

www.hmconsult.com
410.715.0011

Start getting up to speed now and save - in advance of EDI ANSI 5010 MIGRATION

One fact has been lost amongst all the talk regarding government stimulus incentives for adopting electronic health record (EHR) systems, and that is that EDI ANSI 5010 Migration is just around the corner! Significant changes are required to ensure that your electronic claims meet the new data requirements for ANSI 5010, beginning January 2012. Don't wait to start preparing. Take steps now with the Lytec® 2010 practice management (PM) system — and save 15% in the process.

Make moving to a combined PM/EHR in LytecMD part of your upgrade.

Prepare for EDI ANSI 5010 Migration and EHR stimulus incentives with Lytec MD, McKesson's combined PM/EHR solution designed specifically for Lytec users. Take advantage of Lytec MD today and qualify for a rebate of \$1,000+ or special financing by June 25, 2010.



About Our Organization:

At Health Management Consultants, LLC., our goal is to maximize the efficiency of the business side of health-care. As a woman-owned, small business, we are MBE/DBE certified. We serve the entire mid-Atlantic region, at the Federal, State, and local level, catering to a variety of needs, all of which help to

improve the operations and performance of healthcare practices. Please do not hesitate to contact us should you have any questions regarding our company and/or our services.

MAY 2010

Call Health Management Consultants today to find out more about the limited-time 15% discount on Lytec 2010 or the rebate and special financing for LytecMD.

Hurry. Offers expire June 25, 2010.

HMC: Taking Care of the Business Side of Health Care

Employees are key to security

Studies find that more than a third of the sensitive information loss can be attributed to employees or staff.

Since early 2008, the Open Society Foundation reports that more than 110 health care organizations have reported the loss of sensitive personally identifiable information (PII), affecting more than of 5.3 million individuals. More than 46% of these reported data-loss incidents were caused by theft. The remaining 24% were the result of loss or negligence by staff or third parties. Twelve percent (12%) were due to malicious insiders, and 12% were attributed to Web exposure.

With data continuously flowing throughout healthcare organizations, the burden of protection includes data at rest, data in use, and data in motion. Encourage staff to detail the ways in which data is used, retained or accessed to provide insight. This will help discover poor practices within the organization, such as collection of unnecessary data, inconsistency in data handling and improper storage.

24% of sensitive information loss (PII) was the result of loss or negligence by staff or third parties. Twelve percent (12%) were due to malicious insiders.

REVENUE MANAGEMENT

What's ahead in 2010 for revenue-cycle management? More pressures, more audits and more scrutiny. Healthcare providers will face a multitude of complex challenges that will place continued pressure on operating margins, including increasing bad debt and growing denials and payment delays. Providers should assess their revenue cycle front to back to identify areas for potential improvement and tackle the ones that will yield the biggest cash impact first. Call us if we can help. 410-715-0011.



8835 Columbia 100 Pkwy
Suite A
Columbia, Maryland
21045

Phone:
410.715.0011

Fax:
410.715.6767

E-Mail:
bill@hmconsult.com

Web Address:
www.hmconsult.com

*WHERE THE BUSINESS OF
MEDICINE GOES TO GET
BETTER.*