

PALMETTO STATE NEWS

In loving memory of Ray High



htmaTM Your Challenge. *Our Mission.* 20-21



Palmetto State News

Palmetto State News is the official publication of the South Carolina Chapter of the Healthcare Financial Management Association. Opinions expressed here are those of the author and do not reflect the views of HFMA or the South Carolina Chapter.

Copyright 2019-2020 South Carolina Chapter, Healthcare Financial Management Association. All Rights Reserved. For more information regarding this publication, please contact the editor.

Our Vision

The South Carolina Chapter of the Healthcare Financial Management Association will continue to be the leading professional resource for individuals seeking excellence in the area of financial management of integrated health systems and other healthcare organizations.

if it doesn't CHALLENGE
you, it doesn't CHANGE
you.



Table of Contents

SC HFMA Officers and Directors	4
Message from the new Chapter President	5
Introducing our new officers & directors	7
Prior Annual Institute Memories	13
2020 Sponsors	21
Article: AHA Predicts Red Alert for 50% of US Hospitals	35
New Members	36
Job Postings	38
Milestone Anniversaries	39
Certified Members	40-41

2020-2021 SCHFMA Officers and Directors



PRESIDENT

Danielle Gori
Ensemble Health Partners



PRESIDENT-ELECT

Robert Griffin
DECO



TREASURER

Donna Kelly Ramicone



IMMEDIATE PAST PRESIDENT

Michael Jebaily
Price Waterhouse Coopers



Douglas Burrell
2021
South Atlantic
Healthcare



Nick Mazzola
2021
BCC Financial
Management



Heather Crowell
2021
RevSpring Inc



Jen Hayes
2022
Lexington Medical Center



Ronnie Hyatt
2022
Bon Secours St. Francis
Health System



Lawrence Laddaga
2022
Laddaga-Garret, P.A.



Jaime Brabb Bailey
2023
HCA Healthcare



Brian Earnest
2023
Spartanburg Regional
Healthcare System



Melissa Stutz
2023
Lexington Medical Center



Barney Osborne
Ex-Officio Member

2020-2021 Committee Chairs

COMMUNICATION

Melissa Stutz

CORPORATE SPONSORSHIP

Jen Hayes

CRCA Trustee Council

Jen Hayes

Ken Scheller

Brian Earnest

EDUCATION

Jaime Baily

INFORMATION SYSTEM

Michael Bowe

MEMBERSHIP

Tara Gibson

PROFESSIONAL EXCELLENCE/CERTIFICATION

Steve Lutfy

A Message from the Chapter President

Hello to all my fellow SC HFMA Chapter Members!

What a crazy year 2020 has turned out to be so far. As we approach the last couple of months left in the year, I find myself reflecting upon all the challenges and changes we have all had to learn to adapt to this year. Each of you deserve a giant pat on the back because your resiliency skills have really been put to the test both professionally and personally. I know to many, February feels like a decade ago, but I feel so incredibly blessed that our chapter and our region had the fortunate opportunity to come together and celebrate our inaugural Southeastern Summit in Charleston before the COVID pandemic consumed our every day life.



What a time to be in healthcare let alone healthcare finance. We have all, in some way or another, had to learn what it means to be scalable and pivot in an industry that is rapidly changing right before our very eyes. As we experience a shift in our workplace culture from furloughs, to layoffs to transitioning to a work from home lifestyle, let us be reminded that through it all, our purpose is to provide patient-centered healthcare with excellence in quality, service and access.

2020 has definitely brought on some changes for our chapter – some good and some not so good but through it all, our state, community and this chapter have been resilient. It is my honor and privilege to lead you all as your Chapter President through 2022. The Board of Directors as well as myself are very excited for the opportunity to breathe new ideas into our organization, get more of you involved with our chapter and get the chance to get to know a lot more of you, our members, personally.

Things to be on the lookout for as we move into 2021...

- a new testing platform for CRCA to be rolled out in January
- a transition back to in-person conferences starting at the end of March
- more collaboration opportunities with other state chapters
- new committees being formed focusing on diversity, inclusion, culture and mental health

I welcome your ideas, thoughts, comments and feedback. We all have to get uncomfortable to get comfortable so if it doesn't Challenge you, it doesn't Change you. This is going to be an exciting time for our chapter and I look forward to you all being a part of the journey!

Stay healthy and stay safe.

Danielle Gori

President, 2020-2022



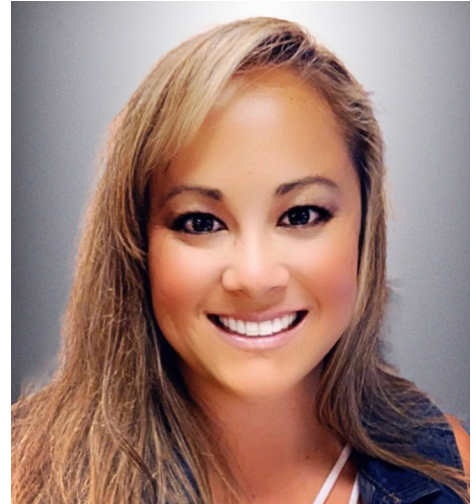


**Introducing
Our New Officers
and Directors
2020-2021**

Officers for 2020-2021

Danielle Gori—President

Danielle Gori is the Manager over Post Payment Audits and Appeals for Ensemble Health Partners in Greenville, SC. Danielle oversees all payer mix post payment audits which also includes RAC, QIO, SMRC, CERT and ZPIC for numerous clients within Ensemble. Her team also manages the ADR requests for the TPE/PROBE audits. Danielle was previously the Government Audit Contractor Program Manager for Bon Secours Mercy Health in Greenville where she not only oversaw all RAC audit activity (including appeals, rebilling, trending reports and accrual and extrapolation reporting) for the local market but she also served as the Bon Secours Health System liaison for all RAC related activity. She has nearly 20 years healthcare related experience which includes more than 10+ years in Revenue Cycle as well as 3 years in Reimbursement.



Danielle joined HFMA in 2011 and as an active member of the South Carolina Chapter, she has served as chair for many of the chapter's Fall and Annual Institutes. She has also chaired Sponsorship for the last 4 years, chaired the inaugural 2020 Region V Southeastern Summit and is the chapter's CVENT guru. She is a 2014 graduate of the SC HFMA's Certified Revenue Cycle Associate (CRCA) program and earned her Certified Healthcare Financial Professional (CHFP) designation in 2017. In 2018, she was awarded the prestigious Fellow of the Healthcare Financial Management Association (FHFMA). She will serve as President of the South Carolina Chapter in the 2021-2022 chapter year.

Danielle is a graduate of Lander University, enjoys photography, the outdoors and is a total NHL enthusiast – Let's Go Pens!! She currently resides in Easley, SC with her husband VJ.

Phone: 864-430-3632 / email: danielle.gori@ensemblehp.com

Robert Griffin - President-Elect

Robert has more than 20 years of experience while working in the Medicaid eligibility services as both operations and client services. While working for DECO over the last 9 years, Robert was a certified Federal Navigator for the ACA since 2013 helping consumers navigate their way through selecting insurance coverage.

Robert has been a member of the South Carolina Chapter of HFMA for over 15 years and has served on several committees, as well as Program Chair for 2 years, and joining the Board in 2017. Robert was Treasurer during 2019, served as Secretary the early part of 2020, and now serving as President-Elect for the remainder of 2020 and 2021.

A graduate of the inaugural class of Francis Marion "University" earning his degree in Sociology and minor in both Psychology and Biology. Robert and his wife DeAnn have two children Ashton and William whom both attend college in Clemson.

Phone: 864-534-0809 / Email: rgriffin@decorm.com



Officers for 2020-2021

Donna Kelly Ramicone, CHFP - Treasurer

Donna Kelly Ramicone has 20 years' experience as a healthcare finance professional and is currently working as the Director of Financial Operations for the Palmetto Health-University of South Carolina Medical group in Columbia, South Carolina since its inception in 2016. Prior to this, she worked as Vice President of Physician Network Finance for Lexington Medical Center also in South Carolina and Director of Finance/Controller for HCA Physician Services Group in Nashville, Tennessee.

Her work experience covers accounting, revenue cycle, financial reporting, provider compensation/contracting and business analytics for large medical groups. Donna is also an adjunct professor at Webster University, teaching advanced finance courses to MHA and MBA students.

Donna achieved HFMA's Certified Healthcare Finance Professional designation in 2015. She received a Bachelor's degree in Business Administration from Drexel University and Master's degree from Regis University.



Phone: 843-822-8829 / Email: donnakw@att.net

Michael Jebaily - Immediate Past President



Michael is a Director in PwC's health services Revenue Performance Management practice leading engagements and operations at PwC's Virtual Business Office (VBO). Michael has extensive knowledge of revenue cycle operations with areas of expertise including: business process outsourcing, accounts receivable analytics, cash/risk mitigation, business office consolidations, process/operational improvement/automation, and strategic planning primarily with PFS.

Michael is a Fellow in HFMA (FHFMA), a Six Sigma Greenbelt, and a graduate of the SCHFMA Certified Revenue Cycle Associate (CRCA) program. Michael received his undergraduate degree in Political Science from Francis Marion University in 2003, and his Master's in Healthcare Administration from the University of South Carolina in 2008.

Michael, his wife Suzanne and his children Jack, Henry, and Eliza live in Lexington, SC.

Phone: 803-978-6421 / Michael.Jebaily@us.pwc.com

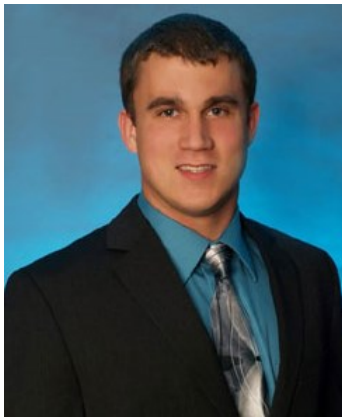
Directors for 2020-2021

Douglas Burrell - 2021

Doug Burrell is Director Finance at South Atlantic Health Care (SAHC) in Greenville, SC. His main focus at SAHC is on operational finance; including budgeting, financial statement analysis and cost accounting. Prior to his current role at SAHC, Doug was the Director Revenue Cycle Operations at Bon Secours St. Francis Health System in Greenville, SC. He was with St. Francis for six years and oversaw the Registration, Revenue Integrity, Customer Service and RAC staff. Previously Doug spent 1 ½ years at Georgetown Hospital System serving as the Business Manager for their physician network. Before going to Georgetown he spent 10 years at Roper St. Francis Healthcare in Charleston, SC in various roles including Managed Care and Reimbursement Services.

Doug received his Bachelor's and Master's degrees in Accounting from the College of Charleston. He resides in Greenville, SC along with his daughter Emily.

Phone: 843-442-7582 Email: Doug.Burrell@sa-hc.com



Nick Mazzola - 2021

Originally from New York, Nick moved to South Carolina in 2005 to pursue his education at Coastal Carolina University. He graduated in 2009 with a degree in business Mgmt. Nick has been working in the healthcare field with BCC Financial Mgmt services since 2011.

Phone: 914-582-7559 / Email: nmazzola@bccfinancial.com

Heather Crowell - 2021

Heather Thomas-Crowell is the Vice President of National Accounts at RevSpring Inc. She is responsible for the various partner relationships that RevSpring has across the country. Heather's 21-year career in the healthcare industry began on the provider side. She utilizes her industry knowledge, experience and expertise coupled with continuous educational opportunities to hone her contributions to the ever-evolving healthcare industry. She is an active member of South Carolina's HFMA Chapter and has served on several committees before joining the Board in 2020. Heather has a degree in Communications from the University of Arkansas.



Phone: 479-957-3942 Email: hcrowell@revspringinc.com

Directors for 2020-2021



Jennifer Hayes, MHA, FHFMA, CHFP - 2022

Jen is the Director of Revenue Cycle Integrity at Lexington Medical Center in West Columbia, South Carolina and has more than twenty years of experience in the healthcare industry. She has a Master's Degree in Healthcare Administration from Regis University and holds the Certified Healthcare Financial Professional Certification with HFMA. Jen was awarded the prestigious Fellow of the Healthcare Financial Management Association (FHFMA) this past June. She has held leadership Revenue Cycle/Revenue Integrity roles with healthcare organizations in IL, OK, and SC.

Jen has been a member of HFMA since 2000 where she started with the Illinois chapter, joined Oklahoma chapter in 2013 and now the South Carolina chapter in 2015. She has been a member on the Communication, Membership, and the Annual/Fall

Institute Committees. She recently chaired the 2019 Annual Institute in Myrtle Beach and will be the co-chair for Sponsorship and CRCA Trustee Council. Jen is also actively involved with National Association of Healthcare Revenue Integrity (NAHRI) where she participates on the Networking Committee, Monthly Workgroup for RI Collaboration, Revenue Integrity Leadership Exchange and Symposium.. Jen and her husband Jon are fans of NASCAR, camping, and motorcycle riding. They reside in West Columbia, SC.

Phone: 803-935-8781 / Email: jshayes@lexhealth.org

Ronnie Hyatt - 2022

Ronnie Hyatt is the current consulting CFO of Bon Secours St. Francis Health System in Greenville, SC, a part of Bon Secours Mercy Health. He came to Bon Secours Health System in 2001, after many years (21) at Mary Black Health System, LLC in various roles including CFO. At Mary Black, he was a key part of a team that was instrumental in structuring a sale of the private, community-based hospital to the for-profit Quorum Health Group ("QHG"), and this included forming an LLC in 1996 that included a number of Primary Care and Specialty practices as Owner/Members, along with QHG. The end result of this transaction was to form a Private foundation, in which the net sale proceeds went to this foundation for health purposes for the community of Spartanburg, SC.

He graduated in 1974 with a degree in Finance (Business Administration) from the University of South Carolina. He is very active in the Healthcare Financial Management Association ("HFMA"), both at the National and state levels. After serving in many Officer capacities in SC HFMA, he served as its President in 2011-2012, leading the Chapter to a perfect "100 Score" on the National HFMA Balanced Scorecard, which measures many metrics throughout the year. Since that time, he has earned and been recognized and awarded many HFMA accolades for his service. In 2013, he sat for and successfully passed and earned his CHFP designation (Certified Healthcare Finance Professional).



He is active in promoting Bicycle and Pedestrian Safety measures and improvements in Greenville, is a Board member of the local Greenville Humane Society, and has interests in similar civic committees and boards. Outside of professional interests, he enjoys travel, cycling, golf and most outdoor activities and spending quality time with his wife Elizabeth. He just announced his plans to retire in 2019, but intends to remain active in SC HFMA.

Phone: 864.449.4670 / Email: charles_hyatt@bshsi.org

Directors for 2020-2021



Lawrence Laddaga - 2022

Founder of Laddaga- Garrett, P.A., Attorneys and Counselors at Law in Charleston, South Carolina, in 1983, the firm limits its practice to Health Law and denial management and appeals. The firm represents a variety of health care providers in litigation, mediation and arbitration against insurance and health plans; Medicare/Medicaid issues; Compliance matters; revenue cycle consulting; managed care contracting; HIPAA; discharge planning issues; licensing and regulatory issues. He also serves as an adjunct faculty member at the College of Charleston's School of Professional Studies where he teaches Health Law and Regulation. Past chair of the Health Law Section of the S.C. Bar, he is also a member of the American Health Lawyers Association, an advanced member of the Healthcare Financial Managers Association (HFMA) and holds their Fellow Designation with Certifications in Patient Accounts and Managed Care. He is a past President of the South Carolina Chapter of HFMA, a past Regional Executive and served two terms on the HFMA National Principles and Practices Board, and Chapter Advancement Team. Mr. Laddaga enjoys Argentine Tango, Yoga, Zumba, Running, and Barre.

Phone: 843-207-5040 / email: lladdaga@sehealthlaw.com

Barney Osborne, FHFMA - Ex-Officio Member

Barney Osborne has more than 30 years of experience in healthcare Finance. Barney is a graduate of the University of South Carolina and is a Fellow of the Healthcare Financial Management Association (FHFMA), certified as a Certified Healthcare Financial Professional (CHFP) in Advanced Technical Study in Accounting and Finance.

Today, Barney is putting his many years of hospital financial and administrative experience as a hospital chief financial officer to work for all South Carolina hospitals as vice president of finance and reimbursement for the South Carolina Hospital Association. He is responsible for education, evaluating state and federal regulatory and procedural changes and evaluating the related risks at the hospital state and federal level, and advocating for the good of all South Carolina hospitals. Barney is a long-time member of the South Carolina Chapter of the Healthcare Financial Management Association and is currently a member of the chapter's Board of Directors. He also serves on a number of other boards and taskforces at the state and federal levels.



Phone: 803-796-3080 / Email: BOsborne@scha.org

Directors for 2020-2021



Jaime Bailey - 2023

Jaime Brabb Bailey is an Area Practice Manager for HCA Healthcare. Jaime has experience in outpatient physician practice management operations as well as serving a breadth of healthcare clients throughout South Carolina when she was a full time consultant. Jaime currently manages the Charleston, SC and Jacksonville, FL markets for the CareNow urgent care clinics of HCA. Her primary focus is assisting both markets with operational support and developing strategic initiatives to continue to drive the growth goals forward.

Jaime is a HFMA Certified Revenue Cycle Representative (CRCR) graduate. Jaime received her undergrad degree in Health Care Management, with honors, from University of Alabama at Birmingham in 2011, where she also played division-1 golf, and her Masters in Business Administration from Charleston Southern University in 2018.

Jaime joined SC HFMA in 2017 and has been actively supportive of the chapter and has also helped coordinate the physician roadshow educational series in spring of 2018. Jaime and her husband Will live in Mount Pleasant, SC where they enjoy being active and outdoors.

Phone: 843-577-5843 / Email: jaimebrabb@gmail.com

Brian Earnest - 2023

Brian Earnest is the Vice President of Revenue Cycle for Spartanburg Regional Healthcare System. Brian grew up in Greer, SC and attended Auburn University for both his undergraduate and Masters degrees. Auburn is also where he met his wife of 13 years, who also works for SRHS as an Oncology Nurse. Brian joined SRHS in 2003. When not working, Brian enjoys traveling to the beach and woodworking.

Phone: 864-560-6569 / Email: bearnest@srhs.com



Melissa Stutz - 2023

Melissa Stutz is the Director of Cash Applications and Customer Service at Lexington Medical Center. She oversees the call center, financial counseling, bad debt, resource center, cash posting, and refunds. She has over 20 years of experience in healthcare.

Melissa has been a member of HFMA since 2012. She currently serves as the Communication Chair for the chapter.

Melissa and her husband, David live in Elgin, South Carolina along with their two dogs; Chloe' and Gizmo.

Phone: 803-939-8702 / Email: mgstutz@lexhealth.org

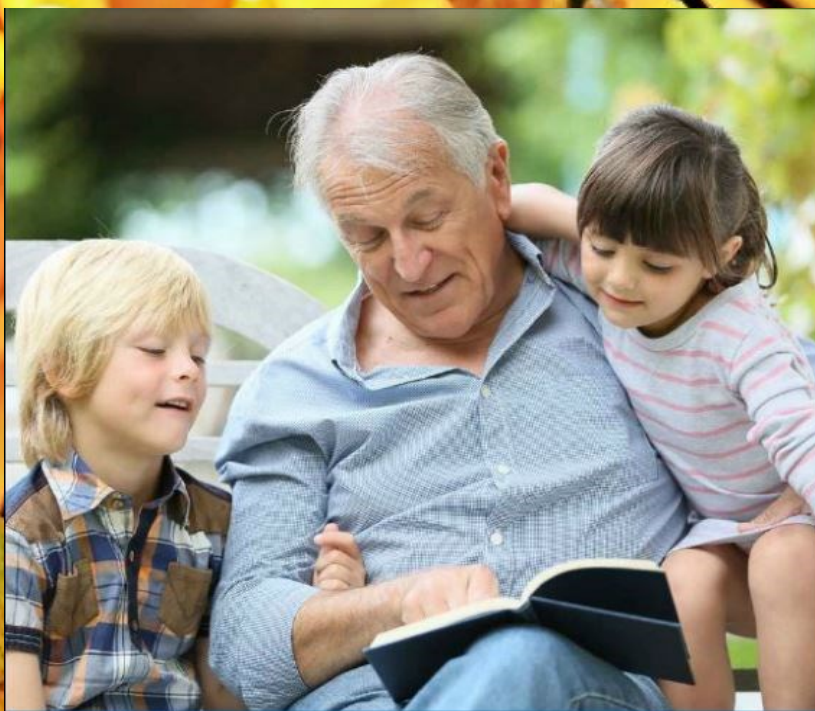




Sweet memories
of prior Annual
Institutes.
Looking forward
to when we can
all be together
again!

ANNUAL INSTITUTE 2015





IT'S WHAT'S
BEHIND THE
BALANCE
THAT MATTERS.



Self-Pay | Debt Recovery | Insurance Resolution

amcolsystems.com



avadynehealth

The Patient Financial Experience Company®

#1 RATED

in Patient Communications &
Financial Satisfaction Solutions

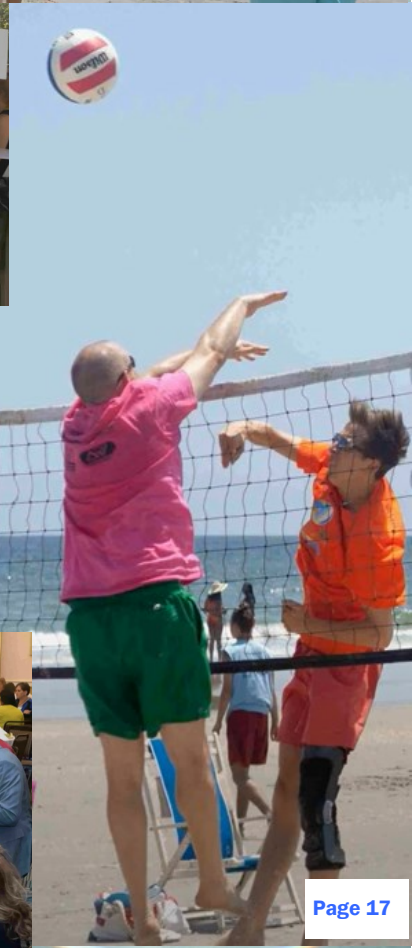


Self-Pay Account Resolution
Bad Debt Recovery

avadynehealth.com

ANNUAL INSTITUTE 2014





FOR YOU, SACRIFICE IS NOTHING NEW

Absolute commitment is a typical day at the office and extraordinary compassion is an everyday occurrence. Thank you.

BlueCross BlueShield of South Carolina stands with health care heroes today and always.

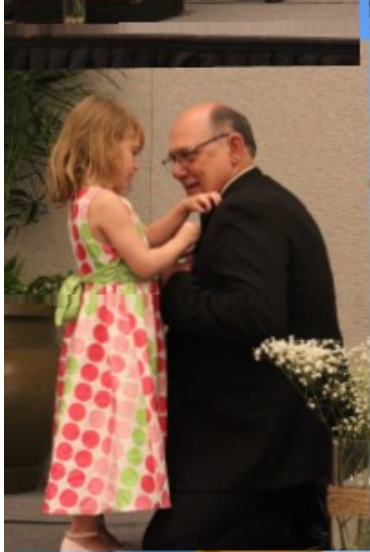


BlueCross BlueShield of South Carolina and
BlueChoice[®] HealthPlan of South Carolina

BlueCross BlueShield of South Carolina and BlueChoice HealthPlan are independent licensees of the Blue Cross and Blue Shield Association.



hfma[™] Your Challenge.
Our Mission. 20-21



SC HFMA Annual Institute 2018



ANNUAL INSTITUTE 2019



2020 Sponsors

We would like to thank and recognize the following sponsors for their participation in our chapter:

Presidents Club



Gold



Silver



Bronze

Argos Health

BCC Financial Management Services

BESLER

Bluemark

Bull City Financial Solutions

EnableComp

Experian Health

Haynsworth Sinkler Boyd, P.A.

Laddago-Garrett PA

Medical Data Systems

Olive

Receivables Management Corp

Receivable Solutions

Resource Corporation of America

UCB

WebsterRogers LLP

Xtend Healthcare



A nationally recognized leader in patient experience analytics and revenue cycle optimization, AMCOL Systems has been assisting hospitals, healthcare systems, and physician groups in the continuum of patient experience with management services for revenue cycle, accounts receivable and provider solutions since 1976.

www.amcolsystems.com See our ad on page 15

Avadyne Health, rated No. 1 in patient communications and financial satisfaction solutions by Black Book Research, provides self-pay account resolution and bad debt recovery services to 340+ hospitals including the largest, multi-hospital, health systems in the U.S. With patients' expectations for healthcare services changing, Avadyne Health excels in addressing the increased need for better and less-complex patient financial communication, experiences, solutions and technology. Our trained and caring professionals are passionate about the patient financial experience and strive to exceed patient expectations during every engagement on behalf of our clients, and have for over 49 years.



www.avadynehealth.com See our ad on page 15



www.southcarolinablues.com/web/public/brands/sc/providers

See our ad on page 18



Front-End Revenue Cycle Intelligence™

issues at the front of the revenue cycle where cost is significantly lower than the traditional resource-draining back-end approach. AccuReg also helps hospitals achieve government-mandated price transparency with accurate out-of-pocket price estimates and payment processing.

www.AccuRegSoftware.com

AccuReg increases hospitals' net patient revenue and enables price transparency by providing transformative patient access solutions. Its cloud-based integrated suite utilizes automation and artificial intelligence to improve revenue capture and the patient financial experience. By combining an exception-based workflow, a top -ranked QA rules engine, intelligent eligibility and benefit validation and complete prior authorization management, AccuReg predicts and prevents denial-causing



INVICTA
HEALTH SOLUTIONS

See our ad on page 27

www.invictahs.com



AppRev delivers results through Artificial Intelligence (AI), services and technology that allow hospitals and physicians to optimize revenue cycle performance. Using our cloud-based solutions include:

Pricing Analytics – Develop and understand the impact of your pricing strategy with the most accurate pricing solution available.; Charge Accuracy – Improve revenue cycle accuracy and integrity; Denials Intelligence – Work the denials that matter; Lesser Of Analytics – Understand your lesser of position and mitigate losses by developing key pricing strategies; Pricing Transparency – A turnkey answer to help hospitals comply with the complex new rules and meet the mandate. See our ad on page 44

Rhonda Kaliban, VP Customer Engagement rkaliban@apprev.com 813-600-0911 www.apprev.com



With approximately 590 advisors in BKD National Health Care Group, BKD has the depth and breadth of experience needed to help enhance the performance of your health care organization and boost your bottom line. Our team provides audit and attest services, tax preparation and advisory services, financial and strategic planning, assistance with financing, reimbursement, compliance and other regulatory services, working with approximately 1,050 hospitals and health care systems nationwide.

Contact: Brad Brotherton @ bbrotherton@bkd.com

www.bkd.com



Bolder Healthcare Solutions is a purpose-built revenue cycle management company architected to support organizations to achieve operational efficiency, compliance and optimal earned reimbursement. Bolder empowers and organizes our subject matter experts for increased focus on solution specialization, accountability, and customer performance. We support revenue integrity ensuring compliance, coding accuracy and appropriate charge capture, to provide best-in-class revenue cycle management resources yielding maximum cash collections for our clients.

Email: bolderhealthcare2@cognizant.com

www.bolderhealthcare.com



See our ad on page 42

www.decorm.com



Meduit understands the need to balance maximum revenue recovery with maintaining the respect of your patients. That's why we provide extensive RCM solutions with flexible options that allow for increased management control while providing unparalleled client service and patient satisfaction. Combined with our leading AI solutions that reduce human touches, lower cost, increase accuracy and collect cash faster, we partner with hospitals and physicians to help them meet their RCM goals.

www.meduitrcm.com



See our ad on page 25

www.dmsolutions.com



mum reimbursement.

PROMEDICAL specializes in complex claims billing for Worker's Compensation and Motor Vehicle Accident claims. A partnership with PROMEDICAL allows our clients to extend their business office and leverage industry leading expertise with technology to transform the speed and accuracy of the complex claims resolution process for maxi-

www.promedllc.com



PwC's award winning Virtual Business Office (VBO) is a 1,000-seat secure onshore center located in Columbia, South Carolina that acts as an extension of your business office. The VBO specializes in third-party A/R remediation for hospitals, medical groups, and other providers that assign unpaid claims for follow-up. Thanks to our emphasis on quality, our VBO was recognized as Best in KLAS for Extended Business Office Services in 2011, 2014, 2017 and 2018, and has held the #1 spot during the past 5 years more times than any of our competitors. At the VBO, we strive to deliver quality work and outcomes. We achieve that goal in part through two specialized proprietary revenue cycle management tools: Resolution Queue™ and Instilling Quality.

Stephen Lutfy, FHFMA (803) 753-5209

Email: stephen.g.lutfy@pwc.com

www.pwc.com/us/vbo See our Ad on page 38

Improving the Patient Financial Experience

OSG Diamond Healthcare Solutions is ready to meet these unprecedented times. Our digital solutions—including IVR, a mobile payment app, and a payment portal—all address the immediate need for more expedited, secure communications. Simplify processes, contact patients with ease, and get paid faster.

OSGDIAMOND
HEALTHCARE SOLUTIONS

Learn more – visit osgdiamondhealthcare.com.

Advertise with Us!

1/4 page: \$250

1/2 page: \$450

Full page: \$800



PwC's award winning Virtual Business Office (VBO) is a 1,000-seat secure onshore center located in Columbia, South Carolina that acts as an extension of your business office. The VBO specializes in third-party A/R remediation for hospitals, medical groups, and other providers that assign unpaid claims for follow-up. Thanks to our emphasis on quality, our VBO was recognized as Best in KLAS for Extended Business Office Services in 2011, 2014, 2017 and 2018, and has held the #1 spot during the past 5 years more times than any of our competitors.

At the VBO, we strive to deliver quality work and outcomes. We achieve that goal in part through two specialized proprietary revenue cycle management tools: [Resolution Queue™](#) and [Instilling Quality](#).

The Virtual Business Office specializes in:

- | | |
|---|---|
| Cash acceleration | Credit balance clean-ups |
| Legacy A/R EMR work downs | Denial management |
| System conversions | Job description consolidation across multi-hospital systems |
| A/R analysis | OR preference card & master patient index clean-ups |
| Cash posting | Workstream consulting using proprietary system |
| Insurance verification and eligibility | Staff augmentation |
| Client acquiring or divesting physician practices or facilities | |

If you are interested in learning more, please contact us below, or visit us online at <https://www.pwc.com/us/vbo>.

Contact Melissa Stutz

mgstutz@lexhealth.org

Would you like to get involved?
Please feel free to reach out to any
of the committee chairs.



Contact information is listed on
the SC Chapter website:

<http://www.schfma.org/committees.html>

COMMUNICATION

Melissa Stutz

CORPORATE SPONSORSHIP

Jen Hayes

CRCA Trustee Council

Jen Hayes

Ken Scheller

Brian Earnest

EDUCATION

Jaime Baily

INFORMATION SYSTEM

Michael Bowe

MEMBERSHIP

Tara Gibson

PROFESSIONAL EXCELLENCE/CERTIFICATION

Steve Lutfy



hfma™

south carolina chapter



www.schfma.org



<https://www.linkedin.com/company/healthcare-financial-management-association-south-carolina-chapter>



@SCHFMA



INVICTA

HEALTH SOLUTIONS

SMS AND SELF-SCREENING COMMUNICATION

Modern Enrollment. Seamless integration. IVR and SMS. Single platform. Increased outreach and response rates. Ideal for high volume uninsured Outpatient populations.

Relentless **i**nnovation

WWW.INVICTAHS.COM

jcrowell@invictahs.com

if it doesn't CHALLENGE
you, it doesn't CHANGE
you.



Silver



Compassionate financing. Accessible care.

AccessOne is a leading provider of flexible, co-branded patient financing solutions. We were recently ranked #1 in Patient Financing and awarded Category Leader by KLAS Research. Founded by providers, our solution provides a consumer-focused experience which drives high patient satisfaction for our clients. We have helped over one million consumers afford out-of-pocket medical expenses for

health systems nationwide. We offer the most comprehensive platform in the industry with funding models that help more providers and programs that reach more patients. All patients qualify for our program with no credit reporting or negative outcomes.

www.accessonemedcard.com

BANK OF AMERICA



Bank of America is a fully integrated financial solutions provider for the healthcare industry. For our healthcare clients, we provide customized solutions

based on their specific combination of electronic medical record (EMR) and enterprise resource planning (ERP) platforms, combined with related vendors to provide enhanced revenue cycle efficiency. These solutions include automated distribution of correspondence, imaged lockbox receipts through a best in class lockbox platform, and a comprehensive payables platform that provides multiple payment alternatives to reduce check issuances and enhance efficiencies. Coupled with our Private Bank and Merrill Lynch divisions, we have the ability to customize your investment portfolios to match risk tolerances, liquidity needs as well as providing philanthropic consulting. And for the associates of our healthcare clients, we provide a comprehensive Employee Banking & Investment program that allows associates to better prepare for financial events in their lives that compliments the retirement investments provided by their employer.

For additional information, please contact either:

Kurt Powell at Kurt.w.powell@bofa.com or cell: 704-654-9066

Ken Vance at Kenneth.vance@bofa.com or cell: 704-880-4887



Global Financial Services Group is a provider of diversified financial services and revenue enhancement solutions that consistently improve our clients' bottom line. Through each of our operating entities, since 1976, we have established a rich heritage of consistently delivering "Big Firm Ability with Small Firm Touch." Receivables Management Services (RMS) operates as our First Party - Extended Business Office and offers a suite of services designed to transform current outstanding A/R into daily cash flow with-

out the expense of new hires or burdening existing staff with the daily responsibility of daily phone calls and/or insurance denials follow up. DataTrac Receivables Recovery (DTRR) is our third-party "bad debt" collection agency, specializing in the recovery of post-charge off healthcare receivables, offering both contingency and flat-fee service options.

Tom McGregor, President Email: tmcgregor@globalfinancialservice.net
www.globalfinancialservice.net

Office: 800-766-5409



www.medcoservices.com

Silver



Parallon is a leading provider of healthcare revenue cycle management services, bringing extensive knowledge and a broad portfolio of custom solutions to every partnership. Parallon has 18,100+ colleagues and serves 845 hospitals and 3,500+ physician practices. Parallon is headquartered in Nashville, Tennessee, with 19 operational locations across the country.

Services: Eligibility and Advocacy Services; Early-out, Self-pay Services; Early-out, Small-dollar Insurance Resolution; Bad Debt Collections; Third-party Liability and Workers' Compensation Services; Extended Business Office and Insurance Services; **and** Physician Billing and A/R Resolution. **Address:** 1100 Dr. MLK Jr. Blvd. Suite 1600 Nashville, TN 37203

Contact: Ashley Sanders; Ashley.sanders2@parallon.com

www.parallon.com



Patientco is a healthcare technology company founded specifically to rethink the patient payment experience. By combining data-calibrated communications, intuitive consumer payment tools, and world-class payment infrastructure, we create a superior billing experience and deliver more payments to Health Systems. Patientco integrates with core business platforms, such as Epic, Cerner, Meditech and Allscripts, to ensure our clients are leveraging their organizational investments while offering both patients and staff an optimal user experience. Patientco is making healthcare better one payment at a time.

Buddy Smith Email: buddy.smith@patientco.com

www.patientco.com



Penn Credit is a leading provider of revenue cycle management services to healthcare providers throughout the United States. Founded in 1987, we use the latest technology and highest ethical standards to earn an unsurpassed reputation for attaining optimum results and a superior level of service for our clients. Our services include delinquent account collections as well as extended business office programs (EBO) through our Penn Billing outsourcing division. Located: Murrells Inlet, South Carolina

Janet Broz, Vice President of Business Development Cell #: (419) 681-3503 Email: Janet.Broz@penncredit.com

www.Penncredit.com

Silver



ResourceOne Medical Billing is committed to providing superior billing and management services to professionals in the health care industry. ResourceOne was founded in 1988 on the principle of providing comprehensive business support to health care professionals.

With 7 offices in South Carolina, ResourceOne delivers value through our dedication, reliability, and attention to detail. Our staff includes medical, accounting, data processing, marketing and management professionals. We have a proven track record with sole practitioners, large multi-specialty practices and hospital systems throughout the southeast.

www.resourceone-llc.com



Revint is an enterprise provider of revenue integrity solutions delivering strong and quick ROI, as stated by KLAS®. Revint's approach of combining expert services with innovative technology delivers outstanding outcomes for its clients. Today, Revint partners with over 1,600 healthcare organizations in the United States and recovers over \$700 million of underpaid or unidentified revenue for its clients annually.

www.revintsolutions.com



www.scha.org



www.thessigroup.com

Bronze



Argos Health specializes in the billing and collection of complex claims, including VA, out-of-state Medicaid, motor vehicle accidents, and workers' compensation. In May 2020, Argos Health was named a top performer by KLAS Research in the newly-created complex claims category. Argos Health was named the Top Complex Claims Vendor by Black Book Market Research in 2019.

Contact: Kerry Stark, SVP of Sales kstark@argoshealth.com

www.complexclaims.com



www.bccfinancial.com



BESLER combines best-in-class healthcare finance expertise with proprietary technology to help hospitals recover more revenue. Our reimbursement and revenue recovery solutions have delivered more than \$4 billion of additional revenue to hundreds of hospitals – so that they, in turn, can better advance the health and well-being of their patients.

www.besler.com



www.bluemark.net



www.bullcityfinancial.com

EnableComp partners with over 800 healthcare providers to maximize their complex claims (Worker's Comp, Motor Vehicle, Veterans) reimbursement by having the best people, processes, products and performance. Our industry leading technology and analytics identifies the right payer, at the right time, for the right amount ensuring clients collect the appropriate revenue for their complex claims.



Contact: Ken Greene, Vice President Client Services KGreene@enablecomp.com Office: (781) 838-2603
www.enablecomp.com

Bronze



At Experian Health, we collaborate with almost 60 percent of the healthcare market, to provide data-driven platforms and empower our clients to make smarter business decisions, boast a better bottom line and foster stronger patient relationships. Our industry-leading solutions include revenue cycle management, identity management, patient engagement and care management.

www.experianhealth.com Phone Number: 615-661-5657

HAYNSWORTH SINKLER BOYD

Haynsworth Sinkler Boyd works with healthcare clients to develop and implement systems to identify assets and payment sources for patient accounts. Attorneys negotiate with liability insurance carriers, patients and their counsel as well as litigate creditor claims in South Carolina probate courts.

In addition, attorneys offer experience in joint ventures, mergers and acquisitions, anti-kickback and Stark laws, hospital, physician and managed care contracting, organization and governance, medical staff by-laws, HIPAA, EMTALA, CON, clinical research, medical malpractice, professional negligence, risk management, medical ethics, and tax-exempt bond financing and tax.

Contact: Sarah Thomas Clemmons

Email: sclemmons@hsblawfirm.com

Office: 864.240.3268



Laddaga & Garrett, has been serving South Carolina since 1981. With sixty years combined experience, Lawrence Laddaga and Linda Garrett have emphasized client service, professionalism and excellence in their practice. Primarily serving Health Care Providers and individuals in legal actions against Health Plans, Health Insurance Companies and Employers for denied claims and issues involving Health Insurance and Benefits; Retirement Plans; Disability Benefits and other aspects of the Employee Retirement Income Security Act of 1974, (ERISA), managed care mediation and arbitration. We also assist clients with other health law legal issues.

Contact: Lawrence A Laddaga Office: 843 207 5040 Located in North Charleston, South Carolina



MDS is privately held, exclusively healthcare focused and licensed to collect in all 50 states. Accounts are serviced in a compliant, legal and ethical manner. Our skills, experience and history of success have earned MDS a reputation as the industry's preferred accounts receivable partner in early-out and bad debt. Our proprietary systems provide exceptional flexibility to integrate with all forms of hospital patient accounting systems. Combining artificial intelligence with multiple layers of robotic process automation, we minimize decision-making, allowing recovery specialists to focus on more complex recovery opportunities. Many convenient options for payment are available including online tools, QR codes, mobile apps and virtual assistants.

Contact: Cheryl Spanier | Vice President Mobile: 772.532.5822 Toll free: 866.747.7560

Immediate Past President ~ Florida HFMA

Bronze



www.oliveai.com



www.resource-corp.com



Receivables Management Corporation (RMC) is a full-service account receivable management (ARM) agency headquartered in Columbia, South Carolina since 1992, specializing in healthcare receivables. RMC is a local and privately owned company providing exceptional services to SC community hospitals, medical practices and other healthcare specialty providers. Whether you need assistance with current A/R issues or have potential bad debt account, RMC can work with you to create a debt recovery solution.

Contact: Chris Ray, President Email: chrisray@rmccollect.com Office: (803) 744-5101 www.rmccollect.com



www.receivable-solutions.com



In the midst of all the modifications in our healthcare facilities, many having to furlough employees or worse, eliminate critical staff; UCB would like to provide assistance. We have effective self-pay and bad debt programs that can be up and running with your facility in 90 days or less. No doubt every healthcare facility has a myriad of priorities right now, but if revenue cycle recovery is one of them, please contact me directly! Our UCB team is ready to help you recover lost revenue!

Doug Headman Direct Line: 419-725-5357 daheadman@ucbinc.com



www.websterrogers.com



www.xtendhealthcare.net

Special thanks to
our sponsors for
supporting the
South Carolina
HFMA chapter.

We appreciate you!

THANK

YOU



AHA PREDICTS RED ALERT FOR 50% OF U.S. HOSPITALS

BRAD SKELTON, MAXRTE

HOSPITAL MARGINS ALREADY UNDER PRESSURE ARE EVAPORATING UNDER THE STRAIN OF COVID-19. ACCORDING TO A NEW REPORT, HALF OF ALL U.S. HOSPITALS WILL BE OPERATING IN THE RED BY THE END OF THE YEAR WITHOUT MORE FEDERAL RELIEF.

The report prepared by Kaufman Hall on behalf of the American Hospital Association (AHA) sounds this dire alarm that threatens the quality of healthcare during a time when it's most needed. Timing of the report coincided with the Senate's return to work last month and talks focusing on a new relief package that as of today is still in limbo.

The report shockingly predicts that hospital margins could sink 7% in the second half of 2020, and that half of all hospitals are likely to operate with a negative margin.

Normally, hospitals typically operate with a 3.5% operating margin. But there was nothing normal about Q2. The lockdown and need to preserve capacity for combatting COVID-19 financially gobsnocked hospitals as patient volumes dropped and elective procedures were cancelled. Patients concerned with potential exposure to the virus—especially those in the vulnerable category—are driving the Q3 post-lockdown reduction in elective procedures.

With an uncertain future about containment/spread of the virus, the report revealed that margins are expected to drop to -3% in the second quarter of this year.

Urgently Seeking More Federal Support

In an AHA call with reporters, David Perlstein, M.D., president and CEO of SBH Health System in New York City, substantiated that the drop would have been negative 15% without \$175 billion in funding provided by Congress a few months ago. He said, "Without the federal support we would have run out of cash and been forced to shut down the hospital." The pandemic has cost Grady Health System in Atlanta \$115 million, CEO John Hauptert told reporters. About \$70 million of that has led to a reduction of elective surgeries and another \$45 million from increased expenses such as PPE.

A [separate AHA analysis](#) finds that the COVID-19 pandemic could cost hospitals \$323 billion through the end

of 2020. The cost increase includes higher prices to get personal protective equipment.

The AHA is pressing Congress for more relief funds and to change repayment terms for Medicare advance payments. The Centers for Medicare & Medicaid Services (CMS) doled out \$100 billion in advance and accelerated payments to facilities at the onset of the pandemic in March. The program has since been suspended, and the AHA and other hospital groups are worried that CMS could start asking for repayment for those loans this month. The group is in talks with lawmakers over the need for changes to the program and is lobbying for Congress to pass legislation that forgives the loans.

Congress has yet to pass another round of COVID-19 relief. Although McConnell has said that healthcare and relief for providers has to be a major pillar in the next relief package, no specifics were given.

Expediting/Optimizing Income

As the pandemic continues to wreak havoc with hospital financials, hospitals need to use every possible resource for kicking their revenue cycle into warp speed. They need to drive income as quickly as possible, and that calls for ensuring they have the most current, accurate insurance information for every patient at their fingertips. Avoiding reimbursement delays has never been more crucial. Automated solutions could be the lifeline hospitals desperately need.

SC HFMA Welcomes New Members

Joined May through September 2020

Prisma Health

(added 11 new members)

Laurens County Hospital

(added 2 new members)

Lexington Medical Center

(added 1 new member)

HCA Healthcare

(added 1 new member)

Duke University Health Systems

(added 1 new member)

HopeHealth, Inc

(added 1 new member)

RSM US

(added 1 new member)

Shield Ministries

(added 1 new member)

St, Joseph's / Candler Health Systems

(added 1 new member)

Centene Corporation

(added 1 new member)

Trident Health Systems

(added 1 new member)

Trinity Health

(added 1 new member)

UCI Medical Affiliates, Inc.

(added 1 new member)

Virtual Business Office

(added 1 new member)

INDIVIDUALS

Shatressa Bradley

Carlton Hawkes

Alecia Edmund

Brendon Frenkle

Brittany McMillian

Advertise with Us!

1/4 page: \$250

1/2 page: \$450

Full page: \$800

Artful expertise.

You've put in the time and effort to build a successful organization, and we're dedicated to understanding your craft. Our health care buffs can help guide you through complex regulatory changes and perfect the masterpiece that is your hospital.

Everyone needs a trusted advisor.
Who's yours?



bkd.com/hc | @BKDHC

Increase net
patient revenue.

Deliver price
transparency.

Registration Quality Assurance
Eligibility and Benefit Verification
Payment Estimation and Processing
Authorization Management



Front-End Revenue Cycle Intelligence™

www.accuregsoftware.com

Contact Melissa Stutz
mgstutz@lexhealth.org

NEED TO POST A JOB? JUST LET US KNOW.

EMAIL JOBBANK@SCHFMA.ORG

PwC Virtual Business Office



The Virtual Business Office is a 1,000-seat secure, onshore center located in Columbia, South Carolina that acts as an extension of your business office. Established in 2002, the Virtual Business Office specializes in third-party accounts receivable (A/R) remediation for hospitals, medical groups, and other providers that assign unpaid claims for follow-up.

Best in KLAS

Thanks to our emphasis on quality, the Virtual Business Office was recognized as being #1 in KLAS's independent review for Extended Business Office Services in 2011, 2014, 2017, and 2018. We out-ranked our competitors as rated by consumers in terms of satisfaction of services provided and exceeding expectations and have led the #1 position more months than any other professional services firm.



Contact us for more information

Stephen Lutfy, Managing Director
Mobile (803) 530 5528
Office (803) 753 5209
stephen.g.lutfy@pwc.com
www.pwc.com/us/vbo

© 2020 PwC. All rights reserved. PwC refers to the US member firm or one of its subsidiaries or affiliates, and may sometimes refer to the PwC network. Each member firm is a separate legal entity. Please see www.pwc.com/structure for further details.

Because we work real-time in your patient accounting system, our Virtual Business Office can help you by:

- Augmenting your existing workforce to increase cash flow to meet month-end/year-end goals
- Assisting your staff with increases in volume, special projects, and accounts receivable campaigns
- Maintaining work queues for employees out on sick leave, vacation, holidays, leave of absence, and fill gaps due to attrition and turnover
- Answering customer service lines and performing other customer service-related duties
- Performing insurance verification or pre-registration services
- Providing access to the experienced healthcare and data analytics professionals of PwC

Positions currently listed on our website:

Vice President, Finance and Administration

Carolinas Center for Medical Excellence—Cary, NC

Director, Patient Financial Services

MUSC Health—Charleston, SC

For details regarding these positions, please visit the chapter website:

http://www.schfma.org/job_bank.html



hfma Your Challenge.
Our Mission. 20-21

Anniversary Milestones

June through September 2020

Celebrating 40 Years

Sloan Gray * Lawrence Melita

Celebrating 35 Years

Kevin Herbert * Robert Hetrick

Celebrating 30 Years

Jackie Meade* William Eikost

Celebrating 25 Years

Lisa Landreth

Celebrating 20 Years

David Dugan

Celebrating 15 Years

Kathrine Williams

Celebrating 10 Years

Ashley Joiner* Liza Porterfield

Celebrating 5 Years

Robert Taylor

Certified Members

Abby Birch, CRCR
Amanda Bowman, CSBI
Amorette Camille Raymes, CHFP
Andrew Irwin, CSBI, CHFP, CRCR
Angela Devinney, CRCR
Ann Cornatzer, CRCR
Ashleigh Aukerman, CRCR
Ashley Brown, CRCR

Barbara I Cook, CHFP
Barney E Osborne, Jr., FHFMA
Betty McGowan, CRCR
Brittany Mcmillian, CRCR

Bill Gay, CHFP, CPA, CIA, CRCR
Blake Kyzer, CHFP, CSBI
Blix M Rice, CHFP
Bridgette Tinsley, CHFP
Bruce Davis, FHFMA
Bruce Pulver, CRCR

Bryan Cox, CHFP
Camie S Patterson, CPA, CMA, FHF-
MA Carmalena Blakely, CRCR
Carmen Sessoms, FHFMA
Carolyn Moffitt, FHFMA

Charles R Hyatt, CHFP
Chetara Brisbon, CHFP
Cheryl K Sanguinetti, CHFP
Chiquita Frank, CRCR

Christian Soura, CHFP
Christine M Pearson, CPA, FHFMA
Christine Wagner, CRCR
Crystal Junious-Green, CSAF

Danielle Gori, FHFMA
David C Dugan, FHFMA
David Catoe, FHFMA
David Counts, CRCR

Donald C Lewis Jr., FHFMA

Donna Ford, CRCR

Donna Kelly Ramicone, CHFP
David Sierra, CPA, FHFMA

David Vigil, CRCR

Derrick Durant, CRCR

Diane Marcengill, CRCR

Dianne Gambrell, CRCR

Don Hale, CRCR

Douglas B Burrell, CHFP, CRCR
Dudley B Harrington, FHFMA
Elizabeth Cuniffe, CSAF, CHFP

Erik Kilbo, CRCR

Faith Brownlee Hartley, CHFP
Felicia Kolasi, CRCR

Frank P Grella, FHFMA
Gregory E Scarbrough, CPA, FHFMA
Gregory S Taylor, FHFMA, CPA

Gwen F Stubbs, CHFP
J David Sudduth, FHFMA

J. Scott Yandle, CHFP
Jaime Bailey, CRCR

Janet Howell, CRCR
Jasper A Powell, CRCA, FHFMA, CRCR
Jeff Green, CHFP

Jeffrey L Perkins, CHFP, CPA
Jen Hayes, CHFP

Jeraud G Hammond, FHFMA
Jessica M Curtis, CHFP, CRCA
Joe C Martin Jr., FHFMA
John Langley, CHFP

Jordan L Heavner, MHA, CHFP
Jorge Llopis, CRCR, CHFP

Julie M Fowler, CHFP
Justin King, CRCR, CHFP
Kam Mok, CHFP

Kathleen M Stapleton, CHFP
Kathryn Davis, CHFP

Katie Koller, CRCR
Kellie Clement, CHFP, CSBI
Kelly Morgan, CHFP

Kenneth Miller, CHFP
Kevin Moore, CHFP
Kia Edwards, CSMCCHFP, CSAF
Kimberly Farmer, FHFMA

Kimberly B Green, CHFP
Kiran Batheja, FHFMA
Koshina Legette, CHFP
Kyle E Herbert, CPA, CMA, FHFMA

If you have any questions or would like to obtain additional information regarding the national certifications programs, please contact Steve Lutfy, FHFMA at

stephen.g.lutfy@pwc.com or 803-753-5209

Certified Members Continued

Laura B Varn, CPA, CHFP
Lauren Adams-Coker, CRCR
Lawrence A Laddaga, Esq., FHFMA

Lawrence A Melita, FHFMA
Lee Ann Burney, CPA, FHFMA

Leslieanne Robinson, CRCR

Lisa Cox, CRCR
Linda R Kornman, CHFP
Lisa Oliver, CHFP, CSMC, CRCR

Lisa Y Landreth, CHFP
Liza Porterfield, CHFP
Lynwood White, FHFMA, CPA

Lynnwood H Young, FHFMA
Mabel Stephens, CSPPM

Marcia Furtick, CRCR

Marie H Evans, CHFP

Marshall Todd, CHFP, CSAF

Martin G Moore, FHFMA

Mary Beth Briscoe, FHFMA

Matt Whitener, CHFP

Melanie W McMaster, FHFMA, CP A

Melissa Tanner, CRCR
Michael Brown, CHFP
Michael A Ehlen, CHFP

Michael E Jebaily, FHFMA

Michael Shields, CHFP

Michael Moore, CHFP

Mitzi Winters, FHFMA

Natalie Heidrich, CHFP

Nelda D Fields, FHFMA

Phillip Stuntebeck, CRCR
Rachel Woods, CRCR

Raymond E McCulloch, FHFMA, CPA

Rebecca J Brugler, CHFP

Richard Caffrey, FHFMA
Richard Childs, FHFMA
Robert Anthony, CRCR

Robert Broadway, FHFMA

Robert G Hetrick, FHFMA

Robert Reardon, CRCR, CSBI, CHFP
Sabrina Kovacik, CRCR

Sandra Edwards, CHFP, CRCA

Sandy Fowler, CRCR

Sarah Thibodeaux, CRCR

Sharon Morell, CRCR

Shawn Kent, MHSA, FHFMA

Shereka Walton, CRCR

Stanley E Smith, FHFMA, MHA, CRA

Stephen G Lutfy, FHFMA

Steven Currie, CSBI, CHFP
Susan Clark, FHFMA

Sydney Johns, CHFP

Tammy Gordon, CRCR, CHFP

Taylor Seafross, CHFP

Tessa G Whitworth, CPA, CRCA, CHFP

Thomas D Cockrell, FHFMA

Tim A Durden, CHFP

Timothy Pollard, FACHE, FHFMA

Todd M Heckmkan, CHFP
Tracy Coeyman, CRCR

Trudy P Soloman, CHFP

Wendy L Dukes, CHFP

Wendy Vien, CRCR

Weston Butler, CHFP

William C Peters, FHFMA

William D Clinkscale, CHFP

William Eikost, Jr, FHFMA

William N Phillips, FHFMA, CPA

William Rankin, CHFP, CSAF

William R Koprowski, Ph.D, JD, FHFMA

Wm. Paul Kearns III, FHFMA, CPA

Yulia V Milli, FHFMA



www.schfma.org



@SCHFMA



<https://www.linkedin.com/cmanagement-association-south-carolina-chapterompany/healthcare-financial>



PROMEDICAL



A STRONG TEAM:

Handle Workers' Comp and Motor Vehicle Accident Claims With Help from PROMEDICAL

Our team can manage your Complex Claims from inception to resolution. To learn more about how to maximize your reimbursement, contact Roze Seale at 251.232.3742 or roze.seale@promedllc.com.



Since 1993, DECO has been the premier expert when it comes to providing custom self-pay eligibility service solutions for hospitals and health systems nationwide. As advocates who work to improve the overall patient experience, we will act as an extension of your on-site staff to assist all self-pay patients with the complex eligibility application process. Our talented, multilingual staff is fully prepared to answer your questions and help your organization effectively manage its revenue cycle management system.

www.decorm.com

CERTIFICATIONS

Validate your expertise and demonstrate your commitment to the profession by earning an HFMA Certification.

Included
with your
Membership
Dues

WHY GET CERTIFIED?

Establishing and maintaining a clear competitive edge is a prerequisite for today's changing economy – for individuals and organizational leaders. You can gain and demonstrate your edge by enhancing your knowledge and proving proficiency with HFMA's certification programs. Explore and choose your area of focus from the wide-range of certification options available to you.

*While membership in HFMA is not required for these certifications, except for Certified Healthcare Finance Professional, earn as many as you like when you join HFMA – they are all included with your member dues.

Certified Healthcare Financial Professional (CHFP)

Certified Revenue Cycle Associate (SC Chapter Exclusively) (CRCA)

Certified Revenue Cycle Representative (CRCR)

Certified Specialist Accounting & Finance (CSAF)

Certified Specialist Business Intelligence (CSBI)

Certified Specialist Managed Care (CSMC)

Certified Specialist Physician Practice Management (CSPPM)

Fellow of HFMA (FHFMA)

Take the next step in your professional development—check out the certifications at <https://www.hfma.org/career-development/certifications.html>

Are You Digital Ready?

Be prepared to connect with patients at any time. OSG's digital solutions include pre- and post-appointment notifications, as well as simplified methods for payment collections.

OSG Let's go connect.

osgconnect.com | 833.871.1100

Meet the Pricing Transparency Mandate

Our easy-to-install, turnkey Pricing Transparency solution enables hospitals to lay the groundwork needed to comply with the CMS mandate with minimal effort. Designed specifically for Epic® software users, we use Epic standard reports, customer CDM, and ANSI 837 and 835 data to:

- Create a user interface that generates a web view based on the provider's specific requirements
- Provide a machine-readable file for CDM items and their rates
- Create a user tool to select any of the 300 shoppable services in a consumer-friendly format
- Customize user views for your facility's unique strategy

Call us today at **1-888-447-8908** or visit centaurihs.com



Epic® is a registered trademark of Epic Systems Corporation and is not affiliated with Centauri Health Solutions or AppRev.

if it doesn't CHALLENGE
you, it doesn't CHANGE
you.



hfma™

south carolina chapter



November 4th through 6th

We hope you can join us for this year's Virtual Fall Institute presented by the GA & SC Chapters of HFMA. We hope that this week's Forum will give you some insight and information that you can use within your organization that will help you do your job better, get issues resolved more quickly, and give you direction on where to turn for certain issues.

Additional information can be found on the SC HFMA Chapter website under the events tab.

<http://www.schfma.org/events.html>