



2012 Amerinet Member Conference
May 15-18, 2012
Rio All-Suite Hotel and Casino, Las Vegas, Nev.

Track: Supply Chain
Day: Weds.
Date: 5/16/12
Slot: 1.5 hours
Time: 2:15 – 3:45 p.m.

Title: Integrating Supply Chain for Revenue Integrity in Your Organization

Primacy Audience: Supply Chain and Materials Management Professionals

Other relevant disciplines: Finance, Revenue Integrity, and Revenue Cycle professionals.

CE awarded:	Material Management Executives	ISM ACHE II
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Description:

While supply chain traditionally has been thought not to extend past managing inventory for internal use, the role of supply chain and materials managers is elevating in healthcare organizations that can clearly identify these professionals' impact on the organization's financial performance and compliance.

As clinical inventory is used for patient care, many high-dollar items can be turned into revenue through billing to third-party payers. To accomplish accurate, efficient and consistent revenue recovery, linkage between supply chain and those hospital departments that recover money for medical/surgical devices is indispensable. As we move toward bundled payments, this becomes even more important. With expected decreases in reimbursement and increases in supply costs, the need to ensure synergy between supply chain and revenue cycle operations must be a significant focus for hospitals. However, most are unsure where to begin this integration. The information in this presentation is based on extensive discussion with healthcare organizations that differ in size, mission, technology and efforts to achieve the integration of supply chain and revenue cycle operations.

Objectives:

- Assess your current efforts and develop a roadmap for future action by reviewing leading approaches to this issue.
- Outline how to link your supply chain and revenue cycle efforts with the overall organization's mission, goals, and strategy.
- Determine how different stakeholders value and use information to achieve improved revenue integrity

Speakers:

Wendi Accardi RN

Wendi Accardi RN -Serves as the director of Revenue Integrity for Advocate Health Care, an integrated health delivery system in the Chicago metropolitan area. Wendi is responsible for 10 hospital system Chargemaster standardization and maintenance, as well as all

defense/insurance audits, system Revenue Capture and Audit teams and Regulatory Integrity initiatives at Advocate.

Wendi has over 30 years of healthcare experience serving as Nurse Manager in the clinical arena as well as a Healthcare Regulatory and Compliance Manager at PricewaterhouseCoopers. Wendi has been in her current position with Advocate for 11 years.

Kelley Blair, MA

Kelley Blair is senior vice president of Professional Services for Craneware. She helps hospitals of all sizes better manage revenue cycle strategic projects by providing healthcare operations insights, best practice, performance improvement methods and measurement tools. In addition to more than twelve years of revenue cycle operations management and performance improvement experience, Blair is a certified Six Sigma Black Belt with formal training and experience using Lean and Focus PDCA improvement methodologies in complex integrated health systems. Blair holds a masters degree in Organizational Leadership with a focus on Strategic Management.

Greg Headrick

Greg Headrick is the Revenue Integrity Surgical Analyst for Advocate Health Care. He maintains the standardized Peri-Operative CDM's for 10 hospitals covering O.R., POCU, PACU, GI Lab and Anesthesia. In addition, he coordinates the charge practices of the Surgical Charge Auditors at all sites. Greg develops and implements Standardized Billing Guidelines and chairs the Charge Standardization Committee. Greg works closely with the SurgiNet and Lawson teams to maintain revenue integrity. He has 29 years experience in the OR, holding clinical, support and Materials Management positions.

Greg is the administrator for the Craneware Supply Charge Link program. He is currently facilitating the use of Supply Charge Link by system Procurement and site Business managers.