

FRONT LINES

*Your Source For
Brokered Healthcare
Products and Services*

Phone: 800-258-9541
615-256-8240
Fax: 615-248-4836
615-242-4803

We're on the Web!
www.tha.com

WE WANT YOUR FEEDBACK!!

Please submit any comments or suggestions about this issue or topics of interest for upcoming issues to Vickie Bilbrey at 800/258-9541. We look forward to hearing from you.

Thought for the Day

"Live out your imagination, not your history."

Stephen Covey

**Congratulations to the
Tennessee Titans
on a winning season!**

PROJECT/CONSTRUCTION MANAGEMENT WE HAVE YOUR SOLUTION

The budget crunch that Tennessee hospitals are experiencing due to Medicare reform, TennCare and federal cuts have made cost-containment and value of product/service more important than ever. Construction/project management is one of those areas where controlling time, cost and quality is essential due to the high cost of building and renovation.

THA Solutions Group has three vendors that can provide expertise and resources to manage the design, contracting and construction aspects of project delivery.

HADC (Hospitals Affiliates Development Corporation), established in 1976, is an international healthcare facilities planning and development company providing facilities-based solutions for the healthcare industry with offices in Tennessee, Indiana, Kentucky, California and an affiliate relationship in Antwerp, Belgium. HADC specializes in hospi-

tal buildings & services; medical buildings and services; seniors housing and services; and international healthcare buildings and services.

Ed Anderson, president of Cumberland Medical Center said, "Cumberland Medical Center and HADC worked together in 1992 on a \$10 million expansion project that was completed in a timely manner and within budget. When discussions began regarding another expansion, there was no question as to who to contact - HADC was chosen once again."

Healthcare Facilities, LLC acts as the owner's representatives/project managers. Its primary business is in additions and renovations to hospital facilities.

Rick Shedden, senior vice president and chief operating officer at Gateway Health System, said: "HCF has been instrumental in assisting Gateway Health System's efforts to build an ambulatory care center. Although many obstacles have been en-

countered, HCF has kept us focused and on track in helping us meet our goals."

Realty Trust Group is a full-service real estate company, whose primary focus is the healthcare industry. The firm's operational experience in real estate planning, construction project management, and ongoing property management is combined with the technical expertise in the areas of tax, finance and strategic planning. It specializes in the strategic management of projects developed for multi-hospital systems as well as private physician offices and ambulatory/alternate delivery site clients.

Larry Rauen, chief manager at Tennessee Valley Eye Center commented, "Realty Trust Group successfully managed all aspects of our construction project to complete our licensed ambulatory surgery center on time and within budget."

HCIA-SACHS OFFERS PROVIDERVIEW

When hospitals need reliable, cost-effective financial and clinical information on hospitals and nursing homes, **ProviderView** gives it to them quickly and easily. Because it's web-based, **ProviderView** offers virtually instant and direct access to:

- ◆ Over 900 clinical, financial, and operational data elements

for almost every acute care and long-term facility in the U.S.

- ◆ Customizable reports that are easy to understand and fully downloadable.

Hospitals are in control with **ProviderView**. With its user-friendly interface, select the facilities to profile and then create the report

that provides exactly what is needed. All within minutes.

It's a powerful and flexible tool that gives hospitals the information needed for planning and strategic decision-making. Go to www.HCIA.com for an online demonstration of **ProviderView**, or call Wendy Karain at 615-256-6143 for more information.

MEDITract, INC. OFFERS SAVINGS THROUGH CONTRACT COMPLIANT SERVICES

MediTract, Inc., a Tennessee company that provides comprehensive contract management and compliance services, is one of the newest preferred vendors of THA Solutions Group, Inc.

On average, each hospital facility has 3.5 contracts for each bed. A 200-bed facility has over 700 contracts to manage, and the potential for lost revenues or unnecessary expenditures is substantial.

MediTract's products can ensure correct compliance with contract provisions, regardless of contract type, and prevent an institution from paying for service contracts when equipment no longer is in use.

An Internet-based service, MediTract flags each hospital contract and when key items need to be reviewed, an e-mail is sent to the appropriate decisionmaker at the hospital. The e-mail includes links to the specific aspect of the contract

that requires the individual's attention.

Whether hospitals have managed care, service or product contracts, Meditract will make sure the dollars *expended or collected* for contractual agreements are contract compliant, which will reduce unnecessary expenses.

For more information about MediTract's services, call Wes Reade at THA Solutions Group, 615-401-7418, or Ben Hornsby at MediTract, 423-752-3110.

HEALTHCHARGE... .A SOLUTION TO PATIENT BAD DEBT

The Health Charge program is the best way to reduce bad debt expense, convert private pay receivables into cash, and increase patient loyalty.

Established in 1979, Health Charge is *the* third-party payor for self-pay receivables.

It is a payment plan that works just like a credit card. Patients can make monthly payments (as low as \$25 a month) on outstanding self-pay balances with no annual fees.

Benefits are:

- ◆ Upfront funding on self-pay balances to the hospital.

- ◆ Hospital resources can be redirected to more lucrative third-party receivables.
- ◆ Electronic submission of claims.
- ◆ Provides patients with a personal customer service representative for balance inquiries and payment counseling.

Savings include:

- ◆ Significantly higher collection rates on self-pay.
- ◆ Much lower cost per \$1 collected.
- ◆ Hospitals receive money up front.

Costs:

- ◆ Are based on merchant discount of 5 percent to the hospital.

If you would like more information about the Health Charge program, contact Paul Devereaux at Health Charge, at 800-598-6201, or Wes Reade at Solutions Group, at 800-258-9541.

REMi DECREASES PROVIDER EXPENSE

Royal Equipment Maintenance Insurance (REMi) can decrease expenses for hospitals and other healthcare providers.

REMi is available through Gale Smith+Company, a preferred vendor of THA Solutions Group, Inc. It is a product of Royal SunAlliance Insurance, a company with assets in excess of \$100 billion that is rated excellent by A.M. Best Company.

The following data is a synopsis of actual numbers from a recent REMi proposal for a radiology department in a medium-size hospital. It is just one example of the savings from which participating institutions can benefit.

- **Current Expenditures** (service contracts): \$550,000 per year
- **Proposed Guaranteed Expenditures:** \$437,000 per year

- **Savings** (guaranteed for three years): \$113,000 or 21 percent

For more information about REMi services, call Phil Hester, Gale Smith + Company, 615-377-5157, or Wes Reade at THA Solutions Group, 615-401-7418.