
VITALS

Volume 7

A Glenwood Systems LLC Publication © 2011

Issue 1

Special Edition: Meaningful Use 2011

Message from the Chief

Ron Flormann

CCO, Glenwood Systems LLC

MEANINGFUL USE INCENTIVES ARE BEING PAID

GLENWOOD SYSTEMS LLC OFFERS FAST-TRACK EMR CERTIFIED FOR MEANINGFUL USE. START USING YOUR NEW EMR IN 7 BUSINESS DAYS!

CMS announced on May 18th that the first incentive payments were being sent. It has been a long wait and lots of work but the Meaningful Use incentive period has started and the monies are being paid. Note - Medicare Administrative Contractors (MACs), carriers, and fiscal intermediaries will not be making these payments. CMS is working with a Payment File Development Contractor to make these payments. Please do not contact your MAC regarding EHR incentive payments.

Providers starting to use a certified EMR and Attesting to Meaningful Use in either 2011 or 2012 are eligible for the 1st year incentive of up to \$18,000 but **there is a catch.**

continued on page 2

Billers' Tips

Nat Loganathan

Founder, Glenwood Systems LLC

This volume of the Biller's Tips is abbreviated so that we can make more room for Meaningful Use incentive information. As we so often mention to our clients and prospective clients; 2011 is the right time to register, use a certified EMR like GlaceEMR and attest for the bonus payments. The continuous use requirement for 2011 is shorter, the payout significant and the CMS payment is faster.

Updates from the Biller's Tips:

- Glenwood continues to emphasize to our clients and prospective clients the importance of eligibility checking and patient balance collection at the time of visit.
- Glenwood urges our clients to approve the removal of fully worked claims presented to you by our office. These claims are typically uncollectable due to authorization and/or provider participation status issues. Keeping fully worked claims on the books clutters your Accounts Receivables and distracts from focus on the true AR opportunities.
- As a part of OIG (Office of the Inspector General) compliance guidelines, we wish to remind our clients the importance of refunding any Federal or State overpayment requests promptly. There are severe penalties and headaches associated with non-compliance. Please consult your representative at Glenwood if you have any questions regarding the process.
- Maximize revenue - Routine annual physicals for Medicare patients are reimbursable. Medicare pays for an initial lifetime wellness visit (G0438) and

continued on page 3

INSIDE THIS ISSUE

- 1 Message from the Chief
- 1 Biller's Tips
- 2 Meaningful Use Overview
- 3 What's New at Glenwood
- 4 CMS Incentive Programs Contact Information

For 2011 - Providers using a certified EMR for 90 consecutive days, having REGISTERED and ATTESTED with CMS to demonstrate Meaningful Use with a total Medicare intake during that 90 day period of \$24,000 or greater are eligible for a Meaningful Use incentive payment of \$18,000. Payment is made within 4 – 8 weeks. If your Medicare intake during the 90 consecutive days is less than \$24,000 and you ATTEST to Meaningful Use you are eligible to receive 75% of the intake amount.

For 2012 - Providers must use a certified EMR for the full year, register with CMS to participate in the program by December 31, 2011 and demonstrate Meaningful Use for the full 12 months of 2012 with a Medicare intake of \$24,000 or greater to be eligible for the full Meaningful Use incentive payment of \$18,000. Payment will be made in 2013. If your Medicare intake is less than \$24,000 and you ATTEST to Meaningful Use you are eligible to receive 75% of the intake amount.

If your patient population is more Medicaid than Medicare, the intake amount requirements are the same, the incentive payments are different. These incentive payments vary from state to state and you should check with your state regarding the incentives. Read more at www.GlenwoodSystems.com in the Resource Center.

You would be amazed at the number of providers that have put off the purchase, implementation and use of a certified EMR and risk forfeiting a significant Medicare bonus opportunity in 2011.

Are you one of these Providers? If the Medicare portion of your patient population is significant, if you collect an average of \$8,000 - \$9,000 per month in Medicare and you have not selected and started to use a certified EMR during 2011, you are saying no to a significant bonus opportunity.

Glenwood Systems wants to help you start using an EMR quickly. We have developed the **GlaceEMR FAST TRACK** program. View a demo online. If you like what you see Glenwood Systems will provide you certified, ready to use GlaceEMR and training video within 7 business days of a signed agreement. Details of this hosted (web) version of the GlaceEMR FAST TRACK program are available at www.GlenwoodSystems.com in the Products tab.

If you haven't started using a certified EMR your time to capture the 2011 incentive payment is shortening! To be on the safe side it makes sense to be onboard and using a certified EMR no later than September 15, 2011.

Don't delay your decision; it is rare that Medicare pays bonuses of this size and so quickly. If you pass it up now, how will you feel later?



Meaningful Use Overview

Attest now for Meaningful Use and earn up to \$18,000 in 2011!

The Center for Medicare and Medicaid Services (CMS) is offering incentive payments for Providers who participate in the EHR Incentive Program. Over the next several years Eligible Professionals (EPs) may earn bonus payments by using a certified EMR and successfully demonstrating Meaningful Use. For 2011 and 2012 EPs can earn up to \$18,000 each year in payments. The maximum incentive payment decreases each year after that until the end of the program in 2015. At that time, EPs who are not using a certified EMR will be penalized by CMS.

EPs must first select to participate in either the Medicare or Medicaid incentive program, then register on the CMS website (<https://ehrincentives.cms.gov/hitech/login.action>) and Attest to demonstrate Meaningful Use. EPs will need to enter the EMR vendor identification number when registering. Glenwood's identification number is **30000001SXNPEAS**.

Medicare Attestation can be done through the CMS website; Medicaid attestation must be done by calling the individual state to attest.

Attestation is divided into Core Set and Menu Set objectives. Some objectives require a Yes/No answer while the other objectives require a numerator/denominator answer.

The numerator is all the patients who qualify for the measure or objective during the EHR reporting period. The denominator is all the patients, or actions or subsets of patients, seen or admitted during the EHR reporting period.

Program Requirements

To participate in the program EPs must be using a certified EMR for 90 consecutive days and then attest. Attestation is divided into Core Set and Menu Set objectives.

Core Set Objectives are 15 basic functions that enable EHRs to support improved health care including the safety, quality and efficiency of care. They also help providers make better clinical decisions and avoid preventable errors. EPs must successfully meet all 15 objectives.

Menu Set Objectives are 10 additional tasks from which EPs can choose any 5 to demonstrate Meaningful Use. At least 1 of the selected objectives must be a Public Health option.

The Core Set Objectives require an EP to also meet a total of 6 Clinical Quality Measures. These measures are divided into Core Set Measures (EPs must complete all 3 measures) and Alternate Set Measures (EPs must complete 3 from a list of 38 alternate measures). If an EP is unable to meet one or more of the Core Set Measure requirements, he or she may

continued on page 4

What's New at Glenwood

GlaceEMR FastTrack - Use in as little as 7 business days!

GlaceEMR v4.5 certified for Meaningful Use has a fast track option to have you using CCHIT 2011 and ONC Certified Complete EHR in as little as 7 business days.

This special Fast Track program offers you the same great certified GlaceEMR with commercial insurance eligibility verification in as little as 7 business days, can be applied to any EMR portion of a Glenwood billing product **and** the opportunity to upgrade to GlaceEMR with integrated practice management tools later at no additional charge.

The GlaceEMR Fast Track offers you:

- Versatile Web enabled EMR – access anytime, anywhere with a computer and access to the internet
- Patient Portal Link for your website
- Appointment scheduling software
- Commercial Insurance Eligibility Verification
- CCHIT 2011 certified EMR
- ONC certified Complete EHR
- All of the data capture elements required to attest for Meaningful Use
- E&M calculator
- Medicare PQRS support
- E-Prescribing
- Electronic Lab interface for supported labs
- Option to move your demography and patient schedule information to the GlaceEMR
- Training Video
- Online Training Classes

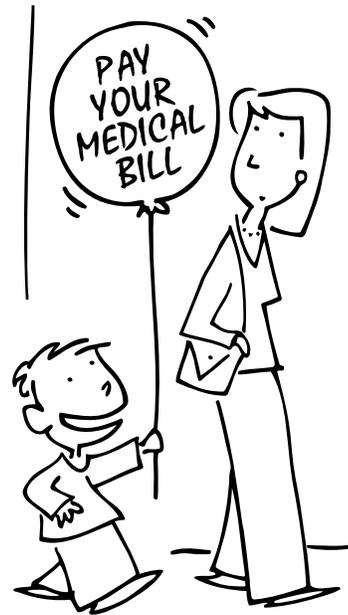
Glenwood Systems guarantees that we will have a configured, ready to use EMR system available to you and your practice 7 business days from receipt of a signed agreement and completed set up forms. We'll even send you the training video immediately upon receipt of the completed agreement so that you may familiarize yourself with the software before you have it.

Learn more about Glenwood Systems LLC and our products at www.GlenwoodSystems.com or call toll free 888-452-2363 to start your 90 day continuous period for the Meaningful Use incentives in as little as 7 business days. Call Today!

Want more information?
Call Us
888-452-2363 (GlaceMD)

subsequent annual wellness visits (G0439). We also urge our Cardiology clients performing catheterization services to verify their code sets for direct correlation to the services performed.

- Glenwood is finalizing integration of our software with TransFirst, a patient payment gateway for credit card processing. Our goal is to help you achieve a seamless acceptance of credit card patient payments. More info to follow.
- Glenwood is completing our integration with Transworld Systems and the GreenFlagSM Profit Recovery System tools for debt recovery and past due accounts. More info to follow.
- Glenwood is preparing for the transition to 5010 EDI transaction set standards. We are working closely with our clearinghouse partner (Ingenix) to ensure a smooth transition. This transition does not have any material impact in the way you transact business with Glenwood since it is a background process. 5010 transition is also the first step to ICD-10 migration that is scheduled to happen in late 2013. Glenwood will hold online ICD-10 transition classes at the appropriate time to educate our clients on their operational impact.



"Look, Mom! Dr. Bob gave me a balloon!"

Reprinted with permission from Medical Economics, Vol. 88, No. 8, Apr. 25, 2011, Medical Economics is a copyrighted publication of Advanstar Communications Inc. All rights reserved.

Practice Consultancy ~ Electronic Medical Records ~ Practice Management Software ~ Billing Services
Glenwood Systems LLC 888-452-2363 www.glenwoodsystems.com

CMS Incentive Programs 2011 Help Desk Contact Information

Per the Center for Medicare and Medicaid Services (CMS), do not call your MAC/Carrier/Fi with questions about your incentive payments.

Please contact the appropriate help desk:

Meaningful Use EHR Incentive Program

Hours: 7:30am - 6:30pm CST (Mon-Fri)

Phone: 1-888-734-6433

TTY: 1-888-734-6563

eRx Incentive Program

Hours: 7:00am - 7:00pm CST (Mon-Fri)

Phone: 1-866-484-8049

Email: Qnetsupport@sdps.org

Physician Quality Reporting System (PQRS) Incentive Program

Hours: 7:00am - 7:00pm CST (Mon-Fri)

Phone: 1-866-288-8912

Email: Qnetsupport@sdps.org

select up to 3 Alternate Core Set Measures to substitute in place of the Core Set Measures.

Per CMS, several Meaningful Use objectives have exclusion criteria that are unique to each objective. EPs will have to evaluate whether they individually meet the exclusion criteria for each applicable objective.

Payment

For 2011 an EP using a certified EMR for 90 consecutive days and with a Medicare intake of \$24,000 or higher during that time is eligible to receive a maximum incentive payment of \$18,000. Payments will be made 4-8 weeks from Attestation. If the Medicare intake is less than \$24,000 an EP is eligible to receive an incentive payment equal to 75% of the intake amount. This payment will be made in early 2012.

For 2012 an EP must register by December 31, 2011 and attest for a full 12 months. A Medicare intake of \$24,000 or more will earn a maximum incentive payment of \$18,000 in 2013. If the Medicare intake is less than \$24,000 the incentive payment will equal 75% of the intake amount.

The Medicaid payment schedule differs from Medicare and varies state to state. You can read more at www.GlenwoodSystems.com in the Resource Center.



81 W. Main Street, West Wing 3rd Floor
Waterbury, CT 06702

Software - Process - Service - Results

Meaningful Use Edition