

VISIONARY Connections



TM

Volume 5 Spring 2009

UPCOMING EVENTS

NADCP **06/10/09 - 06/13/09**
National Association of Drug Court Professionals
Hilton & Marriott • Anaheim, CA
<http://www.nadcp.org/>

AAPI **06/10/09 - 06/14/09**
American Association of Physicians of Indian Origin
WDW Dolphin Hotel • Orlando, FL
aapiusa.org

AACC **07/21/09 - 07/23/09**
American Association for Clinical Chemistry
McCormick Place • Chicago, IL
<http://aacc.org>

FMA **07/24/09 - 07/25/09**
Florida Medical Association
Boca Raton Resort • Boca Raton, FL
www.fmaonline.org

MedTrade Fall **10/13/09 - 10/15/09**
Durable/Home Medical Equipment
World Congress Center • Atlanta, GA
www.medtrade.com

You can reach Visionary Support 3 ways:

- Call: 813-594-1033 (9am-6pm)
- E-mail to: help@visionarymed.com
- Visit: <http://www.support.visionarymed.com>

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Please keep us updated with any changes to your contact information such as phone, address and email at: www.visionarymed.com

Phone: 813-594-1026
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The Effects of the Stimulus Bill on Healthcare

On February, 17, 2009, just four weeks after his inaugural ceremony, President Barack Obama signed into law, the American Recovery and Reinvestment Act of 2009. H.R.1; a \$787 Billion economic stimulus package.

The 1,073-page bill contains hundreds of provisions from grants, funding, and tax cuts benefiting Departments of Transportation, Energy, Agriculture, Environment, Education, Infrastructure, Labor, Defense, Homeland Security, and most importantly, Healthcare IT.

Health Reforms include promoting widespread adoption of Health Information Technology by offering substantial financial incentives to physicians for acquisition and implementation of HIT systems (EMRs). To accelerate adoption, ARRA & The Department of Health and Human Services (DHHS) will develop standards by 12/31/2009. Incentives begin in 2011 for physicians that implement and report “meaningful use” of their EMR (see table below).

A Summary of Major Healthcare Provisions include:

How incentives and potential reductions are expected to work from 2010 to 2017

1st Payment Year	Payment Amount for 1st & Subsequent Years	Penalty for Non-Adoption Use
2011	\$18k, \$12k, \$8k, \$4k, \$2k	\$0
2012	\$18k, \$12k, \$8k, \$4k, \$2k	\$0
2013	\$15k, \$12k, \$8k, \$4k	\$0
2014	\$12k, \$8k, \$4k	\$0
2015	\$0	-1% of Medicare fee schedule
2016	\$0	-2% of Medicare fee schedule
2017	\$0	-3% of Medicare fee schedule

* Physicians in rural health professional shortage areas who adopt/use EHRs are eligible to receive a 10% increase on the incentive payment amounts described above.

Comparative Research: **\$1.1 billion**
COBRA: **\$24.7 billion**
Department of Defense/VA Affairs **\$1.4 billion**
Medicare: **\$338 million**
Medicaid: **\$87 billion**
HIT: **\$20 billion**
Health Resources & Services Admin: **2.5 billion**
Prevention & Wellness: **\$1 billion**
CHCs: \$1.5 billion
Training & Education: **\$500 million**
NIH Research Facilities: **\$10 billion**
DHHS: **\$50 million**

Some popular FAQs:

What are the incentive options?

There are two incentive payment programs outlined under the HITECH Act – one through Medicare and another from Medicaid. Providers can only submit for payment of an incentive bonus from one of the programs so each provider will need to analyze their organization’s public payer mix to determine where they stand to benefit most. Both require that a provider prove “meaningful use” of an EHR product to qualify for the incentives, as well.

See Stimulus Bill.....continued on page 2

What does “meaningful use” actually mean?
“Meaningful Use” is defined in three ways in the Bill:

- Use of a certified product complete with ePrescribing capability as determined appropriate by the Secretary of HHS
- The EHR technology is connected for the electronic exchange of PHI
- Complies with submission of reports on clinical quality measures

All further details about what type of reporting will need to be submitted, what level of connectivity will be required and the final criteria for standards will be determined by the Secretary of Health & Human Services before the utilization incentives begin.

As a physician, what if I don’t demonstrate use of an EHR after the incentives are in place?

Beginning in 2015, physicians not demonstrating meaningful use will have their Medicare fee schedule reduced. Reductions will be:

- 2015, down to 99% of regular fee schedule
- 2016, down to 98%
- 2017 down to 97%

If the Secretary finds that less than 75% of eligible healthcare professionals are utilizing EHR beginning in 2018, the Secretary can

further reduce the fee schedule to 96% and then 95% in subsequent years but not further.

How is the incentive program structured? Is it based on payment of a flat dollar amount or is it a percentage of Medicare allowables like it is for PQRI?

The utilization bonus payments identified as incentives for physician utilization in the Bill are flat payments that will be the same for all providers who meet the criteria.

Are groups that do Medicare Advantage also eligible for the stimulus dollars?

Yes, there are provisions of the Bill related to groups accepting Medicare Advantage. Those organizations and their providers are eligible for the incentives as long as the provider delivers a minimum of twenty hours a week of patient care services and the organization furnishes at least 80 percent of the services of the individual professional to clients of their organization.

What does this mean to current Visionary HealthWare clients?

The answer depends on the client’s current technology utilization patterns.

- For those that do not yet use an EHR and meet the criteria for the incentive payments, this program should offer a

motivation to adopt so there is sufficient time to implement and learn how to effectively use the software sufficiently enough to comply with the “meaningful use” requirements.

- For clients who already use an EHR product, they will be eligible for the utilization incentives assuming they meet the criteria under Medicare or Medicaid and demonstrate meaningful use.
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If I already use a Visionary HealthWare EHR, do you know if I can qualify for a grant once they become available?

The Secretary of HHS will first prioritize grant dissemination to organizations that do not have an EHR or to those that use an outdated product that will not meet certification criteria. For those already using an EHR that meets that criteria, the HITECH Act will instead reward them and offset their purchase costs through the utilization incentives.

More info on the ARRA bill can be found at:
<http://www.access.gpo.gov/index.html>
<http://www.ama-assn.org>

Customer Account Managers

*Our Account Managers are assigned different regions of the US to better serve you
Call your state Account Manager for pricing on additional products and services; they are just a phone call away!*

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Another Satisfied Customer!

May 2, 2009
Dear Visionary Medical Systems:

After researching many computerized billing programs, I asked to have a demo of the Visionary OFFICE Practice Management system. When I saw all the features offered, I was immediately impressed. I then made the decision to purchase the product in March 2003 and have been very satisfied with it since. VO is not just a billing program, it does appointment scheduling, posts charges, payments and adjustments. All insurance processing, including electronic, are done within the system and some are done directly on the internet. Statements can be printed as often as an office desires along with account inquiries at anytime. There are many customized reports which are most beneficial for the different physicians' requests. And the product is totally HIPAA compliant. Updates are done often by the Visionary staff and are very easy to do on the server. After using VO Practice Management system for many years with complete satisfaction, I purchased the DREAM EHR (Electronic Health Records) system. The physicians that use this product are very satisfied with it and it is totally compatible with the VO Practice Management system, including the automated billing. Most all prescriptions can be done electronically on the program also. I have modified the SOAP notes to meet each physician's needs. The STAR module allows us to scan all patient reports directly into the DREAM EHR which the physicians can access immediately upon each patient's visit. And all of this is also HIPAA compliant. I could go on and on about the greatness of this system, but it would be to anyone's advantage searching for this type of paperless system to have a demonstration. My entire office staff has been trained mainly by myself on the system and they have been amazed at the ease of it all! And to end my testimonial, the Visionary Support Teams are always helpful and will find a solution to any problem encountered! My thanks to all of your at Visionary Medical Systems!

Sincerely,
Yvonne Lease
Office Administrator



Ronald L Knaus DO PA
Largo, FL

New Offers: Visionary REMINDER

Visionary Medical Systems, Inc. now offers a suite of interactive patient communication tools designed to increase the efficiency of medical office operation, and increase your patient's level of continuing care.

The Visionary REMINDER approach to appointment confirmation will decrease costly no-show appointments, increase office efficiency, and improve over all patient care. Visionary REMINDER appointment confirmation services are so efficient that your practice will see instant results.

- **Appointment Confirmation**
- **Message Broadcasting**

- **24/7 Patient Access**
- **Electronic Confirmation**
- **Web Management Portal**
- **Real Time Reporting**
- **Live Transfers**
- **Customization**
- **HIPAA Secure**

Visionary REMINDER is web based, without any hardware or software to buy, so you can start using REMINDER's standard services the same day you sign up.

Call your Visionary Account Manager today to create and customize your account at **888-895-2466**.

The Trainers Niche

Visionary welcomes Susan DeLuca, who recently accepted the position of Training Manager. Her new role will assure the smooth day-to-day operations of the training department for all of Visionary HealthWare's products.

Susan brings with her several years of training and development experience and has held such roles as Manager of Learning Services and Certification Programs for Sage Software, Inc., Manager of Learning and Development for HSBC, formerly Household International, and Director of Training for Spheris (formerly EDiX, and IDX Company).

Additionally, she has held previous positions with MSO (Medical Services Organization) as an operations manager, and Business Ops Man-

ager, Canadian Division, for Kaset International.

Along with her valuable experience, Susan also holds several well-regarded certifications including Certified Performance Technologist, conferred by the American Society for Training and Development (ASTD) and the International Society for Performance Improvement (ISPI). Additionally, she holds certification from Hillsborough Community College in "The Keys to Effective Training," and from Jones International University in "Using the Internet in Corporate training."

Call your Account Manager today to learn more about our training packages that fit your custom needs at 888-895-2466.

New to Our Family

We would like to introduce the newest members of our team.

Keith Bailey, Tampa Office Staff Accountant	2/11/09
Chris Bonafiglia, Irvine Office Regional Sales Manager ~ Western Division	3/3/09
Rod Davis, Southeast Division Sales Consultant ~ GA, SC	4/13/09
Susan DeLuca, Tampa Office Training Manager	3/16/09
Shao Huang, Baltimore Office Software Application Engineer	3/27/09
Holly Johnson, Baltimore Office Account Manager	1/26/09
James Jones, Baltimore Office Senior Software Developer	1/26/09
Michelle Knight, Tampa Office Senior Accountant	3/9/09
Nelson Marmol, Miami Office Senior Software Developer	2/2/09
Max Morgan, Baltimore Office Software Application Engineer	1/26/09
Jessica Spadaro, Tampa Office Sales Administrative Assistant ~ Southeast	3/18/09
Kurt Wartburg, Baltimore Office Warehouse Assistant	2/9/09



*You are cordially
invited to attend our
3rd Annual User Group!*

Date & Location

- **BahiaMar Resort**
801 Seabreeze Boulevard
Fort Lauderdale, FL 33316
- **Friday, July 10, 2009**
- **9AM ~ 5PM**

Meeting Details

- **Maximizing your PM software**
- **Q & A session w/
technical & support staff**
- **Stimulus Bill incentives on
Electronic Health Records (EHR)**
- **And much more...!!!**

Space is limited....Reserve your spot today!

Name and Title

Facility Name _____

Account# _____

Phone # _____

Email _____

Fax # _____

Please indicate any specific topics or questions you would like addressed at the meeting:

Please complete the information above and fax to **813-282-9301**
or email to **rsvp@visionarymedical.com**
or reserve on-line at **www.visionarymed.com**

