



2017

HEALTHCARE REVENUE CYCLE CONFERENCE

SEPTEMBER 14 - 16 ★ ARIZONA GRAND RESORT & SPA

PHOENIX, ARIZONA

HBMA

End-To-End Revenue Cycle Management Solutions

RCM • HIM • Patient Contact

AT A GLANCE

- Work with over 60 billing companies and healthcare information technology providers
- Customizable and scalable solutions
- 4,000+ experienced professionals
- Domestic and international capabilities
- Manage over \$7 billion in A/R monthly
- Code over 5 million charts monthly
- Real-time dashboard reporting via GeBBS' proprietary SaaS technology
- Corporate security certifications: ISO 9001: 2008, ISO 27001: 2005, and SSAE 16 Type II



The GeBBS Advantage

GeBBS Healthcare Solutions is a leading national provider of revenue cycle management (RCM) and health information management (HIM) solutions. We provide strategic outsourcing solutions to medical billing companies and healthcare information technology providers. With a current staff of over 4,000 professionals, GeBBS is a nine-time Inc. 5000 honoree as one of the nation's fastest growing companies.



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**HBMA 2017
Annual Conference**
• **Title Sponsor** •

GeBBS Healthcare Solutions, Inc.

4640 Admiralty Way, Suite #950 | Marina del Rey, CA 90292 | 888.539.4282 | sales@gebbs.com
www.gebbs.com

Welcome to Phoenix!

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WELCOME TO PHOENIX, AND OUR SECOND ANNUAL HEALTHCARE REVENUE CYCLE CONFERENCE – one of the largest gatherings of revenue cycle management professionals. We're excited you've joined us!

Over the next few days, you will focus on tangible solutions that will drive your business forward. This year, we are offering new educational content on hot industry topics and the latest industry trends.

Here's a highlight of what to expect to hear from industry experts and thought leaders:

- » Healthcare Data Security: Expectations of Business Associates
- » Best Practices for Consumer Engagement
- » ERISA: Finding the Hidden Gold in Your Revenue Cycle
- » Anatomy of a Patient Services Call Center
- » Billing Metrics that Matter
- » Quality Payment Program & Value Based Data
- » Building, Motivating & Rewarding a Winning Team

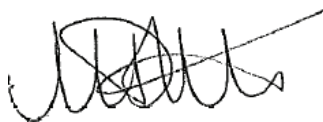
These focused industry topics will positively impact how you approach your day-to-day work. The session selection this year brings in new speakers to HBMA 2017, and is a result of feedback from you, our community, and our dedicated volunteers.

This will surely be an engaging, exciting, and informational week for our powerful community. I encourage you to participate in the access to rich content, industry leaders and vendors, and quality face time with fellow attendees. The knowledge and contacts you gain here will benefit you year-round.

I am confident you will leave this week more informed, connected and engaged, and you will return home with a renewed energy to achieve exceptional results in your organizations.

Have a great week, and welcome to Phoenix!

Sincerely,



Michelle Durner, CHBME

President, Healthcare Business Management Association

Schedule-at-a-Glance

THURSDAY, SEPTEMBER 14	
8:00am – 12:00pm	Intermediate Excel Tips and Tricks (Pre-Conference Workshop) <i>Nate Moore, CPA, MBA, FACMPE, Owner, Moore Solutions, Inc.</i>
8:00am – 12:00pm	Controlling Your Revenue Cycle and Company's Value Through Proper Contracts (Pre-Conference Workshop) <i>Jennifer Kirschenbaum, Esq., Kirschenbaum & Kirschenbaum, P.C.</i>
12:00pm – 1:00pm	CHBME Luncheon with Keynote Speaker
1:00pm – 1:45pm	Annual Business Meeting and Introduction of Board Candidates
1:45pm – 2:00pm	Break
2:00pm – 2:30pm	President's Address
2:30pm – 3:30pm	The New Health Age: A Look into the Future of Health Care and Medicine <i>David Houle, Healthcare Futurist</i> <i>Sponsored by Meridian Medical Management</i>
3:30pm – 3:45pm	Break
3:45pm – 4:45pm	<div>  Patient Pay Optimization <i>Kiran Kumar, Senior Vice President of Client Relations & Solutions, GeBBS Healthcare Solutions</i> </div> <div>  Seven Digital Techniques to Grow Your RCM Company <i>Jason Ciment, Chief Executive Officer, GetVisible; Michael Moshkovich, President, GetVisible</i> </div>
4:45pm – 5:00pm	Break
5:00pm – 6:00pm	From Policy to Bottom Line: Improving Revenue Cycle Performance with Use of Operating Rules for Healthcare Transactions <i>Robert Bowman, Associate Director, CAQH CORE; Kim Peters, Process Owner, Provider Process Implementation, Humana Inc.</i>
6:00pm – 8:00pm	Opening Exhibit Hall Reception
FRIDAY, SEPTEMBER 15	
7:30am – 8:00am	New Members' & First-Timers' Breakfast <i>Sponsored by TriZetto</i>
8:00am – 9:00am	Breakfast with the Payors
9:00am – 10:00am	2017 Commercial Payor Panel: Aetna, Cigna, Humana, and UnitedHealthcare
10:00am – 11:00am	Break in the Exhibit Hall
11:15am – 12:15pm	<div>  There Was an Audit: Now What? <i>Karna W. Morrow, Manager Consulting Services, Coding Strategies, CPC, RCC, CCS-P AHIMA Approved ICD10-CM trainer</i> </div> <div>  Billing Metrics that Matter <i>Matt Seefeld, Senior Vice President of Business Development, MedEvolve</i> </div>

FRIDAY, SEPTEMBER 15 (continued)	
12:30pm – 1:15pm	Awards Luncheon <i>Sponsored by Zelis</i>
1:30pm – 2:30pm	Break in the Exhibit Hall
2:30pm – 3:30pm	<div>  Above and Beyond the Call: Anatomy of a Patient Services Call Center <i>Thomas Mathews, President, OnQ</i> </div> <div>  Quality Payment Program & Value Based Data <i>Jennifer Searfoss, Esq, CPOM, CHCI, CMCS, Founder & Chief Solutions Strategist, SCG Health, LLC</i> </div>
3:30pm – 3:45pm	Break
3:45pm – 4:45pm	<div>  Don't Leave Cash on the Table: Start your Revenue Cycle Right with Complete Onboarding <i>Michelle Pivelja, CPCS, PESC, Director of Credentialing, PracticeWorx; Dawn Anderson, CPMSM, PESC, Product Manager, Echo, A Healthstream Company</i> </div> <div>  Maintain a Competitive Edge With Effective Tools and Industry Best Practices for Consumer Engagement <i>Mark J. Snow, Vice President of Business Development, InstaMed</i> </div>
4:45pm – 5:00pm	Break
5:00pm – 6:00pm	Washington Update <i>Bill Finerfrock, HBMA Director of Government Relations</i>
6:00pm – 8:00pm	Closing Reception with Exhibitors <i>Sponsored by TriZetto</i>
SATURDAY, SEPTEMBER 16	
7:30am – 8:30am	Breakfast Roundtable Discussions by Topic
8:30am – 9:30am	<div>  Robotics in Revenue Cycle Management <i>Rob Gontarek, President & Chief Executive Officer, Meridian Medical Management</i> </div> <div>  Healthcare Data Security and Compliance: Expectations of Business Associates <i>James "Jay" Harmon, Managing Director & Co-Founder, BorderHawk Cyber Security</i> </div>
9:30am – 9:45am	Break
9:45am – 10:45am	<div>  ERISA: Finding the Hidden Gold in Your Revenue Cycle <i>Lea Fowler, Director of ERISA Recovery, ERISA Revenue Solutions</i> </div> <div>  Beyond the Buzzwords: Analytics, Machine Learning, and Artificial Intelligence <i>Roshan Fernando, Chief Executive Officer & President, MiddleGate</i> </div>
10:45am – 11:00am	Break
11:00am – 12:00pm	Building, Motivating and Rewarding a Winning Team <i>Dave Jakiela, MPM Seminars and Consulting</i>
12:00pm – 12:15pm	Closing Remarks
1:00pm – 5:00pm	Interactive MIPS Workshop (Post-Conference Workshop)

SESSION TRACKS:

Operations Track  | Management Track 

Through the operations and management tracks, HBMA offers content that is specific to the multiple roles your employees play within your organization.

General Information

REGISTRATION & CONFERENCE SERVICES

The Registration/Information Desk is located in the Ballroom Foyer. Please direct any inquiries or special requests to an HBMA staff member.

BOARD NOMINATIONS

Ballots for the 2017 Board of Directors election were sent electronically and paper ballots are available at the Registration/Information Desk. Voting is limited to primary contacts of the voting member categories. The election will close on Thursday, September 14 at 5:00 pm MST.



Dennis Allen, CHBME
CEO, Emax Medical Billing LLC



Michelle Durner, CHBME
President, Applied Medical Systems, Inc.



Ginger Ryder, CHBME, CPC, CMPE,
President, EMEDEX



Roxanne Smith-Kovac, CHBME
Owner, Advanced Pacific Medical Billing

EDUCATION COMMITTEE

Jane Knox, Chair
Robin Cook, Member
Megan Reymann Brauner, Member
Mary Ellen Duffy, Member
Amy Grissett, CHBME, Member
Veena Mahendru, Member
Nitin Thakor, Member

DISCLAIMER: ONLY REGISTERED EXHIBITORS

HBMA has mandated increased measures to only allow registered exhibitors at the conference. Anyone not registered as an exhibitor observed to be soliciting business in the exhibit hall or public areas will be asked to leave immediately. Additional penalties may also be applied. Any violations you may observe should be reported to HBMA Show Management.

CONNECT WITH HBMA AND YOUR PEERS

Connect with your peers online at the conference by using **#HBMA17** on Facebook and Twitter! We'll be posting photos of the various sessions and networking events, and tweeting throughout the conference, so please make sure you follow along!

Facebook: @HealthcareBusiness

Twitter: @HBMABusiness

WI-FI INFORMATION

Need to connect to the internet? Connect to the Arizona Grand Resort & Spa wi-fi from your mobile device, tablet, or computer:

Network name: **HBMA2017**

Password: **hbma2017**

CHBME CERTIFICATION AND CONTINUING EDUCATION CREDIT OPPORTUNITIES



HBMA has designed the certification program to encourage excellence through education and awareness of the revenue cycle management industry. Attaining this distinction requires attendance and participation in HBMA sponsored programs.

Initial CHBME certification requires 60 hours of credits, including attendance at one (1) live HBMA conference

over a three (3) year period. Maintaining CHBME certification requires 60 credits over a three (3) year period and attendance at two (2) live events, one of which must be a national conference.

The Healthcare Revenue Cycle Conference will allow participants to receive 11.5 hours toward the CHBME designation. The two pre-conference programs and the post-conference workshop are an additional four (4) hours.

Networking Opportunities

THURSDAY, SEPTEMBER 14

CHBME LUNCHEON WITH KEYNOTE SPEAKER

(CHBME Certificants Only)

12:00pm – 1:00pm

Sierra Ballroom

CHBME Certificants are invited to attend a special luncheon prior to the opening keynote address.

This special event is available only for those HBMA members who currently hold the CHBME credential. Take this opportunity to network with others who are CHBME certified and meet our keynote speaker, David Houle.

ANNUAL BUSINESS MEETING

1:00pm – 1:45pm

Arizona Grand Ballroom

Join us for the Annual Business Meeting as we honor the HBMA community. The function will include the awards presentation and membership meeting where an update on the overall state of business for HBMA will be presented.

OPENING RECEPTION

6:00pm – 8:00pm

Grand Event Center

Kick off the conference at this exciting opening event! Network with colleagues and jumpstart your first day of HBMA 2017.

FRIDAY, SEPTEMBER 15

NEW MEMBERS' & FIRST-TIMERS' BREAKFAST

Sponsored by  **TRIZETTO**
Provider Solutions®
A Cognizant Company

7:30am – 8:00am

Bougainvillea

HBMA is excited to welcome new members and first time conference attendees to HBMA 2017. Join HBMA for a meet-and-greet breakfast just for you! Mingle with other first-timers and new HBMA members like yourself, learn a little bit more about our organization, and meet your Board of Directors.

BREAKFAST WITH THE PAYORS

8:00am – 9:00am

Breakfast with the Payors will take place on Friday morning in two separate session rooms:

Bougainvillea: Aetna 8:00am – 8:25am

Humana 8:30am – 8:55am

Desert Willow: Cigna 8:00am – 8:25am

UnitedHealthcare 8:30am – 8:55am

EXHIBITOR SHOWCASE

10:00am – 11:00am

Grand Event Center

Be sure to stop by our exhibit hall – your one stop shop for all of your medical billing needs. Have something to eat or drink while you visit with each vendor and find out what they have to offer you! Come to shop, socialize, network, and take a break. You might even win a prize!

AWARDS LUNCHEON

Sponsored by  **zelis**
payments

12:30pm – 1:15pm

Arizona Grand Ballroom

Join us for the Awards Luncheon where we will announce the 2018 Board of Directors.

BREAK IN EXHIBIT HALL

1:30pm – 2:30pm

Grand Event Center

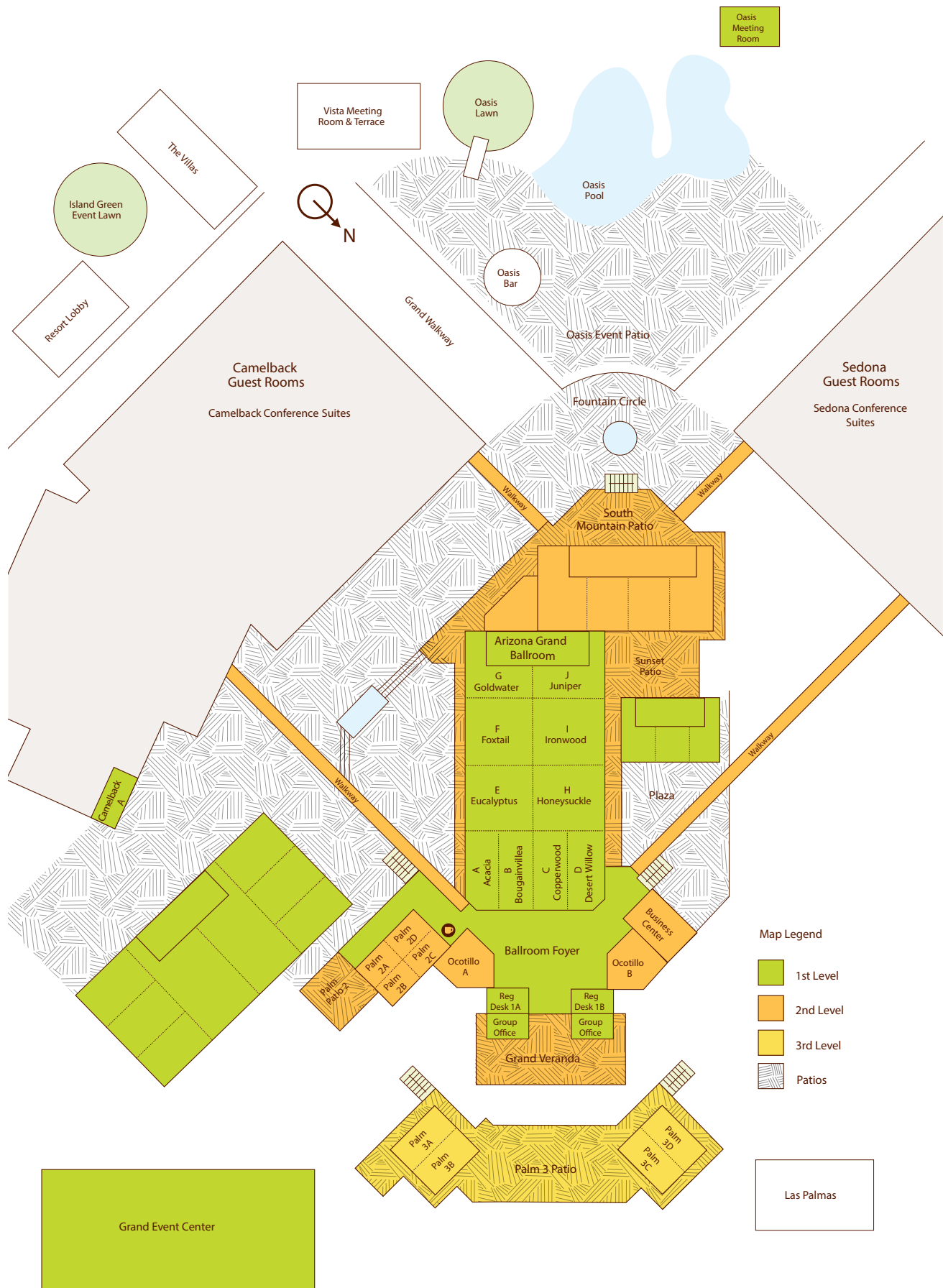
CLOSING RECEPTION WITH EXHIBITORS

Sponsored by  **TRIZETTO**
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6:00pm – 8:00pm

Grand Event Center

Arizona Grand Resort & Spa Map



Schedule

THURSDAY, SEPTEMBER 14

Pre-Conference Workshops

8:00am – 12:00pm

Intermediate Excel Tips and Tricks

*Nate Moore, CPA, MBA, FACMPE, Owner, Moore Solutions, Inc.
Palm 3AB*

Back by popular demand, Nate Moore will be conducting a hands-on workshop on Intermediate Excel skills. Bring your laptop and take a deep dive into topics like conditional formatting, Excel formulas, and tables. This session will help you to be more efficient with your data, create informative dashboards, and analyze detailed data. Join us for many great examples of these tools in action throughout the industry and leave with new ways to improve your business through better data.

Learning Objectives – Following the session, attendees will be able to:

- » Develop DIY Dashboards
- » Analyze detailed data in Excel Tables
- » Format data using a variety of conditional triggers

Controlling Your Revenue Cycle and Company's Value Through Proper Contracts

*Jennifer Kirschenbaum, Esq., Kirschenbaum & Kirschenbaum, P.C.
Palm 3CD*

The devil is always in the details. We can have the best people, have the best technology and have the best intentions, but without great contracts, your revenue cycle is not much of a cycle, so much as a monthly gift from clients. Join Jennifer Kirschenbaum for a discussion about protecting your revenue cycle and using your contracts to grow your revenue cycle and company worth. We will discuss relevant instances of how potential HBMA members have properly used their contracts for increased value and the pitfalls of poor or no contracts.

Learning Objectives – Following the session, attendees will be able to:

- » Reevaluate client contracts
- » Understand relevant and necessary protective provisions
- » Protect their revenue cycle

Annual Member Business Meeting and Introduction of Board Candidates

1:00pm – 1:45pm

Arizona Grand Ballroom

Break

1:45pm – 2:00pm

Ballroom Foyer

President's Address and Introduction of Keynote Speaker

2:00pm – 2:30pm

Arizona Grand Ballroom

Keynote: The New Health Age: A Look Into the Future of Health Care and Medicine

2:30pm – 3:30pm

Arizona Grand Ballroom

David Houle, Healthcare Futurist, Thinker, and Speaker

Based in part on his influential 2012 book, *The New Health Age: The Future of Health Care in America*, Futurist David Houle presents a high level look at the trends that are, and will, shape the future of both healthcare and medicine in the United States and globally. Houle has delivered keynotes at major healthcare conferences in three countries, always updating presentations based upon his continued research and insights as to what lies ahead. This presentation will provide a vision as to what the next 5-10 years will look like in healthcare.

Sponsored by



Break

3:30pm – 3:45pm

Ballroom Foyer

Concurrent Sessions

3:45pm – 4:45pm

Patient Pay Optimization

Kiran Kumar, Senior Vice President of Client Relations & Solutions, GeBBS Healthcare Solutions

Operations Track

Bougainvillea

Where revenue cycle, patient accounting, and collections make up the financial engine of a healthcare provider organization, payment processing is the fuel. Payment optimization initiatives can deliver tremendous value, helping healthcare systems compete in rapidly evolving and uncertain markets. As patient payments increase as a percentage of net patient revenue, the ability to optimize patient collections and drive payments earlier in the process will take on even greater importance. Payment optimization initiatives can deliver tremendous value – get tips on how to get value for your organization.

Learning Objectives – Following the session, attendees will be able to:

- » Define patient payment optimization methodology
- » Maximize patient collections
- » Build internal process re-engineering steps to maximize POC collections
- » Execute back-end collection processes

Seven Digital Techniques to Grow your RCM Company

Jason Ciment, Chief Executive Officer, Get Visible; Michael Moshkovich, President, Get Visible

Management Track

Desert Willow

From website design elements to keyword research, there are many ways to improve your digital footprint. Through this session, attendees will learn seven techniques to help use their websites and other social media properties to attract more clients to their RCM practice. A few topic areas to be covered include optimizing your budget on pay-per-click advertising campaigns, social-proofing and receiving feedback for testimonials, and how to use website technology audit tools to assess the performance of your website.

Learning Objectives – Following the session, attendees will be able to:

- » Create a content calendar and syndicate content online
- » Determine the proper keywords to embed in your digital content
- » Utilize tools to find other websites to link to your own site

Break

4:45pm – 5:00pm

Ballroom Foyer

From Policy to Bottom Line: Improving Revenue Cycle Performance with Use of Operating Rules for Healthcare Transactions

5:00pm – 6:00pm

Robert Bowman, Associate Director, CAQH CORE; and Kim Peters, Process Owner, Provider Process Implementation, Humana Inc.

Arizona Grand Ballroom

There is widespread consensus that administrative costs in healthcare are excessive. The nonprofit CAQH CORE, as the HHS-designated operating rule authoring entity, is a key driver of an ongoing industry-wide transition to replace manual processes with electronic, real-time transactions to reduce the cost of doing business in healthcare and meaningfully impact efficiency, productivity, and data quality. To date, operating rules addressing eligibility, claim status, electronic remittance advice (ERA), and electronic funds transfers (EFTs) are in effect and new rules for claims and prior authorization are just around the corner. This session will share real world examples of how providers are benefiting from the use of operating rules for administrative healthcare transactions and key action steps for providers to ensure maximum gains.

Learning Objectives – Following the session, attendees will be able to:

- » Build awareness of the HIPAA administrative simplification provisions, new voluntary operating rules for claims and prior authorization, and how operating rules and standards can improve revenue cycle performance
- » Understand why it is critical for providers to coordinate with their practice management and clearing house vendors to ensure they are benefiting from the administrative simplification provisions using a case study
- » Learn about recently approved voluntary operating rules for claims and prior authorization and how providers, practice management systems and vendors can get involved in the development of operating rules. CAQH CORE Participants develop the operating rules which may then adopted by the Secretary of Health and Human Services

Opening Reception in the Exhibit Hall

6:00pm – 8:00pm

Grand Event Center

Schedule (continued)

FRIDAY, SEPTEMBER 15

New Members' & First-Timers' Breakfast

7:30am – 8:00am

Bougainvillea

Sponsored by  **TRIZETTO**
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Breakfast with the Payors

8:00am – 9:00am

Bougainvillea and Desert Willow

2017 Commercial Payor Panel

9:00am – 10:00am

Aetna, Cigna, Humana, and UnitedHealthcare
Arizona Grand Ballroom

HBMA is bringing the insurance companies to you! Come hear directly from leading health insurance companies, Aetna, Cigna, Humana, and UnitedHealthcare as they discuss invaluable information for you and your company.

Break in Exhibit Hall

10:00am – 11:00am

Grand Event Center

Concurrent Sessions

11:15am – 12:15pm

There was an Audit: Now What?

Karna W. Morrow, Manager Consulting Services, Coding Strategies, CPC, RCC, CCS-P, AHIMA Approved ICD10-CM trainer

Operations Track

Bougainvillea

Knowing what to do with the results of a coding review can be as critical as having the task performed on a regular basis. But interpreting the results can be daunting and unsettling to those with a stake in the outcome. This session is dedicated to strategic strategy for turning an audit into the key to both efficiency and compliance.

Learning Objectives – Following the session, attendees will be able to:

- » Design process for turning external review findings into daily operations
- » Translate Error Rates into Training
- » Identify when results require raising the red flag (vs. chicken little sky is falling)
- » Recognize why external reviews are critical to your sanity and internal or external client's confidence

Billing Metrics that Matter

Matt Seefeld, Senior Vice President of Business Development, MedEvolve

Management Track

Desert Willow

This session will outline metrics that matter for physician practices that will help them get the best possible results while lowering costs. Reduce the number of phone calls you receive, reduce denials, and increase efficiency by using the information that is available to you to improve your decision-making. These are the billing metrics you need to be monitoring to effectively run your business.

Learning Objectives – Following the session, attendees will be able to:

- » Define billing metrics for use in their business
- » Understand the financial health of their business
- » Identify potential problem areas
- » Improve their practice performance

Awards Luncheon

12:30pm – 1:15pm

Arizona Grand Ballroom

Sponsored by  **zelis**
payments

Break in Exhibit Hall

1:30pm – 2:30pm

Grand Event Center

Concurrent Sessions

2:30pm – 3:30pm

Above and Beyond the Call: Anatomy of a Patient Services Call Center

Thomas Mathews, President, OnQ

Operations Track

Bougainvillea

A patient services call center is a key touch point for patients. Many factors must be evaluated to develop a topnotch, HIPAA compliant call center operation. There are dozens of decisions to be made in order to maximize returns and the patient experience including staffing, routing, escalation mapping and metric development. This session will discuss the role the call center plays in healthcare, its impact on financial performance and tips for establishing a successful operation.

Learning Objectives – Following the session, attendees will be able to:

- » Structure a successful call center operation
- » Understand the financial impact of a successful call center
- » Define the most common call types and associated resolution times

Quality Payment Program & Value Based Data

Jennifer Searfoss, Esq, CPOM, CHCI, CMCS Founder & Chief Solutions Strategist SCG Health, LLC

Management Track

Desert Willow

BIGdata is the key for providers to survive in the future. And billing companies have the greatest resource for data mining. This session will provide a refresher on the Medicare programs in 2017 and 2018 – the Medicare Merit-Based Incentive Payment System (MIPS) and Alternative Payment Models (APMs) – along with the private insurance models. Participants will gain an understanding of how the models require data reporting and analytics to identify at-risk populations requiring clinical interventions before complications happen and chronic care management. The session will provide clear next steps in evaluating infrastructure needs, technology investment and in-house skilled personnel along with the market's appetite to pay for these enhanced services.

Learning Objectives – Following the session, attendees will be able to:

- » Define the four components to the MIPS program, the weight and calculation of each
- » Using case studies, evaluate options for your clients and a 2017-2018 action plan
- » Illustrate data-mining opportunities and values to Clients

Break

3:30pm – 3:45pm

Concurrent Sessions

3:45pm – 4:45pm

Don't Leave Cash on the Table: Start Your Revenue Cycle Right with Complete Onboarding

Michelle Pivelja, CPCS, PESC Director of Credentialing PracticeWorx; Dawn Anderson, CPMSM, PESC Product Manager Echo, A Healthstream Company

Operations Track

Bougainvillea

We all agree that provider enrollment and credentialing can be a tedious task, but without it claims are not going to be paid. Developing a thorough onboarding process and streamlined credentialing system within your organization can save you time, and money, by reducing the DIE (Days in Enrollment) and the number of claims re-worked due to out-of-network denials. Best practices in provider onboarding and enrollment that include automation of several functions can improve your Revenue Cycle, making your Clients (and staff) happier.

Learning Objectives – Following the session, attendees will be able to:

- » Establish a good onboarding process
- » Streamline the enrollment process, improve efficiency and decrease days to enroll
- » Build reports for clients
- » Maintain information and manage the recredentialing process

Schedule (continued)

Maintain a Competitive Edge With Effective Tools and Industry Best Practices for Consumer Engagement

Mark J. Snow, Vice President of Business Development, InstaMed

Management Track

Desert Willow

Driven by an increase in high-deductible health plans (HDHP), consumerism is rapidly growing in healthcare – impacting the way many in the industry do business. Medical billing companies can maintain their competitive edge with their provider clients by delivering payment assurance. With consumer-friendly tools and industry-proven best practices, billing companies can offer their clients the ability to meet the demands of consumerism by maximizing patient engagement while optimizing payment collections.

Learning Objectives – Following the session, attendees will be able to:

- » Identify key industry drivers behind the growing role of consumers in the healthcare payments process
- » Outline the necessary tools and industry-proven best practices to meet the demands of consumerism in healthcare
- » Summarize how to maintain competitive edge through maximize patient engagement and optimized payment collection

Break

4:45pm – 5:00pm

Ballroom Foyer

Washington Update

5:00pm – 6:00pm

Bill Finerfrock, Director of Government Relations, HBMA
Arizona Grand Ballroom

An annual favorite, the Washington Update is your chance to hear exactly what is happening in our Nation's Capital. Bill Finerfrock will discuss recent health policy developments and provide an update about how these changes might impact you and your clients.

Reception in Exhibit Hall

6:00pm – 8:00pm

Grand Event Center

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SATURDAY, SEPTEMBER 16

Breakfast Roundtable Discussions by Topic

7:30am – 8:30am

Arizona Grand Ballroom

Join interactive roundtable discussions and network with your peers on the issues most affecting the industry and our organization. You will gain valuable insight on how others are finding unique solutions to complex problems and position your business to succeed in the years to come.

Concurrent Sessions

8:30am – 9:30am

Robotics in Revenue Cycle Management

Rob Gontarek, President and Chief Executive Officer, Meridian Medical Management

Operations Track

Bougainvillea

Robotics process automation is gaining traction in many industries, including revenue cycle management. This session explores the opportunities to materially reduce cost and improve client results through deploying advanced robotics. Participants will learn how robots operate, the types of tasks where robotics are likely to be effective, and how to avoid the pitfalls of 'rogue IT.'

Learning Objectives – Following the session, attendees will be able to:

- » Define the elements of the revenue cycle process that can be replaced with robots
- » Reduce costs with the use of robotics
- » Develop robots to match your current process

Healthcare Data Security and Compliance: Expectations of Business Associates

James “Jay” Harmon, Managing Director & Co-Founder, BorderHawk Cyber Security

Management Track

Desert Willow

Due to dramatically increased governmental regulation, covered entities, and healthcare vendors are increasing pressure on the business associate supply chain to beef up their cyber security and information protection and requiring evidence of compliance with the HIPAA Security and Privacy Rule. The reality of HIPAA being law is upon us and time is up from the OCR's perspective for getting ready. Breaches are continuing to occur and fines will continue to be levied to covered entities and business associates alike. What we do about it to protect our organizations, clients and stakeholders is up to us. This session will explore how business associates, small to large, can get their arms around a risk management program to help ensure the protection of health information in this rapidly evolving industry.

Learning Objectives – Following the session, attendees will be able to:

- » Recognize how businesses are identified as business associates and clarify current privacy, security and breach obligations under the Final Rule
- » Review requirements to conduct business with one another along with real-world examples of the implications of ineffective cyber and data security
- » Develop methods to communicate commitment to privacy and security of all PHI throughout the healthcare chain of trust.
- » Discuss relevance of security opinions (e.g., SSAE Soc2) or “certifications” (e.g., HITRUST) and their relationship to security, privacy and compliance
- » Discuss an Actionable Plan to Implement a HIPAA Compliance and Risk Management Program

Break

9:30am – 9:45am

Ballroom Foyer

Concurrent Sessions

9:45am – 10:45am

ERISA Finding the Hidden Gold in Your Revenue Cycle

Lea Fowler, Director of ERISA Recovery, ERISA Revenue Solutions

Operations Track

Bougainvillea

Are you missing out on money in your claims? This session will help you to articulate what ERISA can and cannot do and define how it can be used to appeal underpaid or denied commercial health claims. This session will also discuss overpayments and how to fight them and the difference between a B-2 and B-3 assignment and why it's important.

Learning Objectives – Following the session, attendees will be able to:

- » Combat overpayments
- » Define the difference between a DOL B-2 and B-3 assignment
- » Differentiate a fake and silent PPO

Beyond the Buzzwords: Analytics, Machine Learning, and Artificial Intelligence

Roshan Fernando, Chief Executive Officer & President, MiddleGate

Management Track

Desert Willow

There is a rising interest in leveraging technology to help revenue cycle managers, but as interest rises, so do the buzzwords. Buzzwords are designed to excite and sell you, but there are real differences between dashboards, analytics, rules engines, machine learning, and artificial intelligence. Do these differences matter and how much? How do each of these technologies really impact underpayments and denials? How specifically can each of these technologies help the medical billing industry? Most importantly, do these systems work and provide enough of a return on investment to warrant the cost?

Learning Objectives – Following the session, attendees will be able to:

- » Define technological buzzwords in the revenue cycle management industry
- » Utilize new technologies to impact denial management
- » Decide which new technologies are worth an investment

Schedule (continued)

Break

10:45am – 11:00am

Ballroom Foyer

Building Motivating and Rewarding a Winning Team

11:00am – 12:00pm

*Dave Jakielo, MPM Seminars and Consulting
Arizona Grand Ballroom*

You will only be as successful as the people you surround yourself with. Having the right people in the right positions is a must. This session will provide you with the skills necessary to ensure you have a winning team.

Learning Objectives – Following the session, attendees will be able to:

- » Recognize who can become a valuable team member
- » Give valuable feedback that will motivate your team
- » Recognize what motivates and what demotivates your team

Closing Remarks

12:00pm – 12:15pm

Arizona Grand Ballroom

Post-Conference Workshop

1:00pm – 5:00pm

Interactive MIPS Workshop

*Dan Mingle, MD, MS, Chief Executive Officer, Mingle Analytics;
Pawan Jindal, MD, MS (Health Informatics), Founder and
President, MyMipsScore
Desert Willow*

Searching for more in depth operational education regarding the many challenges of the MIPS implementation? Then this is the right event for you! This session will begin with presentations from Dr. Dan Mingle and Dr. Pawan Jindal, providing a deep dive into MIPS. The session will conclude with customized breakout discussions based on attendee demographics where attendees will have the chance to share best practices and tips for you to optimize your business. Topics will include medical specialty nuances, whether companies are charging separately for additional MIPS related services, and if and how to choose a registry.



Global Healthcare Resource is a Complex Process Outsourcing (CPO) company providing end-to-end business solutions for U.S. Healthcare third party billing companies. We understand our client's needs and the issues facing healthcare today. We maximize revenues for our clients with a strategic service including every aspect of accounts receivable management and patient follow-up.

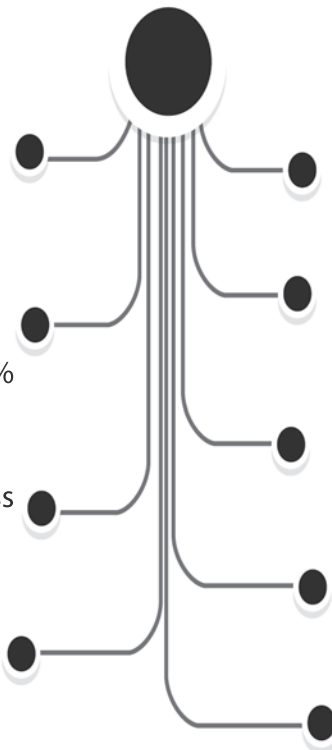
Since 2002, Global has been helping Medical Billing companies counteract the high costs of healthcare payer processes. Our experienced teams of professionals have always tried to exceed our client's expectations. Today, Global is a world leader in healthcare RCM outsourcing. Our processes, technology, offshore design create a model for efficiency using multiple Global locations around the world.

Experienced management team with healthcare industry BPO services background in Fortune 500 companies

A delivery model that optimizes performance to provide demonstrable cost savings of 30-50%

High standards of people processes, domain knowledge, business process improvement and compliance

Highly evolved in key BPO functions such as transition management, account management, client experience and satisfaction



Innovative best in class technologies for management and transparency across all functions

Stable and profitable organization with about 90% management retention for over a decade

Client focus, long term partnerships, integrity and innovation ensures longevity and sustainability of the organization

Zero start-up costs, no technology investments, easy and quick start-up, pay as you go.

Onsite transition, little or no effect on current staff, future based business relationship

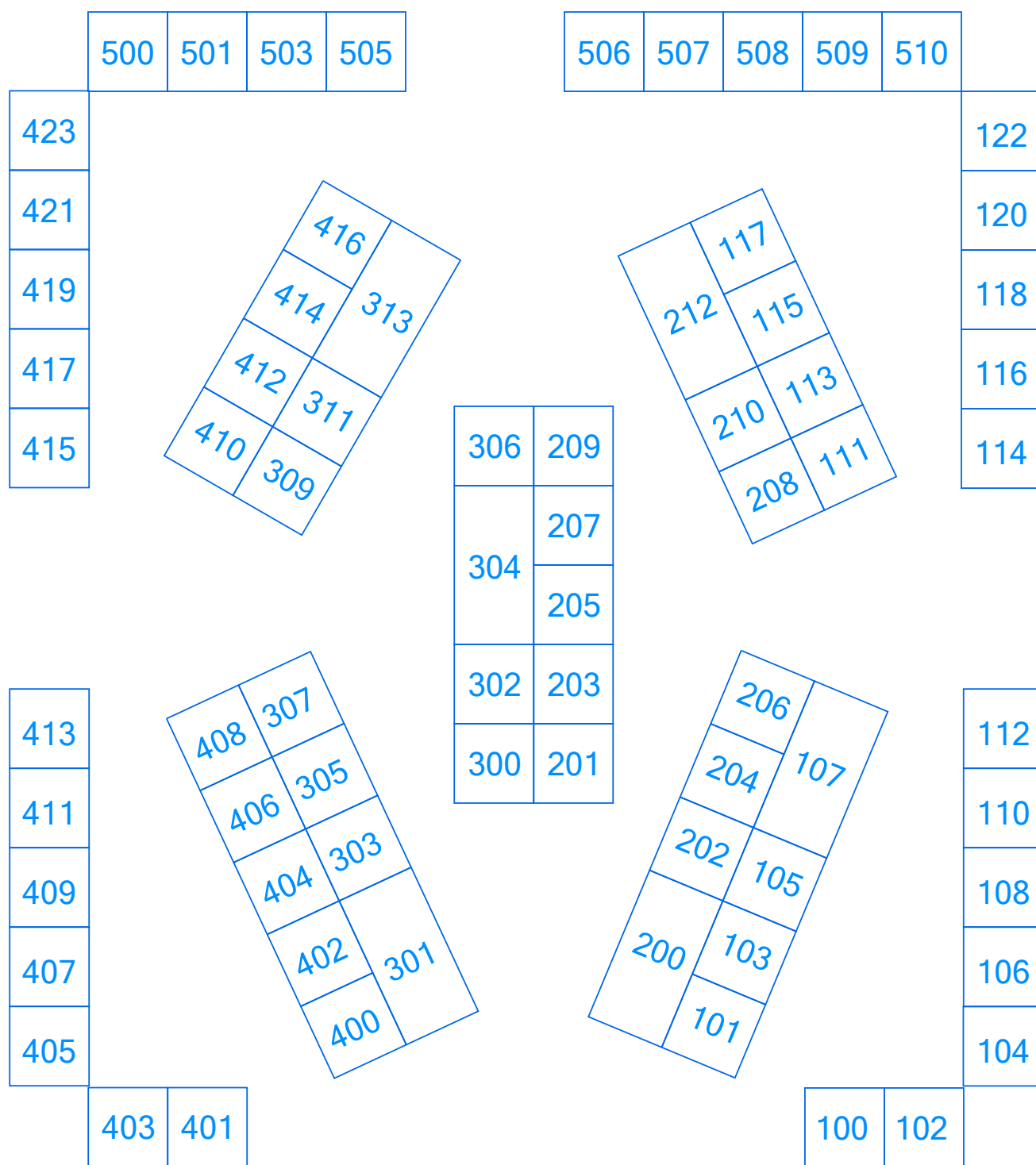
Please Contact Us At:

phillip@globalhealthcareresource.com
globalhealthcareresource.com

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Exhibit Hall Map



ENTRANCE

Exhibitor Information

3M Health Information Systems

www.3mhis.com

Booth 102

3M Health Information Systems delivers innovative software and consulting services designed specifically to meet the needs of ambulatory care environments. By applying our pioneering natural language processing (NLP) technology, 3M can help organizations with computer-assisted coding, clinical documentation improvement and quality outcomes reporting across the healthcare continuum.

4D Global

www.4dglobalinc.com

Booth 403

We help medical billing companies grow and scale their business profitably using the world's best medical billing experts in India. At 4D Global we perform all data entry functions – demographic, charge and payment posting, accounts receivable management, coding, reporting and analytics.

Access Healthcare Services Pvt Ltd.

www.accesshealthcare.co

Booth 111

Access Healthcare leverages best practices for Revenue Cycle Management. Starting with the end in mind, we focus on creating positive results for you, enabling you to prioritize, while cultivating growth through reduced costs and higher quality. Bring excellence to your back office and create great patient experiences. 844.533.1307.

AdvancedMD

www.advancedmd.com

Booth 107

AdvancedMD is a cloud practice management, Electronic Health Record (EHR) and Big Data reporting; a business intelligence reporting suite for private practices. Billing services are able to leverage the AdvancedMD platform to help clients manage their practices with greater efficiency, such as automatic and immediate charge transfer. Visit advancedmd.com/centralized-billing.

AllZone Management Solutions

www.allzonems.com

Booth 103

Allzone Management Solutions provides back office support services exclusively to medical billing companies. Our services include Insurance Verification, Medical Coding, Data Entry (Demographics, Charges, Payment/ERA) & Revenue Cycle Management. Our billers are well versed in 25 billing software's spanning over 60 specialties and processes over 9 million transactions each year. Allzone is associated with HBMA for over 12 years and is proud to be a member of the HBMA. Call us today at 866-854-2714 for an exclusive offer ONLY for HBMA members.

Alpha II

www.alphaii.com

Booth 307

Alpha II's software-as-a-service products and publications support coding, compliance, claims editing and revenue analysis for healthcare professionals, clearinghouses and government entities – both directly and through software developers. Beginning with the initial receipt of patient data through the final scrutiny of the payer's remittance advice, Alpha II empowers precision across the revenue cycle.

American Health Information Management Association (AHIMA)

www.ahima.org

Booth 417

AHIMA is the leading resource for health information (HI) worldwide, supporting more than 103,000 HI professionals with tools, education, training, and solutions. AHIMA's goal is to improve healthcare quality through the accurate and timely collection, analysis, and dissemination of health information to improve patient care, information governance, and reimbursement decisions.

Apexon Health

www.technosoftcorp.com/hbma

Booth 402

Apexon Health is a leading provider of technology driven healthcare business process optimization solutions. Apexon Health helps healthcare billing companies reduce cost and improve efficiencies.

BillingTree Payment Solutions

www.mybillingtree.com

Booth 409

BillingTree® is the leading technology focused payment solutions company providing innovative products and services enabling organizations to increase efficiency and decrease costs of processing payments.

Bristol Healthcare Services

www.bristolhcs.com

Booth 207

Bristol Healthcare Services works exclusively with Medical Billing Companies. Eligibility Verification, Coding, Demo/ Charge Entries, Payment posting, Denial management, Accounts Receivables and Revenue Cycle Management. Please call 800-253-7320 for HBMA member rates at \$7 per hour.

Carecredit

www.carecredit.com

Booth 115

CareCredit, a healthcare credit card accepted at over 200,000 locations nationwide, enables you to help more patients fit rising out-of-pocket medical costs into their monthly budget. CareCredit can help patients pay for care and help practices achieve their goals, improve cash flow, minimize the cost and time of billing and get paid in two business days.

Centron Data Services, Inc

www.centrondata.com

Booth 205

Centron offers patient payment management tools focused on printed patient communication and online payment solutions. These tools enable healthcare providers to effectively communicate with patients over multiple channels. Improve your efficiency, reduce costs and risk, and increase cash flow.

ClearGage, Inc.

www.ClearGage.com

Booth 114

ClearGage offers consumer-friendly payment programs and financial services. Our solutions allow medical providers to receive payment upfront while patients pay over time. We provide patient-eligibility verification, procedure cost estimation and customized payment plans approved by the provider, customized to the patient's creditworthiness and balance due. Increased practice revenue—guaranteed!

Clinicspectrum Inc.

www.Clinicspectrum.com

Booth 404

Clinicspectrum is a healthcare services company providing outsourcing and back office solutions for medical billing companies, hospital billing departments, and hospital medical records departments. Our primary expertise is in providing claims follow-up, credentialing, eligibility verification, appointment scheduling, filing of scanned medical records, claims entry, and payment posting.

Clinix

www.clinixmis.com

Booth 206

ClinixPM is powerful, customizable practice management/ medical billing software designed to simplify administrative workflow and boost cash flow for physician practices and revenue cycle management companies across the country. Offering a winning combination of cutting-edge technology and industry-leading U.S.-based customer service, Clinix has earned its reputation as reliable, revenue-boosting practice management software solutions backed by knowledgeable people who understand your business.

The Coding Network

www.codingnetwork.com

Booth 410

The Coding Network provides four primary products: remote coding services (ongoing or temporary), coding compliance audits, coding helpline services and provider documentation training. Our U.S. based certified coders/auditors provide services in 56 medical specialties, 50 states, 103 academic institutions, 300+ medical billing companies and numerous community-based practices and facilities.

Coding Strategies, Inc.

www.codingstrategies.com

Booth 509

At Coding Strategies, we strive to empowering companies, just like yours, to take on the new challenges you face daily in this ever changing healthcare environment. Our exceptional consulting and educational services are designed to improve compliance and ensure appropriate reimbursement for the financial health of your business.

Exhibitor Information (continued)

CollectRx

www.CollectRx.com

Booth 413

Collect Rx Inc. provides services to hospitals, ambulatory surgical centers, physicians, and other healthcare providers to maximize reimbursements on out-of-network bills. Utilizing its proprietary CRXIS™ business intelligence engine and extensive industry expertise, Collect Rx Inc. helps providers increase revenue, save time, and improve the bottom-line.

Easy Pay Solutions

www.easypaycollect.com

Booth 406

Easy Pay's approach to eliminating past due accounts and preventing delinquencies has revitalized profitability for practices nationwide. Go from 'past due' to 'paid' with Easy Pay.

eBridge, Inc.

www.ebridge.com

Booth 300

eBridge, Inc. is a hosted document management solution, ideal for medical billing professionals. Lower costs and speed up your revenue cycle with web-based scanning/retrieval, including OCR text searching. Workflow functionality allows documents to be routed automatically, with instant notification to users. Concerned about compliance? eBridge is HIPAA and SOC2 certified.

E-care India Private Limited

www.ecareindia.com

Booth 401

E-care India is a 17 years old, HIPAA compliant, 1000+ people medical billing company having clients across the US. E-care has 3 delivery centers with its team having expertise in billing for more than 30 specialties and has working experience on more than 25 different billing platforms. For more details: www.e-careindia.com or call 813-666-0028.

Echo, a Healthstream Company

www.echo-solutions.com

Booth 411

Echo's solution for Medical Groups—EchoOneApp—enables your organization to accelerate provider enrollment, automate credentialing applications, manage delegated credentialing, maintain a master provider database and streamline provider onboarding.

Encoda LLC.

www.encoda.com

Booth 112

Encoda's patented, cloud-based, denial management, posting, and analytics platform works in concert with your existing billing software to significantly boost staff performance. Avoid traditional clearinghouse limitations and use 30-40% less labor. More money. Less work.

eSolutions, Inc.

www.esolutionsinc.com

Booth 209

eSolutions provides Medicare A/R reducing services for health systems across the nation. Our tools track and analyze Medicare claims to help identify and prevent problematic billing trends, and automates the claims editing process.

Exdion

www.exdion.com

Booth 304

Exdion partners with you in delivering value to the Provider Community by offering services across the Revenue Cycle. We differentiate ourselves through high levels of transparency, clear communication, effective knowledge management, flexibility and continuous innovation to drive value for all our clients. Exdion is HIPAA compliant, ISO 9001 & ISO 27001 certified, with Six Sigma driven process delivery.

First Federal Credit Control

www.ffcc.com

Booth 105

First Federal Credit Control, Inc. maintains one of the largest medical office client bases throughout the country. They represent more than 9,000 medical offices in the collection of their delinquent accounts. The company's strategy has been based on using a combination of letters and direct telephone communications. Their experience shows that this is the most effective method of collection.

Fox Point Programs, Inc.

www.foxpoint-HBMA.com

Booth 503

GeBBS Healthcare Solutions, Inc.

www.gebbs.com

Booth 301

GeBBS Healthcare Solutions is a leading national provider of revenue cycle management (RCM) and health information management (HIM) solutions. Our in-depth healthcare industry expertise enables us to provide end-to-end solutions to successfully resolve our clients' billing challenges, while embracing their overall business operations. We work with over 60 medical billing companies and healthcare information technology providers.

Global Healthcare Resource

www.globalhealthcareresource.com

Booth 313

Global Healthcare Resource is a state of the art provider of business operations and outsourcing solutions to various segments of the U.S. Healthcare Industry. Their team forms unique partnerships with clients providing both technology and overlying business processes. Global is US based entity and utilizes resource centers in India, the Philippines and Dubai.

Hatteras Inc.

www.4hatteras.com

Booth 203

HBMA

www.hbma.org

Booth 510

The Healthcare Business Management Association (HBMA) works with legislative stakeholders and federal agencies to improve the business of medical billing and the practice of healthcare. HBMA and its members promote business development through a wide range of affiliated vendor resources, education events, networking opportunities, and a certification program. Stop by HBMA's booth to sign up for committees and meet HBMA volunteers.

Health Care Compliance Association

www.hcca-info.org

Booth 501

The Health Care Compliance Association is a non-profit, member-based organization for compliance and ethics professionals in the healthcare field. Our events, products, and resources offer education, training, networking, and certification for our more than 10,000 members. Read our blog at www.complianceandethics.org. Visit us at www.hcca-info.org.

Healthcare Compliance Pros

www.hcp.md

Booth 120

Healthcare Compliance Pros (HCP) we help organizations that have struggled to find an efficient, cost effective way to create, implement, manage and assess, their HIPAA, OSHA, HR, and Corporate Compliance programs. HCP has innovative online tools and comprehensive compliance support, including your HCP assigned specialist to address these needs. Each program includes custom policies and procedures, training and assessments.

Healthpac Computer Systems, Inc.

www.healthpac.net

Booth 101

In business for 36 years, the experts at Healthpac have made it their mission to bring our clients breakthrough robust healthcare billing and technology solutions that allow you to survive and thrive in today's marketplace!

INFINX Healthcare Services

www.infinxinc.com

Booth 506

Infinx provides revenue cycle management (RCM) solutions for healthcare practices. Combining the strength of our cloud-based platforms with our expert team of over 2,000 certified medical coders and billing specialists, we deliver solutions that focus on increasing revenue and improving cash flow, enabling our clients to shift emphasis from administrative details to billable patient care. For more information, visit www.infinxinc.com. Follow Infinx on Twitter at @InfinxInc

Innoval Global Solutions

www.innovalglobal.com

Booth 415

Innoval Global Solutions is a best-in-class partner that delivers exceptional performance through cost effective Accounts Receivable Management and Revenue Cycle Solutions. We at Innoval integrate skill-sets, technology and strategy to create a customized solution for your service, support and collection challenges from Centers of Excellence in the US.

Exhibitor Information (continued)

InstaMed

www.instamed.com

Booth 201

InstaMed is healthcare's most trusted payments network, connecting providers, payers and patients on one platform. InstaMed reduces the risks, costs and complexities of working with multiple payment vendors by delivering one platform for all forms of payment in healthcare.

Kareo, Inc.

www.kareo.com

Booth 212

Kareo is the only cloud-based medical office software and services platform purpose-built for billing companies. We offer an integrated solution of products and services designed to help you and your clients get paid faster, run your business smarter, and provide better service. Learn more at kareo.com/billco-edition.

MBX Medical Billing Experts

www.mbxperts.com

Booth 303

MBX – Medical Billing Experts, owned by physicians for physicians, your revenue cycle management partner delivering increased collections, lower operational overheads and improved patient customer care through our market-leading clean claims rate, exceptional charge reconciliation and excellent customer and physician relationship management.

MedEvolve, LLC

www.medevolve.com

Booth 407

MedEvolve enables physician practices and medical billing companies to work faster and more accurately through practice management (PM), practice analytics and revenue cycle management (RCM) software and services. Our clients experience expedited billing and collections processes and enhanced patient and staff experiences. MedEvolve's unique consultative approach ensures our solutions fit with your practice's existing processes for immediate improvement.

Medical Business Bureau, LLC

www.mbb.net

Booth 306

Providing 3rd Party Debt Collection services to Physician Groups for 85+ Years. Our exceptional team and processes are specifically designed to maximize the conversion of A/R into Cash. "Let our Experience be your Solution."

MediStreams

www.medistreams.com

Booth 110

MediStreams is a Healthcare Revenue Cycle company offering dedicated Medical Lockbox services, Paper EOB to 835 conversions, Patient Payments, and ERA to EFT deposit reconciliation. We take ALL remittances and deliver to you a reconciled and fully automated posting file, customized to your patient accounting system.

Merchants' Credit Guide Company

www.merchantscreditguide.com

Booth 305

Merchants' Credit Guide Company, MCG, specializes in the efficient and effective collection of healthcare receivables. We are dedicated to collecting past due accounts while maintaining the highest ethical standards to ensure professional representation for your office. We are dedicated to deliver each client's definition of the ideal agency relationship.

MiddleGate, Inc.

www.middlegateinc.com

Booth 113

To address underpayments and denials, MiddleGate's "Grace" is machine intelligence that knows how to win the claim game. Far beyond analytics, Grace knows what RCM is missing.

Mingle Analytics

www.mingleanalytics.com

Booth 505

Mingle Analytics provides quality reporting products and services to providers and third-party vendors.

Northwest Revenue Cycle Management LLC

www.nwrcm.com

Booth 204

Northwest (NWRCM) Is an International "REVENUE CYCLE MANAGEMENT" Company offering solutions that optimizes processes impacting income and costs. Our entire business focus is providing services to the Healthcare Industry. Our expertise in practice management allows us to deploy "best practice" guidelines while incorporating our domain knowledge to complement our clients "requirements."



We want to be your billing software vendor and trusted advisor

Eliminating Healthcare Revenue Leakage!

Healthcare organizations face growing demands on all sides. Whether a medical billing company or a private healthcare practice, the challenges are the same.

Free your staff from routine and tedious paper based systems by giving employees powerful automated tools to complete their job functions effectively. Fulfilling your organization's needs requires a medical billing software system that meets the demands of all involved - patients, clients, doctors, executives, owners, and employees.

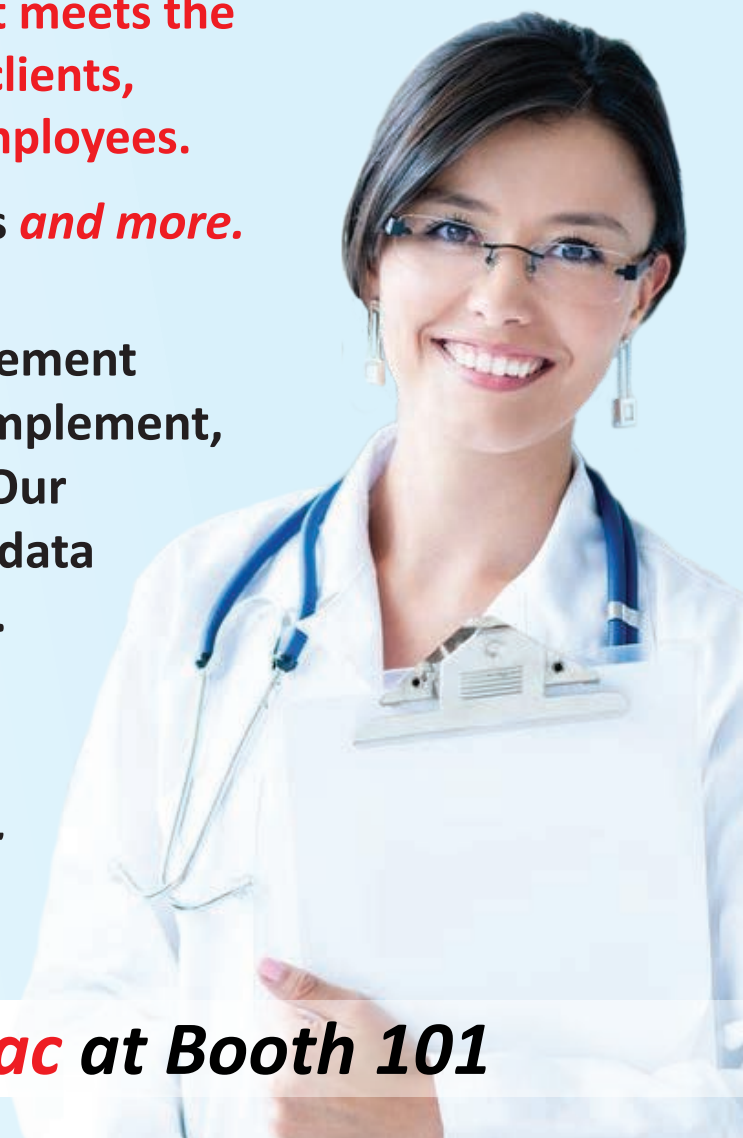
Healthpac addresses all these needs *and more*.

Our medical billing practice management software applications are easy to implement, easy to use, and easily adaptable. Our software will shift your focus from data collection to detailed data analysis.

For more information contact:

lindsay@healthpac.net

Please visit **Healthpac** at Booth 101



Exhibitor Information (continued)

Omega Healthcare Management Services

www.omegahms.com

Booth 208

Omega is the leader in offshore revenue cycle management services. We started operations in 2003 and have grown organically to over 10,000 employees, including 3,500 coders, serving over 100 third party medical billing companies of all sizes, and the most HBMA members of any offshore provider.

OnQ Operating Company, LLC

www.onqoc.com

Booth 202

OnQ provides premier healthcare labor outsourcing and contact center solutions. OnQ solved common challenges associated with outsourcing by establishing operations in near-shore Panama, managing operations with onsite U.S. healthcare executives, and engaging the University of Panama to produce a top-quality workforce knowledgeable in U.S. healthcare revenue cycle management.

Open Practice Solutions

www.openpracticesolutions.com

Booth 412

OpenPM offers a cloud-based billing and PM solution, with fully-integrated claims management. By providing all of the PM, Billing, Statement, and Clearinghouse functions in one system, OpenPM maximizes revenue and minimizes effort. OpenPM can automate your billing and accounts receivables, and produce extensive reports to help you better manage your organization. www.openpracticesolutions.com.

Opus Bpo Inc

www.opusbpo.com

Booth 416

OPUS is a premier partner for Revenue Management Cycle services in Healthcare Industry. We help our Customers and Partners, to find solutions through our deep functional and industry expertise that enables them to be more efficient and optimize their people, process, and technologies. OPUS's success is attributed to our consistent quality, innovative delivery methods, and competitive pricing. We understand the market and industry forces to develop long-term macroeconomic perspectives.

Papaya Payments

www.papayapayments.com/doctors

Booth 508

Papaya Payments is the newest, easiest and fastest way to handle medical payments, period! Patients can pay securely with their mobile smartphone in seconds by simply snapping a picture of their bill. Papaya Payments is the newest, easiest and fastest way to handle medical payments, period! Patients can pay securely with their mobile smartphone in seconds by simply snapping a picture of their bill.

Performance Resources

Booth 122

PHI Medical Office Solutions

www.phimedos.com

Booth 116

PHI Medical Office Solutions is a software company focused on the complex and specific needs of the Medical Billing Agency. Our complete Practice Management system has been developed through years of collaboration with our client partners.

Practiceforces

www.practiceforces.com

Booth 108

Practiceforces provides unique hybrid outsourcing model for medical billing and coding companies with offices in Florida and India. We were amongst the pioneers of offshore outsourcing and a knowledge based BPO in practice management processes.

Practice Insight

www.practiceinsight.com

Booth 408

Practice Insight focuses on EDI technology for our partners to deliver revenue cycle management tools including EDI Eligibility, Claims Manager, ERA & Denial Manager, Lockbox & conversion, eStatements, Patient Payment Portal, PQRS Solutions & Clinical Claim Scrubbing. Our solutions suite with your billing software application results in increased revenue.

Quintessence Business Solutions & Services

www.qbsshealth.com

Booth 302

Quintessence represents the epitome and embodiment of the very best processes, technology and people. They deliver outsourced healthcare business processes soaked in smart technologies that create best in class outcomes. Be it collections, quality, turnaround times or costs. Solutions deliver a 2D impact – quick recourse for the short term and sustainable benefits for the long term.

RemitDATA

www.RemitDATA.com

Booth 311

RemitDATA powers Business Intelligence, Big Data and Comparative Analytics into one solution called TITAN. Outpatient Practice Groups use TITAN to track and measure their reimbursement, code utilization, staff productivity and payer performance to that of their peers in real-time. Other solutions provided include Denial Management, A/R Analytics and Document Management.

Secure Bill Pay

www.getpaidfaster.securebillpay.net

Booth 309

Secure Bill Pay is your comprehensive patient payment solution. Designed for a user-friendly experience and superior patient satisfaction, we accept all types of payments 24/7. We solve online, point-of-service, and business office revenue challenges to reduce your A/R and increase cash flow. Our solutions get you paid faster and easier.

SequelMed

www.sequelmed.com

Booth 106

SequelMed offers exclusive Medical Billing solution.

Sevocity Division of Conceptual MindWorks, Inc.

www.Sevocity.com

Booth 405

At Sevocity, we do one thing – Electronic Health Records. We are looking to partner with billing companies. We offer a free bi-directional HL7 interface and free customization of all templates as many times needed to tailor any provider.

TriZetto Provider Solutions

www.trizetto.com/provider

Booth 200

TriZetto Provider Solutions®, a Cognizant company, is a business unit within Cognizant's healthcare practice, serving over 33,000 practices and 300,000 care providers. Industry-leading innovation in Revenue Cycle Management, Advisory Services and Robotic Process Automation designed to reduce revenue interruptions make TriZetto Provider Solutions the premier partner of forward-thinking healthcare organizations.

TSYS Health and Public Services

www.transfirst.com

Booth 414

Merchant Services

UNISLINK

www.unislink.com

Booth 400

UnisLink is a technology enabled service provider assisting providers, billing companies and EMR/PM vendors with data analytics, data conversion and BPO services.

Wakefield & Associates

www.wakeassoc.com

Booth 118

Wakefield & Associates is a HIPAA compliant and nationally licensed Accounts Receivable firm specializing in the recovery of delinquent medical accounts.

Waveonline, LLC

www.wavemt.us

Booth 117

Wave Online is a premier offshore Revenue Cycle Management company (RCM) providing solutions to Healthcare Providers. We are a health-care company with 16 years of experience and deep domain expertise in US health-care having our US Office in Dalton, GA and having operations in four Indian cities employing over 700 professionals. Wave Online has a strong history of providing high quality end-to-end healthcare services

Exhibitor Information (continued)

WorldSource

www.worldsourceteam.com

Booth 104

American owned and managed, WorldSource provides experienced offshore resources for coding, billing, accounts receivable, patient contact and provider enrollment. Our American ownership and account representatives set us apart. Experience the difference WorldSource can make to your bottom line and quality metrics.

Zelis Payments

www.zelispayments.com

Booth 210

Zelis® Payments is dedicated to delivering value via exceptional client experiences. Our payments technology streamlines the transfer of secure claim payments and detailed, error-free data for medical, dental and workers' compensation claims to healthcare providers.

ZirMed, Inc.

www.Zirmed.com

Booth 100

ZirMed's comprehensive end-to-end platform of cloud-based revenue cycle management solutions—including patient access, charge integrity, claims management, AR management, patient responsibility, and population health management—empowers healthcare organizations to optimize value-driven and fee-for-service reimbursements while streamlining workflows and increasing operating efficiencies. Start boosting your financial performance—visit www.Zirmed.com.

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MERIDIAN

MEDICAL MANAGEMENT

Utilizing analytics and robotics to improve
your revenue cycle management services

Turn medical services into cash and deliver
actionable financial and clinical business intelligence to
advance economic goals and improve patient care
for your customers

INDUSTRY LEADING HEALTHCARE ANALYTICS & TECHNOLOGY

EXCLUSIVE REVENUE ACCELERATION PROGRAM

ROBOTIC PROCESS AUTOMATION

m3meridian.com | precisionbi.com