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In the news...

ICG VP of Business Development, Colleen O'Brien, is pleased to announce the addition of Paul Nystrom, Director of Business Development.



Paul Nystrom has joined Innovative Consulting Group, as part of the Business Development team, in the role of Director of Business Development. Paul will be responsible for working with potential and existing customers for opportunities in the Northeast US Territory. He brings over 25 years of Business Development and account management experience, the past 3 years with Cerner as a Client Executive for New England.

Paul received his BA in Business Management, Magna Cum Laude, from Northeastern University and started his career as a Sales rep for Digital Equipment. He moved on to a role as Sales and Marketing Manager, then Account Manager for Sudbury Systems, was a Sales rep for Softmed Systems in the late 90's, and a Senior Account Executive in the Healthcare Solutions Group of AMS prior to joining Cerner.

Please join us in welcoming Paul to the ICG team!



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HIMSS Annual Conference Past, Present, and Future

by David Kernea, Cerner Practice Director

I first attended the HIMSS Annual Conference as a student volunteer in 1994. Attendance at that time was around 8,000. The conference has grown significantly to what it is today where the published attendance at the **2007 Annual Conference** was over 24,000.

This growth is consistent with many of the trends that we see today in healthcare IT including projected spending. Healthcare IT News reported in February 2007 that "the market for electronic health records in the United States is poised to grow at a rate of **13.5 percent** over the next **four years**, and by 2015 it will top \$4.85 billion."

These trends indicate that there is a tremendous amount of work to be done to deliver and implement technology that will improve healthcare delivery and outcomes as evidenced by lower costs and improvements in patient safety.

Organizations such as HIMSS are at the forefront of the efforts in this country to improve healthcare. The **HIMSS Annual Conference** and other **HIMSS sponsored events** provide insight into the trends, people, and vendors that are driving change in healthcare.

We are fortunate to be a part of the healthcare IT industry at this time so that we can contribute to the mission of improving healthcare delivery. The ultimate success of our efforts will shape the future of healthcare in this country and is dependant upon the efforts of many talented people. Therefore, participation and voluntarism are important to the success of the changes that will be made in this

industry. I would encourage all of our readers to participate in HIMSS at a local and national level and look for opportunities to volunteer their time to support the **HIMSS mission** "to lead change in the healthcare information and management systems field through knowledge sharing, advocacy, collaboration, innovation, and community affiliations."

ICG Participation in Local HIMSS Chapters

Colleen O'Brien, Vice President of Business Development

3 years on Board of Colorado HIMSS chapter

David Kernea, Cerner Practice Director
Treasurer of Alabama HIMSS chapter

Darien Hallagan, Director of Business Development
Communications Chair for Georgia HIMSS chapter, fiscal year 2007

David Raffel, Executive, Strategic Management
Advocacy Co-Chair (Missouri) for Heart of America HIMSS chapter

HIMSS Advocacy & Public Policy Steering Committee
HIMSS Legislation-Regulation Review Task Force

Michelle Hager, McKesson Practice Director
Secretary for South Carolina HIMSS chapter

Carolyn Weinig, Director of Business Development
Nominated for Board at Large Colorado HIMSS chapter

Marie Medenbach, Senior Consultant
Colorado HIMSS Program Chair 2005 – 2007
Colorado HIMSS Communication Chair 2007 – 2008

Colorado HIMSS Program Chair Elect 2007 – 2008
'Spirit of HIMSS' Award & Certificate – April, 2007
National PMI Healthcare Special Interest Group Strategic Lead

Consultant Spotlight

Consultant Spotlight



Consultant Spotlight

Scott Hassler

With an education in **Business Administration**, Scott has been very successful within the healthcare IT arena for many years. Working directly for hospitals led him to a career within the **Siemens Corporation** (formerly SMS) and eventually to work as an independent consultant. Scott joined **ICG** last summer and his current assignment is at **Seton Health System** in Austin, Texas. He has been a valuable member of the team of **ICG** consultants for the major project (see article on page 3) to build a new **CICS** for the opening of a facility, **Dell's Children's Hospital**. With the upcoming **LIVE** event scheduled for July, Scott's goal is to ensure the success of the project and provide quality testing, live and post live support.

Scott has fifteen years experience using, installing and supporting the **Siemens Invision 3270** and **OAS Gold Patient Management** applications, along with ten years experience installing and supporting

the **Invision** fixed format **Super Record** and **GRV3 HL7** interface transactions. His impressive background includes utilizing his project management and technical expertise

“Scott joined the **Services Team** of **ICG** and quickly became a strategic resource for **ICG** customers. His 15 years of experience in the health care industry allows him to suggest best practice solutions and then build the application to support the process.”

– Diane Feyen
Vice President of Services

while working with multi-entity facilities during multi-application installs. His ability to keep projects moving forward makes him a great asset to install team members and management alike.

Spending time with his family and friends in the great outdoors in his home state of Michigan is one of Scott's favorite things when he is not working. He also

enjoys many of the winter sports including snowmobiling and skiing.

ICG is very lucky to have **Scott** as a member of our **Invision Practice** with his vast expertise and positive can-do attitude.

ICG Continues to Grow

Innovative Consulting Group is pleased to introduce our newest members: Paul Nystrom, Susan Queen, Don Renelt, Sam Vickers, Dale Paradowski and Cyndy Gay. Paul Nystrom is the Director of Business Development for the Northern US and he is based in Massachusetts. Susan Queen is engaged as a McKesson analyst at Cascade Health in Oregon through McKesson. Don Renelt is engaged as a Cerner iNet implementation team member at Loma Linda in California. Sam Vickers is working on McKesson Star Patient Accounting at the University of Maryland in Baltimore. Dale Paradowski is currently between assignments and has expertise with Cerner Power Chart. Cyndy Gay is our Recruiting Assistant and she is based in Roswell, Georgia. Please join us in welcoming Paul, Susan, Don, Sam, Dale and Cyndy to the **ICG** team!

Client Profile

Client Profile



Team Picture (left to right): Kevin Ormand, Finance Project Manager; Lee Ann Brown, IS Project Manager; Al Vickers, Custom Job Team Lead and Keven Fischer, Patient Management Team Lead.
Not Pictured: Kim Clawson, Integration Team Lead and John Golding, Patient Financials Team Lead

Client Profile Seton Medical Center Austin, Texas

The **Seton Family of Hospitals** (<http://www.seton.net>), a not-for-profit organization and a member of Ascension Health, is bringing an additional hospital, **Dell Children's Medical Center of Central Texas**, to their network of facilities. Dell Children's will be a leader in environmentally sound practices by maintaining green building practices in each of the five categories necessary to be termed a "green building". The site of the new facility, **Robert Mueller Municipal Airport**, is part of the **City of Austin's Smart Growth Initiative**. Dell Children's elected to use an experiential model approach, similar to **Disney**, which will make the hospital experience pleasant and comparable to staying at a **5 star hotel**. As part of the new project, Seton teamed up with the ICG Siemens practice and engaged seven consultants from ICG to assist them to implement the children's facility onto a new Invision CICS.

ICG consultants have provided expertise in Invision patient management, orders and patient accounting applications, reporting, and interfaces to various foreign systems. The prime initiative was to build the system to incorporate current Seton Invision

modifications without bringing outdated or unnecessary processing to the new CICS. This initiative required a significant effort during the early phase of the project since each pathway had to be documented and evaluated prior to implementing them for the new facility.

"The mutual respect of team members from Seton and ICG has been one of the most important success factors affecting this project."

– **Brenda Ward**
Siemens Practice Director

Lee Ann Brown is the Business Systems Manager at Seton Medical Center in Austin, Texas. In an operational perspective, she works with non-clinical systems such as **PeopleSoft, Lawson, Kronos Accounts Payable/Time and Attendance systems**. She is the IS Project Manager for the SMS A2K Patient Management/Patient Accounting to Dell Children's Medical Center. Lee Ann has a 5 year background with **Ascension Health** and over 10 years of IT experience.

Dell Children's will allow room for more specialists to practice, meeting the growing healthcare needs of the children in **Central Texas** and transforming Austin into a community that provides care for all types of childhood diseases and conditions, including some treatments not currently available in the area.

Seton is proud of its role as the region's leader in working with other providers and community partners to develop, fund and operate healthcare management innovations that will assure access to quality care for thousands of uninsured and underinsured **Central Texans**. As the leading regional provider of healthcare services, **Seton** will continue to fulfill its mission, which includes meeting the challenges continued growth brings, and above all, of assuring **Central Texans** have sustained access to safe, quality care.

The new facility is scheduled to go live on **June 18, 2007**. Dell Children's is scheduled to open **June 30, 2007**.



TECH TIPS

Tips, tools, and news you can use.

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NPI Implementation Dates

by Melinda Patton, Senior Consultant

Work your existing 1500 and Non Pro Fee 1500 claims on the Failed Claims Requirement Report (FCR250)

Once you have the STI's

- Access your 1500 and Non Pro Fee 1500 Claim Load Edit Parameters and create the 08/05 version, with the appropriate Begin Date. Also set the new field "1500 Loc 29 Amount Paid Calc".
- Access your 1500 and Non Pro Fee 1500 Charge Control Parameters, set any new or revised fields. Of special note are the Phys/Dept ID Upper and Phys/Dept ID Lower fields for the 08/05 format, the Edit Pro Fee Charges/Edit Charges fields (make sure to include 24J Upper and 24J Lower), the PCON Phy/Dept ID fields, and the NDC fields.
- Set the Retention Days and Printers for the new 1500 and Non Pro Fee 1500 claim spoolfiles.
- Test the new format of the claims with your third party claims vendor.
- If you have any interface using the print image of the 1500 or Non Pro Fee 1500 claim forms, these must be updated and tested.
- Test the 08/05 format of the claims in Pre Bill Edit.

Dates To Remember!

Centers for Medicare and Medicaid Services (CMS)

- CMS has decided to extend the acceptance period of the form CMS-1500-12-90 version beyond April 1, 2007. Medicare contractors will be directed to continue to accept the Form until notified by CMS to cease. At present, the CMS target date is June 1, 2007.

If your hospital will not be live on 11.0 or higher by the mandated date, a possible option is to retrofit the NPI (National Provider ID) STI's, and have your third party claims vendor convert the current 1500 claim into the 08/05 version.

References: http://www.cms.hhs.gov/NationalProvIdentStand/06_implementation.asp
<http://www.cms.hhs.gov/ElectronicBillingEDITrans/Downloads/1500%20problems.pdf>
<http://www.cms.hhs.gov/ElectronicBillingEDITrans/Downloads/1500FAQs.pdf>

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Calculating dates and days using PRALC2

by Scott Hassler, Senior Consultant

Next time you need to calculate a date or number of days within a pathway, try using the following CHPPDVAL functions:

- DAYS(Component)** will compute the number of days between 1/1/1901 and the date valued in the component.
- DATE(Component)** converts an integer component into a date in MMDDYY format. The integer component is the number computed by the DAYS(Component) function.
- DATE8(Component)** converts an integer component into a date in MMDDYYYY format. The integer component is the number computed by the DAYS(Component) function.

Examples:

- If you need to know the actual DATE one week from today:
"%COMP#02" = DATE(DAYS("%SYSDATE") + 7)
- If you need to know the actual DATE for a variable number of days from today and are valuing UDAYSOOT with the variable number:
"%COMP#03" = DATE(DAYS("%SYSDATE") + "UDAYINTV")
- If you need to value an order date (C1213) dependent on a designated start time(C1214) of 1800:
If "C1214" is valued and "C1214" GT '1759' then "%COMP#20" = DAYS("C1213"), "%COMP#21" = "%COMP#20" + 1,
"U1213#02" = DATE("%COMP#21");
If "C1214" is valued and "C1214" LE '1759'
Then "U1213#02" = "C1213"



Spring 2007 Newsletter

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Upcoming Events

Cerner RUG – North Atlantic
Uncasville, CT
June 14 – 15, 2007

Cerner RUG – Northwest
Kirkland, WA
June 25, 2007

HIMSS Summit
San Diego, CA
June 25 – 26, 2007

Cerner RUG – Southwest and South Central
Albuquerque, NM
July 15 – July 17, 2007

Siemens Education Symposium – Innovations '07
Philadelphia, PA
August 12 – 15, 2007

Congratulations!

Spirit of HIMSS Award Winner

*Congratulations to Marie Medenbach,
ICG Senior Consultant*



Established in 2003, the Spirit of HIMSS award recognizes members who exemplify the mission of HIMSS through their recent volunteer efforts within the society. The award is given to a member or group of members every month, at the discretion of the Individual Membership Committee. ICG consultant, Marie Medenbach, has been a tremendous force with the Colorado HIMSS chapter as a volunteer and Program Chair. In her role as the Program Chair, she has coordinated 12 successful events in the past 2 years including 6 social gatherings, 4 half day conferences, and 2 full day conference programs. The Colorado Chapter has won two Chapter Innovation Awards during Marie's tenure on the board. For her active involvement with the Colorado Chapter and dedication to EMR advancement, Ms. Medenbach received the April 2007 "Spirit of HIMSS" Award.

Marie has over 7 years of IT healthcare experience. She joined Innovative Consulting Group (ICG) in November, 2006 and is thrilled to be part of such a dynamic, ethical and professional organization. To date, the 'Memorial Health System - North Hospital' implementation in Colorado Springs has been the most successful project of her career - launching on-time, under budget, within scope, and with a very high level of quality and dedication towards patient safety.

*Look for the complete article on Marie in the
HIMSS Newsletter this month!*

How did we do?

"In my consulting engagement as an interim manager of an INVISION support staff, I had many opportunities to interact with ICG. While all of the projects they were involved with were complicated, there were several which were extremely complex in nature. On all occasions ICG supplied the expertise and management necessary for successful completion."

John Golding, President, JMG Innovations, Inc.

Credits

Leadership Team

Wayne Kinney, Diane Feyen, Colleen O'Brien, David Raffel, Jeff Kinney

Innovator: Editor in Chief - Colleen O'Brien; Reporting Editor - Kim Hoops;

Graphic Designer - Zachary Moore