

FRONT LINES

INSIDE THIS ISSUE:

<i>New Vendors</i>	2
<i>HCIA Update</i>	3
<i>Legislative Agenda</i>	3
<i>Education Calendar</i>	4

Thoughts and Things

The staff of THA Solutions Group continues to work to bring Tennessee hospitals services that add value to THA membership. Five new vendors and three new services have been added to THA Solutions Group's product offerings. Architectural services are now available to THA members through two excellent companies. One is Barber and McMurry out of Knoxville and the other is FreemanWhite out of Charlotte, North Carolina. Both firms have many years of healthcare experience across the healthcare continuum. Project management services have also been added through Healthcare Facilities, LLC and HADC both out of Nashville, and The Realty Trust Group out of Knoxville. These firms can provide you with valuable cost-saving services when you are considering construction and renovation projects.

On a final note, I regret to report that I will be leaving THA at the end of February to accept the position of CEO/Administrator of Horizon Physician Group in Knoxville, Tennessee. I have thoroughly enjoyed my time at THA and have appreciated the opportunity to get to know and work with many of THA's members. THA is a great organization and provides great value to hospitals in Tennessee. This state is blessed with THA people who are true professionals in every sense of the word. It has been my privilege to be a part of this group and I will miss both them and you.

I ask you to continue your support of THA and THA Solutions Group. Your support and input make these organizations strong and effective in their missions.

Jeff Whitton
Senior Vice President

EXCITING NEWS... THE THA POOLED LOAN PROGRAM

An exciting new financial program is currently underway at THA. The THA Pooled Loan Program is being developed to assist qualified not-for-profit hospitals across the state with obtaining financing for annual capital needs and major projects and equipment. With aggregated capital demand, favorable interest rates and a very

low cost of issuance is available to hospitals.

Funds for those participating THA members who have completed and returned demand surveys prior to January 29th will be available for borrowing in March. Funds are available on a first come basis.

THA has engaged the

Public Advisory Corporation from Atlanta, Georgia as financial advisor to the pooled loan program. THA Solutions Group will serve as the program administrator. If you would like more information regarding the pooled loan program, please contact, Jim Byrd at 800/258-9541.

NEW TELECOMMUNICATIONS VENDOR

THA Solutions Group is pleased to announce a new preferred vendor for long distance service for our members.

BTI Telecommunications Services, a company with corporate headquarters in Raleigh, North Carolina, has been selected as the new "Preferred Vendor" for long distance service.

This company can satisfy most of your telecommunication requirements, including long distance service.

The rates for our members are \$.06/minute for "dedicated" calls and \$.08/min for "switched" calls. This applies to calls made either in-state or inter-state. The service is billed in 6-second intervals with an 18-second minimum.

The company received excellent ratings from its customers and has the program in place to insure that quality is issue #1. The company has a standing guarantee for the first 90 days after service has been established, to bear whatever costs are required to replace the

prior service if the institution is not satisfied with the new service.

If you have questions or would like additional information, please call Sue Murphy or Jim Byrd at THA Solutions Group (615-256-8240) or Stephen Everett with BTI, Inc. at 1-800-849-8002.

Be sure and check out the THA Solutions Group web page at www.tha.com.

NEW RECOMMENDED SOLUTION VENDORS FOR SOLUTIONS GROUP

THA Solutions Group has recently signed recommended solution agreements with the following vendors:

Barber & McMurry Architects is a Knoxville-based firm which has been in continuous operation since 1915. The staff of 34 professionals has a proven record of completing assignments on schedule and within budget. As specialists in the design of medical facilities, the staff takes great pride in designing facilities, which meet the needs of patients and the healthcare professionals who serve them. The firm has received over 20 design awards in the past decade. If you would like more information, please contact Chuck Griffin at 423-546-7441.

FreemanWhite, Inc., a 125-person firm with offices in Charlotte and Raleigh, North Carolina, provides master facility planning, programming, operational analysis, strategic planning, CON services and market assessment in addition to full planning, architectural, engineering and interior design services. FreemanWhite specializes in the Healthcare, Criminal Justice, and Senior Living Markets. If you would like more information, please contact Frank Brooks at 704-523-2230.

HADC (Hospital 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. Their goal is to deliver complete facility solutions from conceptual Master Plans to equipment commissioning. HADC specializes in four healthcare areas: Hospital buildings & services; medical buildings & services; seniors housing & services; and international healthcare buildings & services. If you would like more information, please contact O. B. McCain at 800-991-4232.

Healthcare Facilities, LLC acts as owner's representatives/project managers. Its primary business is in additions and renovations to hospital facilities. Healthcare Facilities, LLC can be most effective when they are given the opportunity to work with the owner, as their agent, from project inception to project commissioning. Careful project planning and professional management can save many dollars while meeting desired goals. If you would like more information, please contact Dan Olphie at 615-221-3990.

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. This combination of operational experience and technical expertise helps to ensure the client of receiving appropriate guidance on complex real estate matters. The firm tailors its services to assist the client in discovering new ways to develop delivery points for healthcare services in a competitive managed care environment. Although the firm provides services to private physician offices and ambulatory/alternate delivery site clients, it specializes in the strategic management of projects developed for multi-hospital systems. If you would like more information, please contact Greg Gheen at 423-673-0844.

You can get more information regarding our vendors by accessing the THA Solutions Group Resource Directory or our web page at www.tha.com. A copy of the directory has been provided to each Chief Executive Officer of our member hospitals. If you need a copy of the directory, please contact Vickie Bilbrey at 800/258-9541 or 615/401-7417.

HCIA UPDATE

HCIA is pleased to announce several changes to its Tennessee support team for participants in the THA Health Information Network. We have added an additional staff person to whom many of you may have already spoken – Russell Ginsberg, Client Services Representative. Russell has been with HCIA since 1992 and has years of experience directing technical support activities. He is known for his dedication in responding to clients and in problem resolution. Russell's responsibilities include resolving technical problems, assisting with billing concerns, tracking orders for timely production and shipment, and answering any other customer service question. Russell can be reached by calling our Nashville office at 615-256-6168.

As many of you many already know, Sonya Coleman, HCIA's former Account Representative, has left the company to stay home with her family. We wish her the best of luck in her future endeavors. A new Account Representative, Wendy Karain, who is currently with HCIA in another territory, will be relocating to Nashville and will office out of HCIA's office at THA headquarters. Wendy has been with HCIA since 1993 and has experience as an Account Manager for data collection activities and since 1997 has been working to promote HCIA's products and services. In her new role as

Account Representative for Tennessee, she can be contacted for questions about purchasing new products and services as well as to place any order for existing products and services. We hope that you will welcome Wendy to Tennessee! She will be available to take your calls on Monday, February 1 at 615-256-6889.

We apologize for any inconvenience that may occur during this transition, but are certain that you will benefit from this increase in support staff.

HCIA is also proud to announce the release of ProviderView, an offering through Activecontact, HCIA's one-stop source for all of our Web-based products which gives you instant access to health care information via the internet. ProviderView blends power and flexibility with easy-to-use navigation and currently offers direct access to over 900 clinical, financial and operational data elements for nearly every U.S. acute care and long-term care facility. Look soon in the mail for a communication about ProviderView, which includes a special offer for Tennessee.

THA LEGISLATIVE ISSUES FOR 1999 TN GENERAL ASSEMBLY

TennCare

- Essential Access Hospitals
- Results of Actuarial Study
- Partners
- Graduate Medical Education
- TennCare Oversight Committee
- Y2K Interim Payment
- Presumptive Eligibility

Certificate of Need

- State Health Plan
- Subacute

Insurance

- MCO Liability
- Prompt Payment
- Mandated Benefits Review Committee
- Retroactive Disenrollment
- Standardized I.D. Cards and EOBs
- Patient Notification by Insurer
- Surgical Precertification

Tort Liability

- Tort Liability Caps

Blue Cross/Blue Shield

- Pay or Play
- ER Policy Changes

- Most Favored Nations
- Lab Test Bundling

Clinical Issues

- Patient Safety Act
- Surgical Techs/Perfusionists
- Physical Therapist– Direct Access
- Peer Review
- Impaired Physician/Staff Privileges

Long-term Care/Assisted Living

- Report on Home- and Community-based Study Committee
- Nursing Home Reform

Medical Records

- Charge for Copies

Data Reporting

- Ambulatory Surgical Treatment Centers (UB-92)
- Repeal of Organ Procurement Data Reporting Requirement

Board for Licensing Health Care Facilities

- Timely Plan Review (Architect/Engineering)
- Waiver Change

*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

"I wish I'd said that..."
TJFASG Quotable Quips

*"You will never find time
for anything. If you want
time you must make it."*
Charles Buxton

*"Everybody is ignorant, only
on different subjects."*
Will Rogers

*"If you wish your merit to
be known, acknowledge that
of other people."*
Oriental Proverb

*"Education is a progressive
discovery of our own
ignorance."*
Will Durham

500 Interstate Boulevard, South
Nashville, Tennessee 37210-4634

-Address correction requested-

Jeff Whitton, Senior Vice President
Vickie Bilbrey, Information &
Resources Coordinator

BULK RATE
US POSTAGE
PAID
PERMIT #3216
NASHVILLE, TN

THEERF EDUCATION CALENDAR

February 1999

- 18 – 19 JCAHO Accreditation Standards for Home Medical Equipment Suppliers and Clinical Respiratory Therapy Providers: Mastering the Basics
Radisson Hotel Memphis / Memphis, TN
- 18 – 19 Joint Program with Mississippi and Arkansas Issues and Trends in Health Care Professional Staffing *Grand Casino Resort Conference Center / Tunica, MS*

March 1999

- 4 Documenting Hospital Meetings *THA / Nashville, TN*
- 9 Volunteer Visit to the Legislature *Hermitage Hotel / Nashville, TN*
- 17 JCAHO Managed Behavioral Health Care Accreditation: Standards and Survey Process *Peabody Hotel / Memphis, TN*
- 23 THA Legislative Orientation and Reception *Hermitage Hotel / Nashville, TN*

April 1999

- 8 The Changing Role of the Hospital Engineer *TBA / Nashville, TN*
- 22 – 23 Small or Rural Conference *TBA / Nashville, TN*
- 29 Orion Program *Club House Inn / Nashville, TN*