



FALL 2004 NEWSLETTER

We at TriNet are happy to bring you another newsletter edition, and we hope that this finds you well. The consultants at TriNet decided to start this newsletter as a vehicle to share Decision Support ideas among our colleagues and customers in the healthcare industry. We welcome your comments and contributions!

MCKESSON USER CONFERENCE

TriNet was pleased to be a Sponsor of the recent McKesson Resource Management Information Exchange (“RMIE”) user conference. The conference was held in Lincolnshire, Illinois on May 27-28, 2004. The theme of this year’s conference was “Advancing Healthcare Performance Management.”

If you would like to view the presentations from the conference, you can download them from the website http://programs.regweb.com/mckesson/RM_infoexchange. Just click on the “Presentation Download” tab on the left of the screen. The presentations are grouped by track, and the Decision Support presentations (Trendstar/Horizon Performance Manager/Horizon Business Insight) are listed under the “Performance Management” track. Click on the “CLICK HERE” after the presentation you would like to view and print.

TIPS AND TRICKS

We’ve put together a couple “tips and tricks” that you may find useful. Check them out:

STREAMLINE YOUR STATISTICS REPORTING

Spending too much time compiling and auditing volume statistics? Consider letting Trendstar or Horizon Performance Manager help you out. Among Trendstar users, several hospitals are using the Management Cost Accounting (MCA) module to automate their statistics reporting. This is particularly important if your organization wants to move from monthly to weekly statistics reporting.

Volumes by charge code and patient type are interfaced from the billing system into MCA. In MCA, you can then set up “pointers” to count certain charge codes and exclude others; for example, to count E.R. visits but exclude any supplies charged out of the E.R. You can also use MCA to store a weighting or RVU scheme for statistics; for example, to track operating room minutes or radiology RVU’s. Several statistics can be created for each department. Once the pointers/counters are set up in a table in MCA, a batch table can be created to automate this process and quickly compile the departmental statistics. A great time-saver!

MAPPED HCPCS/UB TABLES IN TRENDSTAR

Reporting on HCPCS/CPT data and UB rev code data can be quite frustrating in Trendstar! Reason? HCPCS/CPT data and UB data are NOT linked to the patient bill (i.e. charge code data) in CCA. However, the “Mapped HCPCS / UB table” in CCA now allows you to create a crosswalk between charge codes, HCPCS codes (CPT), and UB92 (rev) codes. This allows for greater flexibility in reporting on billing, utilization and cost data. To create this file for use in CCA reporting, follow the instructions below:

Step 1. First, download the following fields from the hospital charge master: charge code, HCPCS (CPT) code, and UB (rev) code. Import the file into Excel. The HCPCS column will be blank if there is no mapping to a HCPCS/CPT code. Remove any blank columns or rows, then “Save as” a comma-delimited file. (.CSV file extension).

Step 2. Upload the CSV file to the CCA directory, using CCA “Maintenance” option “Micro transfer” or other transfer protocol. After the file has been transferred, rename the file with a “.UBH” file extension.

Step 3. Select CCA “Maintenance” option “DEC Editor”, and specify filename from the previous step (e.g. HCPCSUB.UBH). Type “C” followed by the ENTER key to edit the file. Add the 5-line header as indicated below.

(Hospital Name)

MAPPED HCPCS/UB92 REVENUE TABLE V1.0

(Date)

DELIMITER,

(blank)

Be sure to type line 2 exactly as shown below. Line 4 indicates the delimiter used in the file (comma, in this example, and per these instructions). Line 5 is blank. When editing is complete, hit CTL Z then type "EX" to exit and save file changes.

Step 4. Use CCA "Maintenance" option "Check a table" to check the format. Specify "Mapped HCPCS/UB92 rev table".

Step 5. At this point the mapped HCPCS/UB table has been created. To use it in "Flexible Reports", indicate "Mapped HCPCS codes" and/or "Mapped UB92 rev codes" as row sorts or column options. These two fields can also be used as report and/or column qualifiers.

When using the "Mapped HCPCS codes" or "Mapped UB92 rev codes", be sure to use "Units" and "Charges" as columns (vs. "billing HCPCS charges", "billing HCPCS units", "UB92 units", and/or "UB92 charges".) Also, you can select "Operating Cost" as a column, since costs are defined at the charge code level, and the mapped HCPCS and UB codes are cross-walked from charge codes.

When mapped HCPCS or mapped UB is indicated in the report, or as a qualifier, you will be prompted for the mapped HCPCS/UB table to use.

(Tip: If you want to qualify by HCPCS or UB codes, and you're using the mapped HCPCS/UB table, be sure to use "mapped HCPCS code" or "mapped UB code" as a qualifier – you would NOT use "billing HCPCS" or "UB92 code" as qualifiers.)

Look for additional "tips and tricks" in future newsletters.

[FYI: NEW WEB-BASED PUBLICATION](#)

We encourage you to check out a new publication developed by our colleague Paul Henchey. TriNet is pleased to be a sponsor of this publication.

Healthcare Management Insight (www.healthcaremanagementinsight.com) is a new web-based publication focused exclusively on decision support and process improvement in **healthcare. Provided free of charge to hospital employees and others working in the field**, articles on the site will educate readers about new software capabilities, advanced decision support techniques, and lessons learned from successful implementations at other healthcare organizations.

The current edition of Healthcare Management Insight includes an article written by TriNet, "Producing Credible Service Line Profitability Reports for Better Decisions".

[DECISION SUPPORT ONLINE DISCUSSION GROUP](#)

In case you didn't know.....TriNet has formed an online discussion group, focused on the McKesson Decision Support systems. The purpose of this group is to exchange ideas about use of the McKesson Decision Support systems - Trendstar, Horizon Performance Manager, Horizon Business Insight, and Pathways Contract Management. If you're currently subscribed to this group, don't forget to use it to ask questions of your colleagues. Simply email to trinet_dss@yahoogroups.com If you're not currently a member, you can subscribe by sending an email to trinet_dss-subscribe@yahoogroups.com.

[TRINET HEALTHCARE : SAFETY NET FOR REVENUE](#)

Is your organization receiving accurate payments for the services provided to patients? Are you comfortable

with the net revenue component of your clinical analysis? Are net revenue calculations considered reliable for decision-making by the Management Teams? Say “yes” with TriNet. TriNet Healthcare Consultants has the experience and knowledge to ensure that you “catch” both the revenue you are entitled to and the confidence in calculations.

Whether your organization utilizes Contract Payment Advisor (CPA), Pathways Contract Management (PCON), Pathways Contract Modeling (P-MOD), other models in Decision Support, or received payments, TriNet’s extensive resources will prove beneficial to your organization. We have managed and implemented contract management systems throughout the Northeast, Midwest and Southern regions. This experience allows for a large knowledge base of contracts for our consultants to draw upon. This ensures an efficient, accurate project, which leads to lower costs for our clients and of course, increased revenue for their organizations.

TriNet builds confidence in calculations and data utilization by incorporating checks and balances through automation and reporting. TriNet focuses on ensuring success after the project is completed. TriNet’s revenue engagements include:

- ü Contract review
- ü Development of Contract Components to meet analysis objectives
- ü Contract development with a focus on future maintenance
- ü Contract testing
 - o Includes interface testing between Patient Accounting System and PCON
- ü Contract automation
- ü Standardization of audit reports
- ü P&L’s by Contract Component
- ü Automation of contract updates and audit procedures
- ü Education
- ü Documentation

Allow TriNet to guide your organization toward capturing both revenue and accurate analysis within your organization.

Articles and presentations written by TriNet consultants are available on the TriNet web site. Click on the link below to see a listing:

www.trinethealth.com/information_request_form.htm

We hope that this newsletter is of value to you. Look for future issues in the upcoming months.

If you do not wish to receive future newsletters, please click on the email address below and send:

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