

C-Suite Newsletter

HOSPITAL COUNCIL *of* WESTERN PENNSYLVANIA



November-December 2012

Vol. 2 No. 8

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Allied Membership Meeting and Reception

Hospital Council's Allied Members and Business Partners are invited to a meeting and reception on Thursday, December 6, 2012 at Hospital Council's Conference Center. Registration for the meeting will begin at 3 p.m. and the meeting will be held from 3:30 p.m. to 5:00 p.m. A reception will immediately follow the meeting. Hospital Council's President, A. J. Harper, will provide an overview of federal, state and regional issues. The meeting will include other Allied Membership business as well as a roundtable discussion. Hospital Council is sponsoring the reception as a "thank you" to its Allied Members and Business Partners for their support over the past year. As always, the meeting and reception are free of charge; however, registration is required. For more information, contact [Pat Raffaele](#).

Underpayment Recovery Services

Hospital Council recently signed a business partnership agreement with Bottom Line Systems, a company which provides underpayment recovery services on a contingency percentage basis. Hospital Council members can use this contract to maximize patient net revenue at no fixed cost. This agreement is part of Hospital Council's strategy to offer a variety of revenue cycle related service agreement to members. The overarching principle behind the strategy is that each member should allow every patient account to be reviewed for an additional collection opportunity by an external firm, using advanced tools, after the patient finance group has exhausted their efforts. For more information, contact [Denis Lukes](#).

HR Surveys

Members participating in the next Benchmark and Management Compensation Surveys are asked to submit their completed data no later than December 5, 2012. The surveys will be released to participating members in early 2013. In the meantime, the 2012 Collective Bargaining Update will be available within the next few weeks for all Hospital Council members. For questions about data for the HR Surveys, contact [Carmela Breslin](#).

Model Policies and Forms Available for Patient Finance

Two model forms are available for Hospital Council members related to patient finance. The Charge Description Master Responsibility Form focuses on charge capture and related compliance. The form describes the responsibilities for patient finance departments and clearly states the responsibilities of Ancillary Department management in the charging and charge reconciliation process. In addition, Hospital Council has provided a model policy related to the opportunity for hospitals to fund COBRA payments for patients without sufficient means to pay for services and also for issues related to justifying the cost of services versus the benefit. Both model forms and policies were distributed to Hospital Council's Board of Directors, the CFO Committee and the Accounts Receivable Committee. Both of these forms and policies are being shared with members as additional methods to assist hospitals in receiving the net patient revenue they are entitled to under their contracts. For more information, contact [Denis Lukes](#).

December Meetings

CNO Committee

The CNO Committee will meet on December 7, 2012 at Hospital Council's Conference Center. Trends in case management and the topic of nurse management orientation will be the key agenda items for the meeting. The meeting will conclude with a roundtable discussion. For more information, contact [Jane Montgomery](#).

HR Committee

An overview of labor-related issues and labor-related activity following the November elections will be the key topics at Hospital Council's HR Committee meeting on December 12, 2013. The meeting will begin at 9:30 a.m. at Hospital Council's Conference Center. Chris Cimino, president and chief executive officer of the Chicago-based firm Chessboard Consulting will provide the Committee with a post-election overview of labor activity and what can be expected in the upcoming year. Chris will be joined by Douglas Darch, a partner in the Chicago law firm of Baker & McKenzie LLP. His practice has an emphasis on union relations, corporate transactions and labor management restructuring, among other areas. The Committee will conclude the meeting with a roundtable discussion. For more information, contact [Pat Raffaele](#).

Medical Directors Committee

Two speakers from the firm Kaufman Hall & Associates will join the Medical Directors Committee meeting on December 13, 2012 via webinar to discuss physician integration models. Matt Lambert, M.D. and Todd Fitz from Kaufman Hall will provide an overview of models discussed in the recently published book "*A Guide to Physician Integration Models for Sustainable Success*." The agenda also includes a discussion of observation status and the data hospitals have reported to Hospital Council regarding observation. For more information, contact [Denis Lukes](#) or [Jane Montgomery](#).

Compliance Committee

The Compliance Committee will meet on December 13, 2012 beginning at 9:30 a.m. at Hospital Council's Conference Center. Bill Maruca, an attorney with the firm Fox Rothschild, will lead the Committee in two physician-related discussions. The first topic is the Physician Sunshine Act which makes public the financial ties between physicians and manufacturers as well as drug companies and biogenics companies. The Physician Sunshine Act is part of the Affordable Care Act. The second topic will be hospital/physician relationships in light of health reform and the Affordable Care Act. The Committee will also discuss RAC and other audits and hold a roundtable discussion. For more information, contact [Pat Raffaele](#).

Past Meetings

Fund Development

The Fund Development Committee met at Hospital Council on October 25, 2012. Terry Brown, senior executive director of Planned Giving for the University of Pittsburgh provided an overview of planned giving programs and led a discussion on the topic. The Committee also had a discussion on the pros and cons of using online fundraising tools. The discussion was led by John Mercer from the Washington Hospital Foundation. The Committee also held a roundtable discussion which covered several topics including communications and marketing, grateful patient programs, donor strategies, stewardship and guidance, and annual funds, among other topics. For more information, contact [Pat Raffaele](#).

Compliance Committee

The Compliance Committee met at Hospital Council on October 31, 2012. Sandy Sessoms from the Western Pennsylvania Allegheny Health System provided an overview and led a discussion on the 2013 OIG Work Plan. Committee Co-Chair Mary Ellen Read from Dubois Regional Medical Center provided an overview of the Meaningful Use Audit conducted at Brookville Hospital. This was the first Meaningful Use audit of a critical access hospital in the United States. The meeting concluded with a discussion of other audits and a roundtable discussion. For more information, contact [Pat Raffaele](#).

Abstractor Call

An Abstractor Networking call was held on November 6, 2012. Participants heard from Julie Volz, project coordinator for Quality Insights of Pennsylvania, regarding submission changes beginning in January 2013. Participants had time for networking as well as discussion among themselves and with the speaker. There were 53 participants on the call representing 27 hospitals. For more information, contact [Jane Montgomery](#).

Risk/Quality Committee

The Risk/Quality Committee meeting was held on November 14, 2012 at Hospital Council's Conference Center. Clearfield Hospital joined the meeting via video conference. Pat Raffaele, Hospital Council's vice president of Advocacy and Communications, provided an overview of the 2013 work plan. The Committee also heard a presentation from Committee Chair Sandy Kozielec, Altoona Regional Medical Center, on work place strategies on how to work with different generations. The meeting concluded with a roundtable discussion. For more information, contact [Jane Montgomery](#).

New Allied Member

Hospital Council welcomes its newest Allied Member, the Greater Pennsylvania Regional Council of Carpenters. The organization represents more than 20 locals in Pennsylvania and is headquartered in Pittsburgh. For more information, contact [Louis Gilberti](#), director of research, or [William Waterkotte](#), chief executive officer. For more information about Allied Membership, contact [Pat Raffaele](#).

Other Program of Interest

HFMA Tax Update and Annual Holiday Party

The Western Pennsylvania chapter of the Healthcare Financial Management Association (HFMA) will hold its Annual Tax Update and Holiday Party on Friday, December 7, 2012. The program will be held at Churchill Valley Country Club in Pittsburgh beginning with registration at 8:00 a.m. Topics include a year-end individual tax update and current developments for tax exempt organizations. The speakers are from Ernst Young, LLP. Former Pittsburgh Pirate Steve Blass will also serve as a guest speaker for the event. To register or for more information, contact [Debbie Szczypinski](#).

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

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