

# 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.**

## INSURANCE EXECUTIVE COMPENSATION *WOW!*

In an article found on the Fierce Health Payer website there was a listing of 2009 health insurance executives compensations. These packages include base salary, shares & stocks and non-equity incentive plans.

S. Hemsley	UHC	\$8.9M
R. Williams	Aetna	\$18+M
A. Braly	Wellpoint	\$13.1M
D. Cordani	Cigna	\$6.6M
M. McCallister	Humana	\$6.5M

<http://www.fiercehealthpayer.com/story/unitedhealth-s-hemsley-more-doubles-his-pay-insurers-report-claims-government-could-save-366b-o>

## WISCONSIN S.B. 286 *So Far, So Good*

State Statute 286 inappropriately classifies medical billing companies as collection agencies, with very few exceptions. The large majority of billing companies do not meet the regulations to be a collection agency.

Plexus has participated in a

grassroots campaign to have us deleted from this classification. With calls being made to our state representatives and assemblymen and letters being written and emails sent out, our group has been successful thus far in our efforts. The Bill is now on Gov. Doyle's desk for signature.

Our inclusion in this law was quite a surprise to almost everyone in the industry in Wisconsin.

## HIPAA PRIVACY UPDATES *A Few New Items for 2010*

Every time there is a change or addition in any HIPAA policies, Plexus updates their training tools.

There were three or four additions that were effective in 2010.

Contact Jean or go to our website to sign up your staff for training on this government required topic.

## PATIENT ELIGIBILITY *Did You Know?*

Those of you who are live with Plexus can check patient insurance eligibility immediately by pressing the *Eligibility* button on the bottom tool bar. Check it out!

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

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## AETNA REIMBURSEMENT

*Changes...lower*

Effective May 1, 2010, Aetna will be lowering the reimbursement rate for surgical assists. We have quite a few clients who perform this service.

Payment is going from 20% of your current fee schedule to 16% for the primary procedure. You will receive only 8% of the second eligible procedure and 4% of each additional eligible procedure.

Aetna says they have sent you a notification of this via email or postcard.

## AETNA'S NEW RECORDS PROGRAM

*Get Ready*

Under a new program Aetna has initiated, they will be requesting medical records at a more frequent rate for the following client specialties: Orthopedic surgeons, pain management, podiatry and neurology.

They are targeting knee, shoulder, foot surgeries, grafts, dermatology procedures, wound care, nerve blocks and injections for trigger points.

Records will be requested based on the characteristics of the claim; i.e. charges billed in conjunction with a procedure.

Other requests will be based on the performing provider. These providers have been selected based on Aetna's claim analysis that identified different billing practices when compared to peers.

The above articles can be found in full in the March 2010 issue of Aetna's OfficeLink newsletter.

## WEA DEDUCTIBLES

*New Higher Rates*

Effective 7-1-10 the WEA deductibles will increase to \$200 and \$300. This difference will continue to be paid by their third party processor.

## HEALTH SECURITY STRATEGY

*We've Got One Now*

The recent H1N1 pandemic proved to HHS Secretary Kathleen Sebelius that we are in need of a national plan to protect our citizens. So, under her direction, *The National Health Security Strategy* has been released.

This is our nation's first comprehensive focus on protecting people's health during a large-scale emergency. The strategy sets priorities for government and non-government activities over the next four years.

National health security means that the nation and its people are prepared for, protected from and resilient in the face of health threats or incidents with potentially negative health consequences such as bio-terrorism and natural disasters.

Below are ten objectives outlined to achieve health security:

1. Foster informed, empowered individuals & communities
2. Develop and maintain the workforce needed for national health security
3. Ensure situational awareness so responders are aware of changes
4. Foster integrated, health care delivery systems
5. Ensure timely and effective communications
6. Promote effective countermeasures which buy and distribute medical countermeasures
7. Ensure prevention or mitigation of environmental and other emerging threats to health
8. Incorporate post-incident health recovery
9. Work with cross-border and global partners to enhance national, continental and global health security
10. Ensure that all systems that support national health security are based upon the best available science, evaluation and quality improvement methods.

<http://www.hhs.gov/disasters>