

February 2012

Client Alert



MEDICAL MANAGEMENT
STRATEGIES

Medical Management Strategies
3000 Broad Street, Suite B217, San Luis Obispo, CA 93401



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Alert
Highlights...

CenCal

- Changes & Updates!

5010

- YES IMPLICATIONS!

EHR SURVEY

- Have less problems!

Physicians Choice

- Changes & Updates!

CCPN

- Changes & Updates!



Medicare Deductible Update

Providers and Practices who were not able to attend Medical Management Strategies' Seminar on the Updates and Changes to Medicare, the top news is Medicare Part B Deductible changes and lowers to \$140 for the patient. Please share this information with your front office staff so they're aware of these changes. If you would like any more information from the recent seminar please contact Chris Wolman at cwolman@mmsofslo.com or give him a call at 805.547.1255 extension 148. We would be happy to help consult your practice on these issues and supply you the information from our recent seminar.

Medicare UPDATE on 2012 PAYMENTS!

Medical Management Strategies has begun to notice several items on Medicare Payments for 2012.

- (1) Medicare has begun to release EOBs (Explanation of Benefits) for the beginning January dates of service releasing the 10 day hold.
- (2) Physicians who did not e-prescribe in 2011 or who hadn't notified CMS of their intent to do so either through purchasing an EHR or e-prescribing system, will have their Medicare payments reduced by 1% as a penalty. There is still time to avoid this increasing penalty for next year! Please contact Bob Sayers @ 805.547.1255 extension 112 to learn how to avoid this increasing penalty in the future. Earn more money, not less!

MMS and GHS Upcoming Seminars and Webinars Schedule

Medical Management Strategies and Global Healthcare Solutions will begin hosting seminars and webinars every month. Each Seminar and Webinar will be different and will be topics that our clients suggest or topics we feel are going to have direct effect on your practice! Please feel free to email Chris Wolman for any topics you and your practice would like to see covered in a Seminar or Webinar!

(1) **eClinicalworks Webinar!** Connect to us @ your desktop! This will be hosted on Wednesday, February 15, 2012 @ 4:45 PM Pacific Time. Missi Goss, our EHR Training and Implementation Specialist will be hosting this. Missi Goss has helped over 50 providers and practices attest to Meaningful Use! Topics Covered Include: Patient Portal, Provider to Provider, a Recap of Meaningful Use, and how GHS and MMS can help your practice! We will also be answering any of your questions! Please RSVP to Chris Wolman @ cwolman@mmsofslo.com or give him a call @ 805.547.1255 extension 148. If you are on the East Coast please call Chris directly and we can figure out a time just for you!

(2) **HIPAA 5010 Webinar!** In late February MMS will be hosting a HIPAA 5010 webinar for anyone who is interested. Please contact Chris Wolman @ cwolman@mmsofslo.com or call him @ 805.547.1255 extension 148. We are expecting many RSVPs for this webinar, and will be holding this webinar over a 2 day period. Please contact Chris Wolman to reserve a time for your practice. The webinar will go over implications, a "How To," and how it has affected practice.



DID YOU KNOW?

...That the CMS (Medicare) and the Department of Health Services (Medicaid) Provides Health Coverage for over 100 Million Americans a year.

The **ONLY IT and EHR Specialist to trust!** GHS has helped over 50 providers and practices attest to Meaningful USE!!!!



Cen-Cal News: 2012 CPT-4/HCPCS Updates for Medi-Cal

We would like to remind contracted providers with Medi-Cal that the Department of Health Care Services has not yet configured CPT-4/HCPCS codes that are new in 2012.

CenCal Health will adopt the 2012 CPT-4/HCPCS changes (additions and deletions) for dates of service beginning January 1, 2012, but only for non Medi-Cal programs, which include:

- Healthy Families (HF)
- Healthy Kids (HK)
- Prenatal Plus 2 (PP2)
- In Home Supportive Services (IHSS)

If anyone has any questions please contact your local Claims Representative at 805.562.1083 with any questions.

5010

As many of you know, the EDI 5010 implementation was delayed by CMS until March 31, 2012. Medical Management Strategies (MMS) will continue to keep you posted on any changes and information as released. As we all read, discussed and prepared for the big change in the CMS-1500 claim form, from the 4010 format to the new 5010 format, effective January 1, 2012, it has happened and what a mess it has created. Many of the payers are either processing electronic 4010 and/or 5010 claims. Many of the payers have also had numerous issues in making this transition. Blue Cross has now gone back to the former 4010 EDI processing due to many issues it has had in this process.

With a transition of this magnitude, everyone that touches medical claims is dealing with issues. Providers, practice management system vendors, clearinghouses and payers are all experiencing challenges and subsequently increased calls and delays.

Even providers who were ready for 5010 are experiencing rejections as the industry moves out of the testing phase into live production. MMS clients are no exception. MMS is doing everything we can to make sure your claims are getting processed. Everyone will experience some slowdown of payments over this initial period until all parties can straighten out their issues. For More Information and How to Prepare Please Visit:

<http://www.cms.gov/Versions5010andD0/>

Electronic Health Records Recent Survey says...

A recent survey was completed by Modern Physician. Out of the sample pool of 150 Physicians who work in private practices, 73% of physicians described the experience of implementation of Electronic Health Records as "very difficult."

If you are trying to implement an Electronic Health Record please call Global Healthcare Solutions (GHS). Currently GHS, has helped over 50 providers and practices meet the first stage of Meaningful Use and have collected hundreds of thousands of dollars in incentive money for local, regional, and national physicians. Please give Ryan Loughlin a call and let GHS help you and your practice not be part of this 73%. He can be reached at 805-786-4447.



MEDICAL MANAGEMENT STRATEGIES

Check US OUT on FACEBOOK!

Visit our Medical Management Strategies page by typing MMS in the search engine and be our friend!

Visit Bob Sayer's Blog (our Executive Director) At www.bobsayers.com

Medical Management Strategies

We're on the Web!

See us at:

www.mmsofslo.com

E-Mail:

info@mmsofslo.com

Give us a call at:

Phone: (805) 547-1255
Fax: (805) 547-1395

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Physician's Choice Updates!!!

Primary Care Physicians will be reimbursed \$100.00 for an annual wellness exam for *new* Physician Choice senior members. To receive this \$100.00 additional payment, patients must be seen no later than March 31, 2012. Please refer to the memorandum dated 1-18-2012 by Physicians Choice medical group for further details as to what is required to earn this. If you do not have this memorandum, contact Provider Relations of Physicians Choice at 805-903-1718.

Physicians Choice has released their immunization fee schedule for the 2012 year. If you haven't received this notice, please contact Physicians Choice directly if you are a provider of this network to obtain a copy.

Retro Referrals – Effective March 1, 2012, the IPA will no longer process retro referrals using the pre-authorization process. With the exception of retro services provided by our PCP's, contracted Orthopedic Physicians and contracted Dermatologist, Home Health, Oxygen, or Diabetic Supplies, retro authorizations will not be permitted using the pre-authorization process. Effective March 1, 2012, retro referrals will be processed using the Provider Dispute Resolution process. Claims will have to be appealed if not requested prior to the service requiring an authorization.

CCPN Updates!!

Effective 1-1-2012, CCPN has a new plan for their employees and dependents. The name of the plan is Heritage Employee Medical Plan. All eligibility, verifications, authorizations, claims questions can be answered by CCPN Customer Service at 1-800-604-8752. If you have any questions on this for your office, contact 1-661-616-9379.

About Medical Management Strategies...

Medical Management Strategies is committed to ensuring the financial success of our clients by providing first-rate revenue cycle management, medical billing, practice management consulting, and technology solutions. We firmly believe that the success of our clients is our future.

Services offered:

Contracting and Credentialing, Revenue Cycle Management, and Practice Management Consulting.

MMS is partnered with Global Healthcare Solutions for all your IT and Electronic Health Record needs. Global Health Solutions services offered include:

Electronic Health Record Sales (Various EHR software). Supplemental Software Support and Training. Meaningful Use, PQRI, ePrescribe Consulting and Support. GHS has helped over 50 practices and providers attest to Meaningful Use, and dozens more for ePrescribe and PQRI! Healthcare IT: Implementation, Consulting, Purchasing, Remote Support, Hardware Sales, and Server Installations.