

# SHARING

THA - Endorsed Products and Services

Volume 3, No. 3

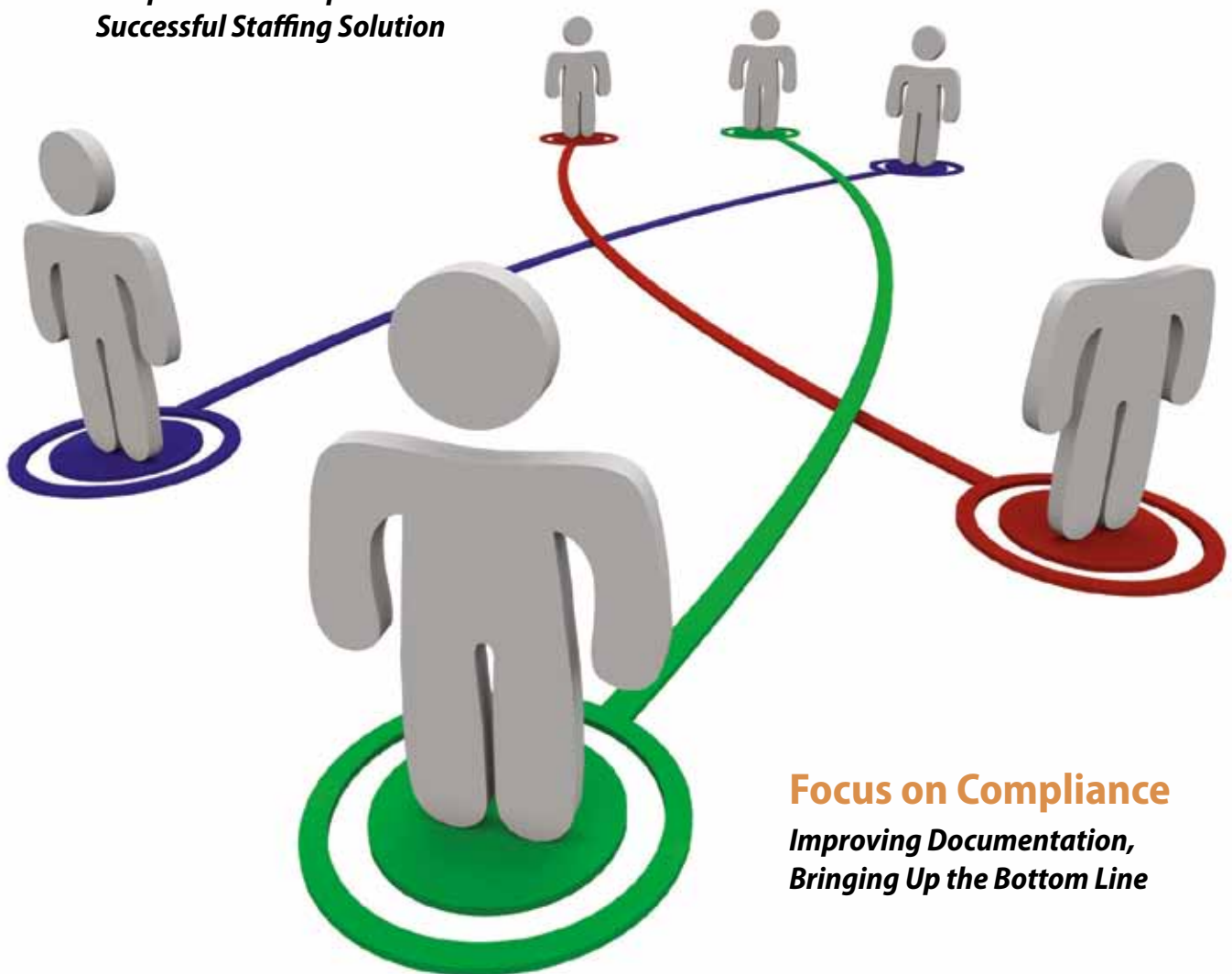
Fall 2011

## **The Power of Two**

*Unique Partnership Creates  
Successful Staffing Solution*

## **Pharmacy Staffing**

*On-Site and Remote Solutions  
For Rural Hospitals*



## **Focus on Compliance**

*Improving Documentation,  
Bringing Up the Bottom Line*

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A MESSAGE FROM THE CEO

Fall is almost here, and with it comes the return of football, cooler temperatures (I can dream) and the HealthSHARE Summit. Each year, HealthSHARE hosts a meeting for representatives from Texas Hospital Association-endorsed companies at the THA headquarters in Austin. The two-day event provides an opportunity for these representatives to learn how to make the most of the coveted endorsed status. Session topics include everything from the benefits of sponsoring THA education events to the best way to approach hospital decision-makers.



As one of these decision-makers yourself, you may have some valuable tips. What's the best way to get in the door at your hospital? Is there anything a company should definitely not do? How can a company earn your trust?

If you have any do's and don'ts you'd like to share for the summit, or if you'd like to provide feedback on anything in this issue of *Sharing*, please don't hesitate to let me know. Feel free to contact me at [jdixon@tha.org](mailto:jdixon@tha.org).

A handwritten signature in black ink that reads "James M. Dixon". The signature is fluid and cursive, with a large loop at the end of the last name.

James M. Dixon  
President/Chief Executive Officer



Volume 3, No. 3  
Fall 2011

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# SPOTLIGHT: REIMBURSEMENT SERVICES

As a wholly owned subsidiary of the Texas Hospital Association, HealthSHARE markets best-of-breed, competitively priced products and services offered through THA-endorsed companies that benefit hospitals' quality, service and bottom line. Each issue of *Sharing* spotlights a different category of services. This issue, the spotlight is on reimbursement services.

## AuditZ LLC

AuditZ provides revenue enhancement solutions to hospitals. The AuditZ Payer Search system links directly with Medicare, Medicaid and Tricare through a proprietary electronic data interchange connection to reconstruct inaccurate patient demographic information and query for eligibility. The technology continues to examine the account data and looks for eligibility through to the conclusion of timely filing limits. The report also returns primary commercial insurance where identified in the Medicare and Medicaid systems. The search is not limited by a dollar threshold.

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## CampbellWilson

CampbellWilson provides financial, operational, compliance and regulatory consulting to hospitals and health care providers. The company is recognized nationally for assisting providers with reimbursement and overall hospital operational improvements. Its consultants include CPAs, RNs, health care attorneys, litigation and appeals specialists, systems and management engineers, government reimbursement and regulatory compliance experts, certified professional coders, registered health information administrators and revenue cycle experts. Its solutions have helped clients increase revenues by \$2 billion and returned an additional \$500 million in recovered Medicare and Medicaid revenues to providers.

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## Craneware Inc.

Craneware provides automated revenue integrity solutions that improve financial performance for health care organizations. Craneware's market-driven software-as-a-service solutions help hospitals and other health care providers more effectively price, charge and code for services and supplies associated with patient care. This optimizes reimbursement, increases operational efficiency and minimizes compliance risk. By partnering with Craneware, clients achieve the visibility required to identify, address and prevent revenue leakage.

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## eTactics Inc.

eTactics' Patient Payment Program reduces administrative costs, improves accounts receivable and increases collections. The company's ability to analyze statement data and enclose custom cover letters is an example of the proactive action that collects accounts before they become delinquent. Patient account data can be uploaded to Etactics' secure website, processed in a patient-friendly format, and printed and mailed by the following business day. The Patient Payment Program has increased patient revenue by as much as 25 percent while reducing billing questions and the number of statements mailed by the same amount.

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## Financial Review Services Inc.

Financial Review Services' program of total quality management recognizes and fixes the problem of lost revenue. It features a three-phase revenue recovery program: Phase I – a lost charge audit; Phase II – nurse training and action plan development; and Phase III – a follow-up audit, which ensures the action plan and training is implemented and effective.

**Mike Lewis**  
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## Healthcare Recovery Alliance

Complicated claims, confusing rules and regulations, loopholes and incorrect payments all factor into why hospitals aren't always reimbursed at the levels they should be. Healthcare Recovery Alliance offers accounts receivable management strategies that can accelerate a hospital's revenue cycle. Its services include review of workers' compensation accounts against state-mandated schedules and guidelines, identification of managed care contracts, review of claims against applicable contracts, and submission of any discrepancies for payment and appeals. The firm's program, tailored to each hospital, applies whether the problem is due to staff shortages or build-up of aged receivables.

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## HealthXnet

HealthXnet provides a simple, cost-effective way to perform eligibility/benefits, claims status and electronic claims management revenue cycle transactions. Outstanding system reliability, ease of use and responsive customer service make HealthXnet stand out from its competitors. Hospital staff can perform transactions on the company's Web portal with little to no training and often are using the system within 2-3 business days of subscription. A free no-risk trial is available for inquiry transactions, and there is never a long-term commitment.

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## Hospital Receivables Services Inc.

Hospital Receivables Services' collections and accounts receivables services bring accounts up-to-date and help hospitals keep them current. The company is a 501(c)(3) nonprofit cooperative owned by the facilities it serves, which share in the company's profits. HRS provides receivables management, account termination, preferred billing for "early outs" and long-term accounts, collections seminars, detailed reports and prompt remittance.

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www.hospitalreceivables.org

## Integrated Revenue Management

Integrated Revenue Management helps hospitals find the money that's hiding in the revenue cycle. The company's unique in-sourcing approach of teaching organizations to fish by establishing a new or enhancing an existing revenue integrity department delivers immediate and ongoing results of \$300,000 to \$500,000 in additional net revenue per dedicated staff member per year. Starting with a review of the effectiveness of a hospital's revenue cycle and interview of key stakeholders, IRM uncovers the opportunity, builds the business case and delivers the services for a revenue integrity department that helps hospitals identify, capture and collect the full value of each service performed.

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## MedA/Rx

MedA/Rx specializes in revenue cycle management and extended business office services. MedA/Rx offers a complete suite of revenue cycle management services from beginning to end, including revenue cycle process consulting, interim management services, insurance follow-up, self-pay follow-up and Medicaid eligibility.

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## MedDirect Inc.

MedDirect's Patient Pay Solutions program has become the company's core service and exclusive focus. MedDirect starts by treating patients with respect and establishing communication through initial scheduling and insurance verification. Communication touch points then are continued through problem-solving and follow-up events, including patient satisfaction surveys.

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## NHPN

NHPN is a national health care revenue cycle management company focused on enhancing hospitals' financial performance. NHPN designs innovative managed care programs supported by experienced personnel and technology-enabled service processes to drive increased revenue, cash flow and operational efficiency. The company offers a complete suite of managed care solutions that provide exceptional return on investment, including consulting services encompassing assessment, modeling, negotiation and ongoing support of managed care contracts; contract compliance solutions; and silent PPO service.

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## Resource Corporation Of America

Resource Corporation of America, a provider of third-party eligibility services, helps hospitals convert self-pay to a paying status. The firm offers extensive knowledge of the application, certification and appellate processes for county, state and federal third-party assistance programs in all 50 states. Patient support representatives, who conduct thorough patient screenings to determine eligibility, are augmented by directors of patient support and back-office staff who coordinate patient locating/skip tracing services, home visits, patient transportation, overall patient compliance and appellate proceedings. Because client communication is vital to a successful program, the client services' group provides performance reports as a management tool.

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www.resource-corp.com

## SquareTwo Financial Healthcare Funding

SquareTwo Financial Healthcare Funding is a national purchaser of distressed health care assets. The company is dedicated to helping hospitals manage challenging self-pay receivables and create capital from assets that have been written off. It is committed to maintaining a hospital's reputation by endeavoring to work only with law firms that will treat patients with the respect they deserve. SquareTwo Financial Healthcare Funding's commitment to servicing accounts in a respectful manner, financial strength and national scope make the company an industry leader in asset recovery.

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## THA Award Nominations Due

Each year, the Texas Hospital Association recognizes its members' accomplishments with several key awards. Nominations for the Earl M. Collier Award for Distinguished Health Care Administration, the Excellence in Community Service Award and the Bill Aston Award for Quality are due by Sept. 30.

The Earl M. Collier Award, the highest honor bestowed by THA, recognizes outstanding executives who have distinguished themselves through their contributions to the health care industry. The Excellence in Community Service Award honors institutions that have created and supported innovative programs benefiting the community. The Bill Aston Award for Quality honors a hospital's success in improving quality and patient outcomes through the sustained implementation of an evidence-based patient care initiative.

Award winners will be featured in THA publications and recognized at the THA 2012 Annual Conference, Feb. 1-2 in Austin. For more information on these awards, including eligibility and nomination forms, go to [www.tha.org/awards](http://www.tha.org/awards).

## ACS Acquires CredenceHealth

Affiliated Computers Services Inc., a Xerox company, has acquired Texas Hospital Association-endorsed CredenceHealth Inc., a provider of software that captures and analyzes patient data to help hospitals, health plans and providers improve quality of care and compliance with meaningful use regulations. By integrating CredenceHealth's clinical surveillance tools with ACS' core suite of managed care solutions under the Midas+ software brand, ACS can offer a cloud-based solution that actively monitors patient data. This data is accessible to hospital staff from any Internet browser using a secure password-protected system.

All CredenceHealth products and services will be integrated into Midas+ solutions, which help improve staff efficiency, enhance patient safety and increase hospital profitability. CredenceHealth's management team and employees will join

ACS. Justin Lanning, chief executive officer of CredenceHealth, will serve as vice president of business development at ACS Midas+. For more information, go to [www.credencehealth.md](http://www.credencehealth.md).

## Nominations Sought for Country Doctor of the Year

Staff Care Inc., a national health care temporary physician staffing firm, is seeking nominations for the 2011 Country Doctor of the Year Award. Now in its 19th year, the award honors the spirit, skill and dedication of America's rural medical practitioners. Staff Care is accepting nominations for the award through Oct. 15.

Staff Care will provide the 2011 Country Doctor of the Year with a temporary physician for two weeks at no charge so the award recipient can take time away from his or her practice. According to Staff Care President Tim Boes, rural doctors often cannot find physicians to cover their practices and therefore have difficulty taking vacations.

"We hope the award winner enjoys some time off," Boes said, "but our real intent is to honor an outstanding country doctor and to shine a light on the great work that rural physicians do."

Nominations will be accepted for physicians who practice in communities of 20,000 or less and who are engaged in such primary care areas as general practice, family practice, internal medicine and pediatrics. For more information, go to [www.countrydoctoraward.com](http://www.countrydoctoraward.com).

## AMN Healthcare Receives NCQA Certification

AMN Healthcare, a provider of health care staffing and workforce solutions, has earned the Credentials Verification Organization certification from the National Committee for Quality Assurance. AMN also holds The Joint Commission's Health Care Staffing Services certification.

The NCQA certification provides health care organizations that utilize locum tenens providers, sourced through

AMN Healthcare, an assurance that they are getting the highest quality candidates. This certification will be initially utilized to support the credentialing services of Staff Care, an AMN company.

"Achieving NCQA certification is another key differentiator for AMN and Staff Care," said Marcia Faller, RN, Ph.D., chief clinical officer at AMN. "As one of only a handful of health care workforce solutions companies to have earned this distinction, our clients now have further independent confirmation regarding the value of our credentialing rigor and thoroughness."

To achieve certification, AMN underwent a meticulous on-site and off-site evaluation conducted by a credentialing surveyor and an administrative surveyor. AMN's temporary physicians are verified for licensing, the Drug Enforcement Agency's Controlled Dangerous Substance certification, highest level of education, malpractice history, work history review, sanctions history search and ongoing monitoring, and much more. For more information, visit [www.amnhealthcare.com](http://www.amnhealthcare.com).

## General Physics Corporation Acquires RWD

General Physics Corporation, a subsidiary of GP Strategies Corporation, has acquired certain operating assets and the consulting business of Texas Hospital Association-endorsed RWD Technologies LLC, a consulting company that enables and drives successful business transformations and front-line effectiveness for Fortune 500 companies. Most of RWD's business units will operate within GP as part of a new RWD Technologies Group, while other units will be integrated into existing GP operating groups.

The operational leaders of RWD are joining GP as part of the acquisition. In addition, substantially all of the employees in the acquired operating units have been offered employment by GP and are remaining with the acquired business. For more information, go to [www.gpworldwide.com](http://www.gpworldwide.com). \*

# The Power of Two: Unique Partnership Creates Successful Staffing Solution

BY KAREN BRANZ

**In 2009, Joan Shinkus Clark, RN, FACHE, senior vice president/chief nurse executive of Arlington-based Texas Health Resources, had a vision for a new way of staffing the system's hospitals.**

"She wanted to build an internal, flexible resource pool and create a central, cost-effective, 24/7 staffing organization," said Rosemarie Aznavorian, RN, president/chief nursing officer of Texas Health SingleSource Staffing. "The goal was to ensure a consistent, stable supply of highly credentialed nurses and allied health professionals for the system's hospitals and satellite facilities."

Clark's vision resulted in the creation of THSS, a separate limited liability corporation. THSS partnered with Nursefinders, a nurse staffing company that became part of AMN Healthcare through an acquisition in 2010, in the project. AMN Healthcare is the nation's leading provider of comprehensive health care workforce staffing and management solutions.

"This freestanding partnership is the first of its kind in the country. Joan Clark and others have given presentations on it at meetings of the American Organization of Nurse Executives and The Healthcare Roundtable as well as at other national conferences because it is a uniquely effective way to staff," said Aznavorian.

The partners share responsibilities, along with affiliated providers, in filling per diem and long-term openings. THSS fills positions first, followed next by AMN and other affiliated providers as necessary.

The endeavor has two major functions. First, THSS functions as a centralized staffing office for Texas Health Resources. Nurses and allied professionals are assigned based on the needs of the entire organization, allowing the hospitals to draw on staff from throughout the system. This means that an opening in one hospital can be filled with staff from another if possible. The second function of THSS is to maintain a pool of temporary staff who meet the same credentialing requirements as permanent staff.

"This gives us more control over our temporary staff," Aznavorian said. "We know that they hold the same qualifications as any other medical professional at Texas Health."

Aznavorian cited several benefits for Texas Health in the arrangement.

"It's a very cost-effective staffing model. With a central staffing process across the system, we were able to eliminate duplicate staffing efforts. And onboarding is easier when it's done centrally,"

she said. "The central function also allows us to track our full- and part-time staff and be sure that they are being scheduled for their required hours. With increased needs for nurses and allied health professionals, this ensures us the full benefit of our permanent staff before we fill shifts with temporary staff."

Additionally, hiring through THSS means that all staff adhere to the promises, values and culture of the system.

"Outside agencies, which serve multiple hospital clients, don't have that singular focus," Aznavorian said. "In fact, over the past year, Texas Health has hired 40 of our temporary staff as permanent employees. That's a challenge for us as we have to replace them, but it shows you the quality of the staff we recruit for the temporary pool."

Currently, THSS staffs registered nurses; licensed vocational nurses; patient care technicians; sitters; certified surgical technicians; physical, occupational, speech and respiratory therapists; and radiology/imaging, pharmacy and laboratory staff. Aznavorian noted that THSS soon will be recruiting for medical clerical staff as well.

"This venture has been very successful. During startup, AMN supplied a significant portion of our temporary pool. As we have ramped up, THSS is successfully growing its own pool, thereby reducing reliance on agency staff," she said.

For more information about AMN Healthcare, contact Bonnie Owens at [bonnie.owens@amnhealthcare.com](mailto:bonnie.owens@amnhealthcare.com) or 877/282-0380 or go to [www.amnhealthcare.com](http://www.amnhealthcare.com). \*



# Pharmacy Staffing: On-Site and Remote Solutions for Rural Hospitals

BY TERRI SCHEXNAYDER

**Charles Norris, chief executive officer of Gonzales Healthcare Systems, understands the unique challenges hospitals in smaller communities deal with on a daily basis. Chief among these is managing pharmacy operations. In 2009, the Texas Legislature debated whether hospitals should be required to have a pharmacist on-site 24/7 with prospective order review – a situation that was not feasible for many rural facilities. That year legislators passed legislation requiring more supervision in rural and critical access hospital pharmacies.**

“It’s going to be very tough if the state continues to press the need to have a pharmacist on-site, especially when so many entitlement programs are being reduced and money is being cut,” Norris said.

Gonzales Healthcare Systems addresses its pharmacy needs by partnering with Hunter Pharmacy Services Inc. HPS’ fully managed pharmacy program provides the facility with an on-site pharmacist who works five days (40 hours) a week.

The partnership between Gonzales Healthcare Systems and HPS, which began approximately 15 years ago, has resulted in strong client satisfaction and a cost-efficient way of doing business in South Texas. Gonzales Healthcare Systems can depend on the expertise and professionalism of the program’s on-site pharmacist. Additionally, pharmacy technicians and nurses cross-check each other to monitor each patient’s medical history and the dispensing of drugs, resulting in streamlined quality control – and peace of mind for Norris.

“You certainly can make the case that this way of doing business is a far better model than the way rural hospital pharmacies were run. For at least eight hours a day, five days a week, you are providing your patients with the highest level of competency as you can,” Norris said.

Michael Hunter, president/CEO of HPS, founded his Austin-based company in 1987. Hunter and his staff continuously strive to improve client pharmacy operations by exceeding customer expectations and providing smart, cost-saving solutions. Hunter has seen a lot of changes in rural hospitals over the years.

“Basically, many of these hospitals at that time had a drug room – the pharmacy – that was in disarray. They did not have the systems in place for optimal patient care or medication manage-

ment. One might not know if an error occurred unless it negatively impacted the patient,” he said.

HPS offers a cost-effective means to alleviate the burden of tightened regulations along with staffing shortages. The company provides a high-quality operation compliant with all regulatory agencies and strives to reduce costs while ensuring patient safety.

## Virtual Pharmacists

In addition to operation and management services, HPS recently introduced a patent-pending product called the Remote Prescription Approval System. Designed to bring pharmacists into the hospital through state-of-the-art technology, RePAS provides electronic supervision of staff technicians. This innovative service provides a cost-savings solution allowing technicians to be supervised by a remote pharmacist if the facility is licensed for 100 beds or fewer.

“HPS is able to provide electronic supervision through real-time communications and high-resolution digital images of the functions performed within the pharmacy,” said Hunter. “These images are transmitted to the RePAS pharmacist for review, verification and approval prior to the patient receiving therapy. Once approved, medication is then dispensed from the pharmacy.”

The high-resolution audio/visual equipment allows for ongoing live interaction between the RePAS pharmacist and the pharmacy staff as well as the transmission of digital images. Every image is tagged and archived for two years in order to meet state and federal regulations and can be retrieved if necessary. This service is definitely an option Norris will consider.

“The advantage to this new program is that you would further cut down on pharmacy human error with several people simultaneously looking at every prescription being dispensed,” Norris said. “And with HPS’ reputation behind all its products, our health care system can only benefit from this investment.”

For more information about Hunter Pharmacy Services, contact Dawn Rana at dawnrana@gmail.com or 210/737-4961 or go to [www.hunterpharmacy.com](http://www.hunterpharmacy.com). \*



# Focus on Compliance: Improving Documentation, Bringing Up the Bottom Line

BY GEOFF CAMPHIRE

**Baptist St. Anthony's Health System, like many hospitals, was looking for a way to enhance the accuracy of its case-mix index. To improve BSA's CMI – the average diagnosis-related group weight for its Medicare volume – hospital staff couldn't just target the required coding. They had to ensure regulatory compliance of the clinical documentation behind that coding, said Michelle Mayes, the Amarillo facility's director of corporate compliance.**

"Our original goal was not financial; it was compliance," said Mayes. "When you're compliant, it pays. And that's all we want to be. We want every dollar owed to us, not a dollar more."

To ensure compliance, BSA enlisted the help of J.A. Thomas & Associates, a documentation improvement firm commonly known as JATA. JATA, which has helped more than 500 hospitals strengthen documentation over the past 20 years, typically finds opportunities for improvement in 20-25 percent of a hospital's records.

"Hospitals deliver good care," said Mel Tully, JATA's senior vice president of clinical services and education. "But there can be millions of dollars a year that hospitals are not receiving because they simply don't document accurately the care they deliver."

Since 2003, BSA has used JATA's Compliant Documentation Management Program, which features technology tools, training and ongoing support. CDMP ensures that records contain the compliant language needed to support the care provided, which ensures appropriate reimbursement and avoids the risk of audit liability. Results typically include a 4-8 percent increase in CMI, improved comparative performance reports, enhanced compliance and more appropriate reimbursement, according to JATA.

"Our CMI on our reviewed charts has improved dramatically," Mayes said, "and we've been able to not only improve it but also sustain it."

With more than 60,000 charts reviewed, BSA has improved its CMI for those cases from 1.51 at the start of CDMP to 1.72 last year. For perspective, consider that the average CMI for hospitals in BSA's peer group is 1.60, according to Medicare Provider Analysis and Review benchmarking data.



Beginning with an assessment of records and documentation needs, CDMP tackles every aspect of the documentation process. Unlike retrospective coding-based programs, CDMP allows doctors and nurses to accurately document each case from the time the patient enters the hospital. Documenting bedsores on admission, for example, can be important for making clear that the condition was not acquired in the hospital. Follow-up visits by JATA physicians allow valuable interactions with hospital physicians.

"You can get a better response from physicians when you have another physician talking to them," Mayes said. "It's peer-to-peer communication: 'Here's what this means to you, the physician, and your bottom line.'"

Regulations require physicians to document cases in specific ways – no shortcuts.

"Coders can't interpret anything; they can only go by the written word," Mayes said. "Sometimes it's as minute as an up arrow for saying, 'Increased potassium.' They can't interpret the up arrow. It has to say 'increased.' That's just the rule."

For BSA, the process is ongoing.

"Once a year Medicare is going to change the rules, so we're constantly changing and having to learn," Mayes said. "That's the advantage that we get from JATA: We're up-to-date and current because they provide us with that information. We don't have to go out and research all of the changes on our own."

JATA continually monitors and manages the program at BSA to ensure that physicians, nurses, coders and administrators understand and use it successfully.

In addition, the Atlanta-based company benchmarks hospital progress against that of similar hospitals and industry best practices. Ultimately, these efforts make hospitals more competitive.

"Clinical documentation drives public report cards," Tully said. "If you're looking at hospitals in a very competitive market that are vying for patients, public reporting is prevalent in the industry now. Consumers can look very easily at how hospitals stack up against each other." And what they want, she added, is documented evidence of quality care.

For more information about J.A. Thomas & Associates, contact Melissa Dickinson at [melissa.dickinson@jathomas.com](mailto:melissa.dickinson@jathomas.com) or 770/438-8537 or go to [www.jathomas.com](http://www.jathomas.com). \*

# THE BOTTOM LINE

## Majority of Physician Jobs Feature Hospital Employment

The majority of job openings for physicians today feature hospital employment while openings for private practice doctors are fewer and farther between, according to a new survey by national physician search firm Merritt Hawkins, an AMN Healthcare Company.

The firm's *2011 Review of Physician Recruiting Incentives* tracks more than 2,660 physician recruiting assignments Merritt Hawkins conducted nationwide from April 1, 2010, to March 31, 2011. During that period, 56 percent of the physician search assignments featured jobs with hospitals, up from 23 percent five years ago. Only 2 percent of the firm's search assignments featured openings for independent, solo practitioners, down from 17 percent five years ago.

"The era of the independent physician who owns and runs his or her practice is

fading," said Travis Singleton, senior vice president of Merritt Hawkins. "Doctors today are more likely to be employees working for increasingly large health systems or medical groups."

The survey also indicates that primary care physicians, including family physicians and general internists, remain the type of doctors in highest demand. For the sixth straight year, family physicians were the firm's most requested type of doctor, followed by internists, hospitalists, psychiatrists and orthopedic surgeons.

Complete results of the survey can be obtained by calling Merritt Hawkins at 800/876-0500.

## Study: ACO Start-Up Costs Significant

The start-up investment required to establish and sustain an accountable care organization is considerably higher – \$11.6 million to \$26.1 million – than the \$1.8

million estimated by the Centers for Medicare & Medicaid Services, according to a study released by the American Hospital Association.

"CMS' estimate falls short of the mark," said Rich Umbdenstock, FACHE, AHA president and chief executive officer. "The shared savings rate with ACOs should be adjusted to reflect these costs in order to encourage and enable participation in this important program."

The cost findings are based on 23 different capabilities that ACOs need to develop across four categories: network development and management; care coordination, quality improvement and utilization management; clinical information systems; and data analytics.

The study is based on a series of case studies of organizations that have taken steps to manage the care of a defined population in a manner similar to that of an ACO. For more information, go to [www.aha.org/ACOCasestudies](http://www.aha.org/ACOCasestudies). \*

# HEALTHSHARE HIGHLIGHTS

## THA Endorses Three New Companies

The Texas Hospital Association recently endorsed three more companies: CSI Leasing (technology equipment leasing), HealthXnet (health care information clearinghouse) and LoneStar MSO (practice management services). For more information on these or any other THA-endorsed companies, call 512/465-1070 or go to [www.healthshare-tha.com](http://www.healthshare-tha.com). \*

## Look for HealthSHARE representatives at these upcoming events:

**Oct. 10-11**

**Texas Health Law Conference  
Austin**



**Feb. 1-2, 2012**

**Texas Hospital Association  
2012 Annual Conference  
Austin**





# Texas Hospital Association-Endorsed Companies

## **Air Liquide Healthcare America Corp.**

www.airliquide.com  
Brian Twohig, 512/233-9879

## **Amazon Coding**

www.amazoncoding.com  
Jan Keil, 888/442-6296, ext. 801

## **American Medical Alert Corp.**

www.amac.com  
Paul Lieberman, 214/425-2622

## **\*Amerinet**

www.amerinet-gpo.com  
Rafael Rodriguez, 817/600-1743

## **Ameritas Group Dental & Eye Care**

www.ameritasgroup.com  
Craig Miller, 888/968-9365

## **\*AMN Healthcare**

www.amnhealthcare.com  
Bonnie Owens, 877/282-0380

## **Armko Industries Inc.**

www.armko.com  
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## **AuditZ LLC**

www.auditZ.com  
Jeff Johnson, 813/387-0317

## **\*Bells International Inc.**

www.bellsintl.com  
Shawna Plumb 888/440-4649, ext. 215

## **\*CampbellWilson**

www.campbellwilson.com  
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