



ANASAZI SOFTWARE BEHAVIORAL HEALTH NEWS

Change on DC's agenda for Behavioral Healthcare *What should be expected from the new leadership in Washington*

With a new president and a new Congress, change is the top agenda item across Washington, D.C. Since the rapidly changing field of Behavioral Healthcare is often effected by federal initiatives, what changes should we expect from President Barack Obama and the 111th Congress?

While the myriad details of bills, budgets and initiatives change by the hour, there are several overarching themes which should prove important to the new leadership in Washington.

Technology has been a significant issue throughout the presidential campaign. Throughout both the election and transition, Team Obama has understood and made superb use of technology to communicate ideas and network his supporters.

For the first time, Obama intends to establish a Chief Technology Officer for the United States. This



generational embrace of the latest developments bodes well for efforts in the field of Health Information Technology. In fact, prominent leaders in

Continued on page 3

Inside This Issue...

Latest CCHIT developments for BH, Long Term Care	2
Revenue Management watches bottom line	2
Behavioral Health Conference Calendar	4

Customer Profile: *Catholic Charities, Diocese of Trenton*



Catholic Charities, Diocese of Trenton, has 34 facilities serving a sprawling, four-county area of New Jersey.

When Catholic Charities, Diocese of Trenton, was looking for a comprehensive software solution, they had a tall order. The not-for-profit agency has 34 facilities spread across four New Jersey counties, providing behavioral healthcare, addiction treatment and many other services.

In addition to the agency's large size and varied missions, each part of this sprawling enterprise had its own unique database, scheduling and billing system.

Despite these challenges, the agency knew that a unified Electronic Health Record system would significantly enhance the organization's efficiency,

revenue and regulatory compliance. But was there one system that could do it all?

According to George Bontcuc, the agency's Associate Executive Director of Fiscal Affairs, one solution stood out. "Anasazi best fit the range of programs and services for Catholic Charities Trenton," he said. "Anasazi was the most adaptable for our combination of social services and behavioral healthcare."

Catholic Charities Trenton adopted Anasazi Software in April 2002, beginning with Client Data System. "The Client Data implementation went very, very well," said Bontcuc. "The training was

Continued on page 3

CCHIT Update News BH, Long Term Care programs to be launched in 2010

The Certification Commission for Healthcare Information Technology (CCHIT) has been gathering public input on a roadmap for expansion of its Health Information Technology (HIT) certification programs.



The roadmap includes development of several new certification programs for launch in 2010. Two areas already named in previous years, Behavioral Health and Long Term Care, will be developed as planned.

In addition, four new program areas are proposed, all of which are optional add-on certifications for Ambulatory EHRs: Clinical Research, Dermatology, Advanced Interoperability and Advanced Quality.

The Commission plans to open a call for volunteers for new Work Groups on Clinical Research and Dermatology in the Spring. Taking a slightly different approach for Advanced Interoperability and Advanced Quality, the organization plans to draw upon existing volunteer resources serving on special panels.

"Spurred by new government initiatives and funding, we think 2009 will see an across-the-board acceleration in health IT activities: more research and development, accelerated adoption, and new financial incentives that demand realization of the full benefits in quality, safety and efficiency," said Mark Leavitt, MD, PhD, chair.

"It's the right time to add more flexibility to our approach, so we can fine tune our programs to meet everyone's needs for health IT certification," Leavitt continued.

The roadmap identifies additional areas for future consideration, even though programs for them may not be ready for launch in 2010. The finalized Roadmap will be published in late February.

Maximize your revenue with Anasazi Software *Revenue management capabilities second to none*

In our difficult economic climate, every agency is keeping a sharp eye on the bottom line. Thankfully, Anasazi Software will provide your agency with the most advanced billing system on the market.

Since 1989, Anasazi has worked in the behavioral healthcare industry to develop a system specifically designed to meet the uniquely challenging needs of behavioral healthcare billing and reporting.

In addition to providing your organization with everything you would expect from a billing system, Anasazi Software takes it to a higher level by adding superior tools and utilities to actually improve revenue.

Anasazi's Billing Algorithm, Billing Suspense Mechanisms, Client Service Billing Test Recalculation Utility and Robust Reporting could make the difference in whether your agency struggles or thrives in this challenging economy.

The Anasazi **Billing Algorithm** truly isolates the clinician from the complexities of today's reimbursement environment. Any reimbursement structure is supported, including Fee for Service, Medicaid with Waivers, Capitated, Capitated Case Rate, EAPs, Contract, Sliding Scale, Maximum Ability to Pay, and Negotiated Payment Schedule.

In addition, the Billing Algorithm allows selection of a service code based purely on the definition of the treatment provided. The algorithm determines the procedure code, units of service, round-off rules, usual and customary fee, and expected reimbursement based purely on service information.

This sophisticated support dramatically reduces the effort involved in the transaction most commonly performed (i.e., service entry).

Anasazi's **Billing Suspense Mechanism** prevents submission of bills in cases where it is known that a payment would be denied under the current billing status (e.g., no billable diagnosis, exceeding pre-authorized

limits, no progress note, the service is not on the client's Treatment Plan, etc.).

Reporting is provided to clinicians, supervisors, and directors of the services in suspense, along with the reason for suspense and the value of the services in suspense. This level of support provides for reduced receivables and improved management of the billing circumstances.

Our **Client Service Billing Test Recalculation Utility** allows the user to go back into the system's history to have the Billing Algorithm recalculate how it would have billed a service had the situation been different.

This will help your agency in several circumstances. As one example, assume a client receives retroactive Medicaid coverage and you now want the system to backbill for all the services performed. Another would be a client who failed to inform you of their Medicare coverage in addition to their Medicaid coverage.

Since these payors use different CPT codes, round off rules and rates, this utility will automatically reprocess all the services and, at the time of cross, fix everything for you.

Finally, Anasazi's **Robust Reporting** capability provides your agency with countless reports to make management that much easier. Here are just a few examples:

- ◆ Client 3rd Party Coverage Report
- ◆ Accounts Receivable Report
- ◆ 3rd Party Billing Suspense Report
- ◆ Fiscal Balance Report
- ◆ Authorizations Limit Report
- ◆ 3rd Party Denials Report
- ◆ Aged Accounts Receivable Report
- ◆ Journals Audit Report
- ◆ Revenue Report
- ◆ 3rd Party Payments Report

For more information about Anasazi's revenue management capabilities, contact us today.



Trenton *(Continued from page 1)*

great. I thought it was very well-organized and well-thought-out."

Billing Manager Liz Luciano considers herself an Anasazi "super-user" who trained the staff on the new system. "It has eased reporting for us and it's made us more efficient," she said. The agency also was able to centralize its myriad billing functions into Anasazi. This has allowed the billing department to streamline its staffing, improving revenue.

Another stand-out feature for Luciano is Anasazi's forms building utility. The agency was able to replicate their existing paper forms on the computer, making them fully reviewable and ready for printing as needed.

The user-friendly utility also empowers the agency to make changes on-the-fly. "We can customize the forms ourselves, which has worked out very well," she said.

With their unified Anasazi system, Catholic Charities Trenton can more easily track clients throughout their diverse programs. A single history helps clinicians better understand the treatment each client is receiving.

And compliance has been made far easier. "When you are doing things manually, there may not be checks and balances," Bontcuc said.

"But this is an audit-proof system," he continued. "We can backtrack to see exactly what happened to make sure we did everything right."

Change *(Continued from page 1)*

both political parties have stressed the need for Electronic Health Records (EHRs) to make our health care system more efficient and effective while reducing overall costs.

Obama's technology agenda calls for reducing health care costs, in part by investing \$10 billion a year over the next five years to broadly adopt standards-based electronic health information systems, including EHR.

The planned return on investment would come from improving fiscal and clinical administrative efficiencies. Additional ROI would be achieved through improving clinical and operational quality.

It is clear that an initial investment in a quality EHR system helps all behavioral health organizations reduce their overall cost while improving their quality of care.

In fact, the national economic worries have actually motivated governmental leaders, business

leaders and agencies to expedite this embrace of technology. If saving money is the goal, EHR is a proven method to achieve it.

These economic realities have prompted many in Congress to promote incentives for clinicians and hospitals to implement and use HIT systems sooner rather than later.

In addition, President Obama signed the State Children's Health Insurance Plan (SCHIP) on Feb. 4. SCHIP will insure 11 million children for the next four and a half years and will allow states the option of covering the children of legal immigrants.

Most relevant to the behavioral healthcare industry, the final SCHIP legislation removed the discriminatory language of the original that allowed plans to provide mental health and addiction treatment coverage at only 75% of other services. It now includes equal coverage for mental health and substance use disorders.

Another recent change was Medicare's new incentive pay for physicians using e-prescribing. The benefits of e-prescribing include decreases in complications due to medication interactions or adverse medication reactions, greater ease for clinicians to choose generic or cheaper drug options based on the patient's insurance plan, and several administrative improvements.

Look for detailed information about Anasazi's e-prescribing options in the next issue of this newsletter.

Learn more about the Anasazi Software Product Suite

Electronic Clinical Records – Assessment & Treatment Plan Systems

Reduce time spent on paperwork and increase your agency's effectiveness. Includes more than 600 forms and assessments, an easy form builder and a rapid group progress note feature.

Clinician's Homepage

This real-time case management tool provides up-to-the-minute client status at a glance. It empowers clinicians with the knowledge to manage their caseload, while giving supervisors tools to monitor staff and assignments.

Revenue Management

The most advanced billing system on the market. It includes the Anasazi Billing Algorithm, Billing Suspense Mechanism, Comprehensive Bill Trace and more to meet the challenges of behavioral health billing and reporting.

Robust Reporting

More than 170 reports are at your fingertips. You can easily format your data to the specific criteria and detail level you need without waiting on your IT staff.

Scheduling

Automated scheduling for clients, staff and other resources in one system. Includes the powerful Billing Pro-Forma feature and daily scheduling reports.

Managed Care Organization

Allows your agency to act as a Managed Care Authority. Includes Payor/Contract Modules, Network/Provider Modules, Membership/Client Modules, and more.

Additional Anasazi Software products include **Cost Accounting, Fiscal and Human Resources** systems, fully integrating all your technology needs into one complete solution.

For more information about Anasazi Software, call our office toll-free at 1-866-529-7547



www.anasazisoftware.com
E-mail: sales@anasazisoftware.com
Phone: 480-214-2397
Fax: 866-529-7547
9831 South 51st Street
Suite C117
Phoenix, AZ 85044

Anasazi Software, Inc.

The Latest in Behavioral Health Technology News & Information



ANASAZI RESULTS IN IMPROVEMENTS FOR N.J. AGENCY

- ◆ An agency switches to Anasazi and sees impressive results. See the front page for details...

MAXIMIZING AGENCY REVENUE DURING TOUGH TIMES

- ◆ Learn how Anasazi's advanced revenue management capabilities can improve your bottom line. Complete story inside...

Anasazi Software Conference & Event Calendar

April 5-8
National Council for Community Behavioral Healthcare Conference
San Antonio, TX

April 22-23
California Institute for Mental Health Information Management Conference
Garden Grove, CA

April 28-29
New Jersey Association of Mental Health Agencies
Iselin, NJ