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vadc@hfma.org

VIRGINIA-DC HFMA

SUMMER NEWSLETTER



President's Message

Dear HFMA Colleagues,

I am so excited to work with our chapter this year and provide you, our members, with more opportunities in education, networking, and collaboration with other healthcare leaders. We have a fantastic board of directors who are eager to serve you, and together, we are well-equipped to provide the utmost value and growth for our members in the upcoming year.

We are all fortunate to be a part of a top-notch professional organization that has been around for the past 75 years. We hope each of you will take the time to attend one of our events this year and discover new ways to get involved, volunteer or become certified.

WHAT'S HAPPENING

- PRESIDENT'S MESSAGE
- CHAPTER LEADERSHIP
- NEW WEBSITE LAUNCH
- 2022 FALL CONFERENCE
- SPONSORSHIP LEVELS
- CALL FOR VOLUNTEERS
- EVENT PICS & SPONSORS
- EDUCATIONAL ARTICLES

Our Fall Educational conference is just around the corner, and we promise to present many CPE credit opportunities, chances to connect with peers and get involved with our philanthropy partner, the Judeo-Christian Outreach Center (JCOC). We had impressive attendance at previous conferences, and we expect this year's two main events to be bigger than ever. People need people and getting out and meeting with others is a terrific way to stay involved and up to date on the latest in healthcare.

We would like to thank our leaders from every provider organization across our geographic area for all they do to participate with our chapter, the Virginia Hospital and Healthcare Association (VHHA) for their partnership and collaboration, our Enterprise members for their continued support and investment, and lastly, we would not be here without our sponsors. Our annual chapter sponsors provide us with incredible support throughout the year.

You, our members, are who we're here to serve and we want to offer you the best experience through your membership. If you have an interest in getting more involved in any aspect of the chapter, please reach out to vadc@hfma.org and we will get you connected. We value you and appreciate your membership.

I wish everyone a happy and healthy summer and look forward to seeing you all at one of our wonderful events this year!

-Mary Prendergast

VA-DC HFMA Chapter President

New Website Alert!!!

Be sure to check out our website regularly for updates on...

EVENTS - LEADERSHIP - VOLUNTEER OPPORTUNITIES - NEWS - SCHOLARSHIPS - JOB BANK - SPONSORSHIP OPPORTUNITIES

[CLICK HERE TO VISIT OUR NEW WEBSITE](#)

Follow us on [LinkedIn](#) for news and updates!

CHAPTER LEADERSHIP

- [Mary Prendergast](#)
 - **President**
- [Chris Branin](#)
 - **President-Elect**
- [Brett McMillan](#)
 - **Past President**
- [Karen Chavis](#)
 - **Secretary**
- [Brian Shifflet](#)
 - **Treasurer**
- [Alex Brings](#)
 - **Treasurer Co-Chair**
- [Elizabeth Byerly](#)
 - **Education**
- [Dinesh Pai](#)
 - **Education Co-Chair**
- [Janelle Padgett](#)
 - **Certification**
- [Johnita Forbes](#)
 - **Certification Co-Chair**
- [Kevin Fisher](#)
 - **Communications**
- [Brandon Holland](#)
 - **Membership**
- [Michelle Rapanotti](#)
 - **Membership Co-Chair**
- [Elizabeth Buyna](#)
 - **Volunteer**
- [Cathy Price-Campbell](#)
 - **Volunteer Co-Chair**
- [Sheila Seal](#)
 - **Founders**

2022 VA-DC HFMA Fall Conference

[Click Here for Agenda and to Register](#)

Location: Hilton Virginia Beach Oceanfront
Date: September 20-23rd

[Click Here to Book Your Room](#)

(Book before 8/26 for special room rates)

OTHER EVENTS

[Click Here to View Events Calendar](#)

HFMA Region 4 - 2022 Women in LeadHERship Summit (November 2-4th, 2022)

HFMA 2022 Eastern Regional Conference (November 13-16th, 2022)

Virginia-DC HFMA Networking Event (December 1, 2022 - 5pm - 7pm ET)



Sponsorship Levels

[Click Here to Become a Sponsor](#)



Regional single-day education events also need support. Help bring content tailored to members in specific localities by sponsoring local education programs. For more information, contact the Sponsorship Committee at vadc@hfma.org.

Corporate Sponsors

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- **GOLD SPONSORS**
- **SILVER SPONSORS**
- **BRONZE SPONSORS**

Provider Sponsors

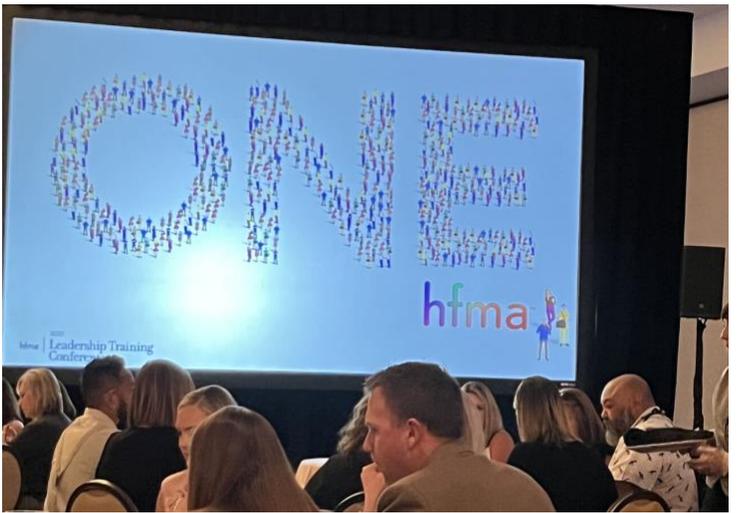
[Click Here - Application Form](#)

- **DIAMOND SPONSORS**

Are you ready to volunteer?

Our volunteers drive the activity and success of the Virginia-DC Chapter of HFMA. We need your help and expertise to continually expand the value of membership. Select the specific committee tasks you feel best able to support when you complete our Committee Support Questionnaire.

[Click Here to Become a Volunteer](#)



Thank you to our Annual Sponsors!!

GOLD Sponsors



SILVER Sponsors



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Hospital Price Transparency Higher in Less Competitive Markets



Hospitals with more beds and for-profit hospitals were also more likely to comply with the price transparency rule, the study found.

Hospitals with greater market shares and those in less competitive regions had higher compliance with the payer-specific negotiated prices requirement of the hospital price transparency rule, according to a research letter published in *JAMA Health Forum*.

Researchers collected compliance data from all acute care hospitals in the country. They checked hospital websites to determine if the facilities published payer-specific negotiated prices for services. Hospital characteristics were obtained from the American Hospital Association (AHA), the CMS Provider of Services File, and the Dartmouth Atlas of Health Care.

The researchers concluded the first round of data collection in July 2021 and then rechecked noncompliant hospitals between December 5 and 27, 2021, to establish a final compliance rate.

The final sample included 2,892 hospital systems representing 4,484 hospitals in 306 hospital referral regions (HRRs).

Researchers found that almost 70 percent of the hospital systems complied with the payer-specific negotiated price requirement. The study found a link between certain hospital characteristics and price transparency compliance.

For example, **compliance was higher in HRRs that were less competitive**. Similarly, hospital systems with greater market shares were more likely to comply with the regulation.

Hospital systems with more beds had higher compliance, as did multihospital systems, for-profit hospitals, and teaching hospitals.

On the other hand, government hospitals had lower compliance with the regulation. However, this association did not remain after controlling for integration into multihospital systems, the researchers noted.

Critical access hospitals and hospitals without intensive care units had lower compliance.

“The findings suggest that competition and hospital resources may have a role in determining compliance,” researchers wrote.

The higher compliance from hospitals in less competitive markets aligns with the notion that hospitals with greater competition tend to safeguard their payer-negotiated prices.

Notably, the study only looked at compliance with the payer-specific negotiated prices requirement and did not assess other price transparency requirements, such as including a price estimator tool. If the study had used a broader definition of compliance, there would have likely been lower compliance rates, researchers said.

Since the regulation went into effect on January 1, 2021, **compliance with the hospital price transparency rule has been low**.

In an April 2022 report, revenue cycle leaders told KLAS that **compliance often requires significant investments in resources and software** that can create a financial burden for healthcare organizations. In addition, leaders found the regulations included in the rule confusing.

After sending warnings to noncompliant facilities, **CMS recently issued the first monetary penalties to two hospitals in Georgia**. Both hospitals violated the machine-readable file requirement of the rule, among other violations.

Northside Hospital Cherokee was fined \$214,320, while Northside Hospital Atlanta received a penalty of \$833,180.

Shopping for an Analytics Solution?

Here's what you should be considering.

Where to start?

What do their customer say about them? The best way to confirm what a vendor has told you during the selection process is to talk to their existing customers.

Ask these customers how they were treated after they signed the contract and about the ongoing support they received as well.

Is the vendor considered an expert in their space? Do your research and understand whether they are thought leaders in their product or service. Thought leaders will be more innovative, more likely to adapt to changing circumstances and staying current.

How will you measure success? Make sure that you know what the criterion for success is and how it will be measured. Change can be hard and disruptive. It can also be great.

When choosing a new product or service, the goal is to move the organization forward. In today's challenging reimbursement environment, you can't afford not to invest in the best tools available.

Regarding implementation, planning and structure benefit both vendor and customer.

Shopping for a New Revenue Cycle and Operational Analytics Solution?

Get everything you need

- Established integrations with EHR / PMS systems
- Normalizes data from disparate sources
- Fresh, automated daily KPIs
- Alerts to underperforming workstreams
- AI that identifies and resolves areas of revenue leakage
- Rapid implementation
- Built by RCM and operational experts
- Run your business with "out of the box" reports
- Customized reporting that uses normalized datasets and embedded BI Builder
- Virtually no training requirements
- Benchmarking (MGMA, Specialty, Other)
- Ongoing client success program
- Excellent references from happy clients
- Beautiful and easy to navigate UX

