

DR. KNOW

We won't change the way you do billing...we'll change the way you do business!

An e-newsletter created by **PLEXUS HEALTH SOLUTIONS, INC.**

UNINSURED PATIENTS

This is Not Out Experience

In a recent issue of the Journal of Health Economics it stated that physicians not only don't lose money on uninsured patients, in many cases, they actually make money.

These authors used the difference between the average insured reimbursement to uninsured reimbursement rather than the physician's actual charge.

It is thought that if you calculated uninsured costs as the difference between actual charge and insurance payments you would show a positive cost rather than positive revenue.

They found that while 25% of uninsured patients pay nothing, nearly 33% pay more than insurance pays.

This study concludes that physicians can do as well, if not better on uninsured patients, and move toward dropping managed care contracts.

INTERNAL LOSS OF PROFITS

Employee Theft

According to bankersonline.com there are 3 reasons why employees steal. They are; need, revenge and thrills. This just isn't for the retail market place.

Sticky notes, pens, unauthorized use of equipment, etc., are examples of employee theft that may occur in your office.

Creating a "culture of honesty" is the best defense against this type of profit loss.

Here are 10 ways to prevent employee theft:

- *Conduct background checks
- *Communicate
- *Make if OK to tell
- *Eliminate temptation
- *Use technology
- *Observe what happens
- *Protect that most desirable
- *Keep a watchful eye
- *Audit regularly
- *Offer alternatives

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You can view past issues of this newsletter on our website.

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INTERNAL LOSS OF PROFITS

Continued...

A University of Florida study found that 47% of all inventory shortages are attributable to employee theft.

The US Department of Commerce reports that 6% of annual revenue is lost to employee theft.

Employee theft amounts to \$1,350 compared to shoplifters at \$196.

2008 MEDICARE FEES

An Increase

Instead of realizing a 10.1% reduction in Medicare reimbursement rates, there will be an average increase of 0.5%. This will begin with January 1, 2008 services through June 30, 2008.

The money for this increase will come primarily from a \$1.5 billion cut in stabilization funds which are currently used to draw healthcare plans into difficult markets according to the APMA ALERT. Other funds may come from the PQRI bonus payments.

BADGERCARE UPDATES

Check Out the Website Below

You will find updates on new in/out patient services and hospice care. DME is also addressed on the update site.

To view the entire newsletter go to:

<http://dhfs.wisconsin.gov/medicaid/december2007/index.htm>

EMR UPDATES

See What's New

Plexus recently had two clients sign up for web-based EMR systems. One client has been on his for about 2 months the other is stilling ramping up data into files.

After a very short learning curve, the up and running client is happy with the change in his office and he and his staff will eventually scan all paper charts of current patients. He is on-line with a specialty specific product and Plexus has been trained on it as well. We go on-line and pull his billing and continue the process in our office. We are billing everyday and submitting claims everyday.

When you are considering an EMR program, think about a web-based product that will allow us to take advantage of time and cost saving features such as claim pulling.

HIPAA SECURITY RULE

Did You Know?

Buried in Subpart D, §160.426 of the HIPAA Security Rule is a section titled "Notification of the Public and or Other Agencies."

Not only are you subject to fines and/or jail time, there is also public humiliation involved.

Plexus consultations constantly involve non-compliant medical offices.

There are required and addressable specifications. The real meat of this law can be found in only 3 pages (8,377-8,379). It pays to read it!