

➤➤➤ **What's New in the Toolbox**



**An Accounts Payable Solutions that Pays!**

**MHA SOLUTIONS**

Our Mission is to provide innovative and effective solutions that benefit MHA members.

ControlPay® Advanced is an automated accounts payable card solution that actually pays the participating hospital, as the hospital pays others. This innovative solution allows you to pay your invoices electronically through the Visa® network – reducing check writing costs and **EARNING MONTHLY REVENUE SHARE FOR PARTICIPATING HOSPITALS!**

ControlPay® Advanced from Commerce bank gives your hospital the ability to self-manage your Commercial Card and A/P programs. With ControlPay® Advanced you can:

- Earn monthly revenue share
- Reduce check writing costs
- Streamline accounts payable process
- Maximize accounts payable float time

Commerce ControlPay® Advanced compliments existing software, while offering suppliers more flexible acceptance options.

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**Allscripts Becomes RAC Endorsed Company for RAC Tracking Software Solution**

MHA Solutions is pleased to announce our endorsement of Allscripts for their Audit + RAC Module. The MHA RAC Product Review Committee evaluated several RAC software programs and selected Allscripts Audit + RAC Module for a number of reasons:

- Allscripts is the leading provider of clinical software, connectivity and information solutions making them a very stable organization with a proven track record of award-winning clinical information solutions.
- Allscripts has the expertise and manpower to implement their program quickly and effectively and provide ongoing support and education.
- Allscripts provides critical operational support with an automated and thorough response process to both government audits and commercial denials.



## Allscripts (continued)

- Allscripts application has the capability of being tailored to meet a hospital's specific needs.
- Allscripts Audit + RAC Module may be purchased as a stand-alone product or in combination with other care management products.
- Allscripts pricing model for MHA Solutions has been developed on a discharge volume basis making it affordable to all sizes and types of hospitals and carries a rate guarantee through July of 2011.

In addition to providing an excellent RAC tracking program, Allscripts is committed to working with MHA and MHA Solutions to sponsor educational sessions and user groups for MHA members. The first of these education sessions will take place on October 6th. Jeanine Tome will provide an overview of RAC including updates from the National RAC Summit in September as well as information about other prospective payment programs. Allscripts will also demonstrate Audit +. Contact Ashley Simmons at [asimmons@mhanet.org](mailto:asimmons@mhanet.org) for registration information on this complimentary education program.

Louis Spear, Area Vice President for Allscripts will be marketing and servicing for MHA member hospitals. He can be reached at 404-872-5584 or [Louis.spear@allscripts.com](mailto:Louis.spear@allscripts.com).

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### Sample Red Flag Rules

Policies and

Procedures prepared

by Rich Sanders of

Balch & Bingham are

available to MHA

Members. Contact

Julie McNeese at

[jmcneese@mhanet.org](mailto:jmcneese@mhanet.org)

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## RED FLAG RULES COMPLIANCE STILL A REALITY

Red Flag compliance was recently delayed until November 1st, however, the requirement to comply is still a reality.

Healthcare providers have been defined by the FTC as "creditors" because they extend payment arrangements to their patients. nTelagent addresses the Red Flag rule beginning at point of service for the healthcare provider.

Through its dynamic address verification tool, nTelagent allows the healthcare provider to validate the identity of every

patient registered beginning at the point of service. When the name and address cannot be validated, nTelagent provides an on-screen Red Flag Alert advising the registrar of the action that should be taken to validate the identity of the patient being registered. Additional online scripting is provided for those accounts where patients are undocumented, have recently had a change in address, or other circumstances where the address cannot be validated. In com-

pliance with another requirement of the FTC, nTelagent provides an ongoing report of all patients registered who have a Red Flag Rule alert. nTelagent's current clients have found that having the Red Flag alerts in place enables them to validate identity at point of service, which in turn reduces returned mail and allows them to meet all requirements of the FTC.

Contact Stacey Pardue at (318) 548-5458 for more information on how nTelagent can help



## SOLUTIONS RENEWS ENDORSEMENT OF QUEST HEALTH ENTERPRISES

As MHA Solutions continues to look for services that provide opportunities to MHA member hospitals to improve financial viability, we have renewed our endorsement agreement with Quest Health Enterprises. Quest provides a proven statistical pricing program that can increase net revenue by a minimum of 2% of gross revenue. There is no capital investment required or changes to your Charge Master.

For a facility specific estimated net gain, visit [www.Quest-Health.net](http://www.Quest-Health.net) or contact Dallas Riley at 931-432-2995 or Steve Acree at 614-258-3402.