



- providing current information on health care industry issues and legislation

Health Care Passes In Senate

On Thursday, December 24th, the Senate passed an \$848 billion dollar health care bill that would reform the nations health care system. While this bill has many similarities to the bill passed in the House of Representatives earlier this year, key differences remain.

The Senate bill does not include a publicly run health care plan (commonly referred to as the "public option"), but rather allows private health insurers to offer non-profit health coverage overseen by the government. Additionally, the Senate bill is paid for through a combination of Medicare cuts and a new tax on high cost health care plans ("Cadillac plans").

With passage of this bill in the Senate, it now has to be merged with the bill passed in the House of Representatives earlier in the year. Once the two bills have been reconciled, a final version of the bill can be sent to President Obama for signature.

It is hoped that a resolution between the two bills can be reached and the final bill signed by President Obama before his first State of the Union Address, which should take place at either the end of January, or early February.

Source: CNN

CONTENTS

- 1 Health Care Legislation Updates
- 1 Three Star Provider of the Month
- 2 2010: Beyond the Health Care Debate
- 2 Long Term Health Care Issues
- 3 Notable Savings
- 4 H.H.C. Group URAC Accreditation News
- 4 New 3 Star Providers
- 4 Contact Information

3 Star Provider Of The Month



Medical Services of America is a Joint Commission Accredited comprehensive home health care provider which provides services including: medical/surgical/I.V., nursing, pediatric nursing, psychiatric nursing, physical/occupational speech therapy, pharmacy, medical equipment cardiodynamics, rehabilitation, case management, and a variety of other specialty services for clients of **H.H.C. Group**.

With more than 200 locations throughout the East, Midwest, and Southeastern United States, Medical Services of America prides itself on offering cost effective skilled services while maintaining strict quality control standards throughout its many locations throughout the country.

For more information on Medical Services of America, and how they may be able to help meet your home health needs, please visit their website at: <http://www.msa-corp.com>.

2010: BEYOND THE HEALTH CARE DEBATE

As 2009 comes to a close, it is certain that the pending health care debate going on in Congress has been a hot button issue for the year. While the results of that debate will surely spill over into 2010, the economy and Medicare are two key issues that could also dominate the landscape over the next year.

The Economy. While the economy continues to work its way out of the current recession, state and local governments continue to struggle with the increased need to assist those out of work. Look to the Federal government to help these State and local governments with increased health care subsidies and Medicaid payments while the economy continues to work itself towards a full recovery.

Medicare. In December, Democratic leaders attached an amendment to the pending defense appropriations bill to extend Medicare payment rates for two months. While this temporary fix addresses Medicare reimbursement rates in the short term, 2010 will certainly see the debate on how to permanently pay for a solution to this issue.

LONG TERM HEALTH CARE

By: Candace Thomas

As more and more Americans live longer lives the need for long term health care emerges as a definite issue. Yet reports show that many Americans have no plan of action with respect to financing their long-term care. Some intend to rely on the assistance of family while others believe that their health insurance will cover long term care. It's safe to say that more people overestimate the assistance they would receive from both sources. Various other sources can be pursued for partial long-term care coverage such as savings, Medicare / Medicaid, and Social Security. When determining how to obtain proper long-term health care coverage there are many factors to consider. Some of these factors are

- 1) **How much coverage do you need and for how long?**
- 2) **How long are you willing to wait for coverage to kick in?**
- 3) **What types of services are important to you?**

It's recommended that those considering long-term health care plans consider these and other such questions carefully. The answers as well as the purchaser's priorities will determine how they decide to approach obtaining long-term health care.

The examples below demonstrate recent savings achieved through our **Medical Review Program**. If a claim is unusually high and the provider will not negotiate or does not participate in any of our 230 **plus** contracted PPOs, the claim may be a good candidate for a **Line Item or Comprehensive Bill Review**. Please contact your sales representative or Linda Frances Loch, General Manager of Medical Review Programs, at 301-963-0762 ext. 163 or via e-mail at l_loch@hhcgroup.com for more information on these programs.

Medical Review Program Bill Review Examples

Line item bill review savings examples:

Case A: Cardiac Dysrhythmias

Case B: Nephroureterectomy

Case C: Fasciotomy

Bill amount	Recommended Denial
Case A: \$80,290.88	\$17,331.22 or 22%
Case B: \$126,037.50	\$6,459.50 or 5%
Case C: \$54,222.86	\$8,642.60 or 16%

NEGOTIATION AND REPRICING SAVINGS EXAMPLES

The examples below demonstrate recent savings achieved through our Negotiation and Repricing Services. If you are currently using only one of our many services, contact your sales representative or email j_michaud@hhcgroup.com to find out how to access all of our health care cost containment services.

DECEMBER 2009 EXAMPLES			
TYPE OF SERVICE	AMOUNT BILLED	% SAVED	SAVINGS
NEGOTIATION	\$137,863.00	55.00%	\$75,863.00
	\$302,951.35	40.00%	\$121,951.35
	\$27,069.56	40.00%	\$10,757.44
	\$1,122,649.81	11.00%	\$91,987.53
REPRICING	\$27,069.56	40.00%	\$10,757.44
	\$304,008.65	25.00%	\$76,002.15
	\$203,949.82	25.00%	\$50,987.46
	\$318,458.48	10.00%	\$31,845.81

H.H.C. GROUP MAINTAINS URAC ACCREDITATION

H.H.C. Group is proud to announce that on December 7, 2009, they successfully completed a URAC onsite-monitoring review. Since obtaining its original URAC accreditation in 2004, **H.H.C. Group** has prided itself on maintaining the high standards set forth by URAC, and continually providing our clients with exceptional service.

3-Star Preferred Provider Program Additions

One of the strengths of **H.H.C. Group** lies in its relationships with providers. We are pleased to announce the following new program members.

ABQ Health Partners,
Albuquerque, NM 87125

Advanced Pain Management Center,
Cincinnati, OH 45263

Alpha Scan Imaging LLC,
Wyckoe, NJ 07481

Accela Medical LLC,
Franklin, TN 37067

Advanced Cardiac Surgicals
Hratch Karamanoukian, MD,
Williamsville, NY 14221

Axial Biotech Inc,
Chicago, IL 60677

Bassam Haffar, MD
Charleston, WV 25314

Carol Gracco Ph.D. DCCC,
Guilford, CT 06437

CFM Emergency Care
Specialists LLP,
Houston, TX 77253

Cho Maung, MD
Ellicott City, MD 21042

Corpus Christi Hospitalists,
Corpus Christi, TX 78463

Cornerstone Medical,
Atlanta, GA 30358

CR Emergency Room LP, DBA Magnolia,
Dallas, TX 75267

Diagnostic Sleep,
Angleton, TX 77515

Gateway Interventional Surgery Center,
Bolingbrook, IL 60440

Genelex Corporation,
Seattle, WA 98124

Gus Spector, MD
Phoenixville, PA 19460

Lindenhurst Anesthesia,
Carol Stream, IL 60197

Louis Petracca, IM
Bloomfield, NJ 07003

Brian P Magrane MD PA,
Miami, FL 33144

Medical Center Infusion Therapy,
Johnson City, TN 37605

Medical Center Lab,
Jackson, TN 38303

Millenium Lab of CA Inc.,
Dallas, TX 75284

Optima Specialty Hospital,
Lafayette, LA 70506

Regional Pain Care of North Texas,
Allen, TX 75013

Rehab Technologies, LLC,
Huntsville, AL 35804

Shiu Kwok,
San Francisco, CA 94133

CONTACT INFORMATION

Additional product/services information: visit
www.hhcgroup.com or 301-963-0762 ext. 110.

Repricing support/assistance: please contact
appeals@hhcgroup.com or 301-963-0762 ext. 212.

Medical Review Program support/information: please contact
mrp@hhcgroup.com or 301-963-0762 ext. 163.

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