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Amkai Solutions

The Only Complete Software Provider For Surgical Centers & Hospitals

April Newsletter

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Issue: # 4

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Featured Article:

Changes in Healthcare & Surgical Hospitals

By Tom Michaud

The Patient Protection and Affordable Care Act (PPACA) signed into law by President Obama on March 23, 2010 and amended the following week, introduces numerous changes to the future of healthcare.

An area significantly impacted by PPACA is that of physician owned hospitals. In short, those hospitals under development that have not received Medicare certification by December 31, 2010 will not be qualified to provided services to government patients (Medicare, Medicaid, etc) referred by a physician owner of the hospital. Physician owners could refer non-government patients and physicians that did not have ownership in the hospital could refer both government and non-government patients to the physician owned hospital provided there is a system acceptable by CMS to distinguish non-owner Medicare patients from owner Medicare patients .

As of the enactment date of March 23, 2010, existing physician owned hospitals are not be able increase the number of ORs, procedure rooms or licensed beds. As an example, if a physician owned hospital included five (5) ORs, two (2) procedure rooms and thirty (30) licensed beds, it would not be allowed to increase these numbers subsequent to March 23, 2010.

Additionally, aggregate physician ownership in the hospital is frozen as of enactment date. As an example, if twenty five (25) physicians owned a combined total of 60% of a hospital, this "total" ownership of 60% could not increase; there are no restrictions as to the number of physicians that

can own the 60% and ownership can be sold/transferred among physicians. Total physician ownership, however, cannot increase.

Obviously, this legislation will be the demise of the current "de facto" preferred physician owned hospital model on a go forth basis. With heavy dependency on government patients, and given the fact such dependency will most likely increase significantly based on other provisions of the PPACA, new ownership structure models will be required to allow physicians to continue to have control over the delivery of healthcare to their patients, afforded them through the physician ownership model.

We at Foundation Surgical Hospital *Affiliates* are exploring several alternative structures/methodologies that would allow physician participation at some level in surgical hospitals. One such structure could be a public company into which physician owned hospitals (both existing and/or contemplated) could be rolled into in exchange for a combination of cash, preferred stock and common stock.

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New Staff at *AmkaiSolutions*[™]

***AmkaiSolutions*[™] Expands Sales Organization**

Waterbury, CT ---April 12, 2010 ---

AmkaiSolutions[™] announced today that it has added two new sales executives to its staff. This move reflects continued growth in business opportunities for *AmkaiSolutions*' administrative management and electronic medical record software solutions, as well as a desire to provide closer regional coverage for the company's current and prospective customers.

Dawn Freeman will be covering the Northeast states from Maryland north including Ohio and Tennessee. Dawn has more than ten years experience in the healthcare software space. She spent several years selling practice management, EMR, and procedure documentation solutions to ambulatory surgery centers for Source Medical and ProVation Medical. Most recently, Dawn successfully sold revenue cycle management solutions to ASCs with Zirmed. Dawn holds a degree from East Tennessee State University and has received teaching awards from the Tennessee Education Department.

Cameron Miller will be based in Utah and covering California, Arizona, Hawaii, and Nevada, in addition to his home state. Cameron has extensive experience in the healthcare industry, starting as a NICU respiratory therapist and a corporate director of shared services at prestigious Intermountain Health Care. His sales experience spans medical equipment and software with companies such as Spacelabs Medical, Digirad, and Fuji Film. Cameron has successfully sold EMR software for Cerner and ProVation Medical as well.

"We are pleased to be able to attract representatives with the level of experience and industry knowledge demonstrated by Dawn and Cameron," said Craig Veach, senior vice president at *AmkaiSolutions*. "This expansion will allow us to take advantage of the expanding interest among ASCs in our product line."

***AmkaiSolutions*[™] welcomes new clients:**

Riverview Surgery Center at Navy Yard
(Nueterra Healthcare)
Philadelphia, PA

Athens Orthopedic Clinic
Athens, GA

Carolina Center for Specialty Surgery
Charlotte, NC

Orlando Orthopaedic Surgical Center
(Surgical Development Systems, Inc.)
Orlando, FL

Up Coming Events:

ASCs 2010

If you haven't already done so, plan on attending the annual meeting in May at the Anaheim Convention Center. For details go to <http://www.ascassociation.org>

Stop by booth 239 for a chance to WIN an Amazon Kindle wireless reading device.

May 19-21, 2010
Anaheim, CA

Annual Orthopedic and Spine Driven ASC Conference

ASC Association and Becker's Review
<http://www.beckersasc.com>

June 10-12, 2010
Chicago, IL

The 2010 National Revenue Cycle Symposium

Two day symposium will cover advanced medical coding, compliance plans and revenue cycle management topics.
http://mdstrategies.com/2010_symposium.htm

September 9-10, 2010
Las Vegas, NV

AmkaiSolutions[™] is a software development and service company with 20+ years of experience delivering solutions to Ambulatory Surgery Centers, Surgical Hospitals, and Physician Practices. There is no other company that has developed a comprehensive, Enterprise solution allowing these entities to become almost entirely paperless, while sharing data , improving efficiency and positively contributing to the bottom line. AmkaiEnterprise is the solution of tomorrow - available today.

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Sincerely,

Craig Veach
AmkaiSolutions

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