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The Only Complete Software Provider For Surgical Centers & Hospitals

## September Newsletter

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Issue: # 9

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## Managed Care Contracts:

### 4 Ways to "manage" Managed Care Contracts:

By: Scott D. Allen, Director, Research and Legislation,  
National Medical Billing Services

Managed care contracting is often overlooked and is critical to the financial well being of your center. Here are four basic rules that you should know when negotiating with carriers.

#### Direction of care

Knowing all of the different products a particular network offers is helpful in understanding how a potential contract will affect your center. Requesting information about covered lives in the area and the products available is crucial to the layout of a contract in regards to the potential revenue of a specific region. For example, if a large local employer or government agency utilizes a specific product,

make sure the negotiated contract covers it.

### **Bring back minor procedures**

ASCs have historically turned down minor procedures that are not cost-effective when performed in a center. Payors want to save money as well. Negotiate a contract that provides profitable reimbursement for minor procedures currently taken to a hospital.

### **Dealing with a bad contract**

Providers at the mercy of an unfair contract have the option to renegotiate or opt out. Opening the lines of communication via letter or e-mail and requesting renegotiations is an important first step. Keep in mind that the payor/provider relationship is important and should not be damaged by a hostile approach. Some reasonable requests include increased reimbursement and carve outs for specific procedures or implantable devices.

### **Professional Services**

Using professional services for managed care contracting can be extremely beneficial for a center's growth. Negotiating an extra two or three hundred dollars per case can increase profits by thousands of dollars monthly. Professional services can also decrease the workload that a center may have, allowing the center to focus on providing quality patient care.

### **Scott D. Allen, Director, Research and Legislation, National Medical Billing Services**

[www.nationalascbilling.com](http://www.nationalascbilling.com)

## **AmkaiSolutions™ Presents: What you need to know about EMRs**

### **Timely with Critical Information You Need**

The time has passed as to whether or not you will implement an electronic chart system. It is now a question of what and when. Please join us to learn what is the difference between an EMR and an EHR. We will also cover topics critical to the ASC market like Meaningful Use and what will happen in 2014 that may affect your bottom line.

There will be current users of the AmkaiCharts available for you to ask questions of and find out the benefits and challenges of implementing an EMR in your facility.

There will be an overview of the functionality of AmkaiCharts where you will be able to see first hand why the system was selected as the #1 EMR in the country for ambulatory surgery centers.

**Register Now**  
**September 15, 2010**  
**1PM EST**  
**Space is limited.**

[Click Here to Register](#)

### **AmkaiSolutions™ Releases AmkaiOffice 3.3 and AmkaiCharts 1.11**

**AmkaiOffice 3.3** provides users with many new benefits including powerful enterprise features to enhance the ability of corporate users to manage multiple facilities and markets all in a single database.

The ability to transfer incorrect charges from one billing group to another without substantial manual intervention is something that many users of legacy systems have requested for years. AmkaiOffice now has that timesaving feature ready for you.

Additionally, there are many new features and enhancements to Clinical Data Management, Scheduling, Preference Cards and Revenue Cycle Manager that will help ensure your facility's profitability.

**AmkaiCharts 1.11** has added significant features that enhance efficiency and accuracy. OR Nurse and Anesthesia Note Templates, Procedure Templates, Customizable "Time Out" functionality are just a few of the new features in this release. New physician "QuickNotes" will speed up notes and reduce transcription expenses.

Other improvements allow for faster data capture and chart processing which enhances efficiency outside of the OR as well. Additional equipment interfaces are part of this release.

### **AmkaiSolutions™ welcomes new clients:**

The Surgery Center at Hamilton  
Hamilton, NJ

Delaware Surgery Center  
Dover, DE

North Jersey Center for Surgery  
Newton, NJ

Orlando Orthopaedic Surgical Center  
Orlando, FL

### Up Coming Events:

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](http://mdstrategies.com/2010_symposium.htm)

September 9-10, 2010

Las Vegas, NV

Webinar: How Does Meaningful Use Impact Your Facility?

September 15, 2010

1:00PM EST

To Register: [Click Here](#)

Physician Hospital of America

September 23-25, 2010

San Francisco, CA

[www.physicianhospitals.org](http://www.physicianhospitals.org)

FASCA of TN Fall Conference & Tradeshow

September 23-24, 2010

Franklin, TN

[www.fascatn.org](http://www.fascatn.org)

7th Annual Education Conference for ASCs

Ohio Association of Ambulatory Surgery Centers

September 29-30, 2010

Columbus, Ohio

[www.aaasc.net](http://www.aaasc.net)

NYSAASC Fall Conference & Vendor Fair

October 5, 2010

Saratoga Springs, NY

[www.nysaasc.org](http://www.nysaasc.org)

OR Excellence

October 27-29, 2010

Ft. Lauderdale, FL

### About AmkaiSolutions™

**AmkaiSolutions™** offers administrative systems through AmkaiOffice™, EMR systems through AmkaiCharts™, complete

enterprise systems through AmkaiEnterprise™, and specialty-specific software for GI, Pain, Orthopedic and Ophthalmology operations. Customers can acquire these solutions on a centrally hosted subscription plan, called Amkai OnDemand™ as well as via license acquisition.

**AmkaiSolutions™** systems are installed across the country in ASC, Surgical Hospital and physician practice settings. "AmkaiCharts was recently ranked #1 among EHR systems for ASCs by Parsons Institute of Information Management," noted Craig Veach, senior vice president at AmkaiSolutions™. "Additionally, AmkaiCharts has been surveyed successfully by The Joint Commission, AAAHC and CMS."

For further information, visit [www.amkaisolutions.com](http://www.amkaisolutions.com) or call 866.265.2434.

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Sincerely,

Craig Veach  
**AmkaiSolutions**

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