keenan, BCMh’s Chief Financial Officer, BCMh was very impressed with RCS’s analysis and work plan and wanted to make sure that it was implemented in a way that not only assured immediate improvements to the hospital’s revenue cycle, but also sustained high levels of performance on an ongoing basis. For these reasons, BCMh contracted for RCS’s Virtual Management Services.

As part of the transition to virtual management, RCS revised BCMh’s revenue cycle procedures and processes, implemented new staffing and job descriptions and assignments and established performance standards. RCS’s consultants also created a library of BCMh’s contracts, policies, procedures, payor information, outside vendor lists and other relevant information. RCS then established remote access links to BCMh’s electronic patient accounting system.

After completion of the transitional phase, RCS’s consultants initiated regular telephone conferences with BCMh’s staff to help oversee the day-to-day operations of BCMh’s patient accounting staff. RCS personnel also began remote electronic monitoring of key financial and performance data and communications with the hospital’s ancillary service departments and third-party payors, as necessary. RCS’s consultants provided BCMh’s senior management with regular updates and recommendations and made an on-site visit and presentation at least once a month.

THE RESULTS

Within 4 to 6 weeks after implementing the Virtual Management Service, BCMh began to see significant improvements. The hospital was on target to reach national averages and best practice benchmarks for key performance indicators and had reduced bill hold days by 28%. As part of its overall management role, RCS had developed and implemented a much improved process of effective management of denied claims and had renegotiated selected vendor contracts, lowering costs and improving performance.

BCMh senior management is now very optimistic about the effectiveness of their revenue cycle processes. According to Annette Keenan, BCMh’s Chief Financial Officer, the operational assessment completed by RCS was a real “eye-opener” that helped BCMh to identify and acknowledge significant opportunities for improvement. “We especially liked RCS’s approach of openly discussing their initial findings with our senior managers before they prepared their work plan. This assured us that the work plan would be consistent with our hospital’s practices and goals.”

BCMh understands that its continuing relationship with the patient account professionals at RCS is key to its greatly improved revenue collection efforts. “Not only does RCS give us excellent patient accounting management services, but it provides creative solutions and opportunities to increase revenues and cut costs in areas not traditionally associated with patient accounting,” adds Ms. Keenan.

For more information about Revenue Cycle Solutions, LLC, please see their website at revenuecyclesolution.net or call at 412-322-2100.

MARK YOUR CALENDAR!

Orlando, Florida

Amerinet Member Conference 2005

Amerinet Central

August 7-10, 2005

Please join us at the 2005 Amerinet Member Conference August 7-10, 2005. Plans are well underway for the 2005 Amerinet Member Conference in Orlando, Florida. Don't miss your chance to reach the nearly 1,000 health care professionals expected to attend.

The Member Registration Fee is **\$125.00** and Guest Fee **\$150.00** for those registering **before** May 17, 2005. Member Registration Fee is **\$150.00** and Guest Fee is **\$200.00** for those registering **after** May 17, 2005. **To avoid the added cost please pay your fees early.**

Your Member Registration and Guest Fee will cover your stay on Monday and Tuesday nights at the Walt Disney World Swan and Dolphin. The Preferred Amerinet Central room rate is \$149.00 for those that stay Sunday night and any additional nights after the conference.

Members that will be flying, make your reservations now to lock-in lower rates. Please call Worldview Travel at 412-344-1212 and identify yourself as an Amerinet Central Member Conference Attendee for group discounts.

Registered guess will receive a free after 2:00 p.m. pass to any theme park at Disney on the activity day. If children are not registered then discounted tickets will be available at the park. **All children will be prohibited from the exhibit hall.**

Member Conference brochures will go out the end of March. If you have questions please contact Teresa Cook, Marketing Coordinator, 800-669-9842.



New Contracts

E-Z-M, Inc.—VH 10130

Barium & Related Products

March 1, 2005 through February 28, 2009

Templeton Readings, LLC—VH 10131

Radiology Reading Services

March 1, 2005 through February 29, 2008

US Electronics, Inc.—VQ 10015

PACS LCD Monitors, Patient LCD Monitors

March 1, 2005 through February 29, 2008

Invacare Continuing Care Group—VH 10126

Equipment, Beds & Furniture, Long Term Care

January 1, 2005 through December 31, 2007

Promotions

Barriermed, Inc.—VH 02100

Gloves, Surgical, Polyisoprene

Current through June 30, 2005

FUJI Medical Systems USA—VH 44400

DryPix Imager

Current through May 31, 2005

Contract Launches

Advanced Wound Care—Medical Supplies

3M, Coloplast, ConvaTec, Hollister, Medline/
Carrington, Molnlycke, Smith & Nephew, Tyco/
Kendall

Office Supplies—Corporate Express, Office Depot,
OfficeMax

For more information please contact John Eckhart (304) 295-7450 or Anita Guerrero (304) 353-9727.

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