

Strategic Focus

Strategic Business Systems, Inc. is an Authorized Independent Value Added Reseller of GE Medical Systems Information Technologies, Inc.



in this issue...

	PAGE
EHR outweighs privacy risks	1
HiMSS Davies Award	1
Dates to Remember	1
NPI News	2
Cahaba Training Tools	2
Coming Soon! CPS Videos	2
CMS Video Programs	2
GE EDI Services	3
Turn Talk Into Text	3
Centricity Analytics v3.0	3
P2P Link EDI Interface	3
Tamper Resistant Rx Pads	3
How to Contact Us	4
SPS Medical Billing Services	4
Centricity Practice Solution	4

Thanks for a great 2007! We're kicking off the new year with the following...

DATES TO REMEMBER:

To Register for these Events:
tradeshows@sbsmem.com

- 02/22-23... **CHUG Spring Conference**
Tampa, FL - Marriott Waterside
- 03/06-08... **LAMGMA Conference**
Point Clear, AL - The Grand Hotel
- 04/01-04... **TNMGMA Conference**
Chattanooga, TN - Marriott Conv.
- 04/09/08... **Middle TN User Group**
- 04/16/08... **Western TN User Group**
- 04/23/08... **East TN User Group**
- 04/24-25... **Arkansas Medical Society Expo** - Branson, MO
- 04/30/08... **Kansas/MO User Group**
- 05/29-06/01... **MSMS 2008 Session**
Biloxi, MS - Beau Rivage

Majority of Americans believe benefits of electronic health records outweigh privacy risks

A sizable majority of Americans believe electronic medical records have the potential to improve U.S. health care and that the benefits outweigh privacy risks, according to a new Wall Street Journal Online/Harris Interactive poll.

The survey of 2,153 U.S. adults, conducted Nov. 12-14, shows three-quarters of respondents agree that patients could receive better care if doctors and researchers were able to share information more easily via electronic systems and 63% agree sharing of such records could decrease medical errors. Fifty-five percent agree this could reduce health-care costs, compared with 15% who disagree. However, about one-quarter of adults remain unsure whether electronic medical records can provide these benefits.

About one-fourth of respondents say they currently use some form of electronic medical record; most say the record is kept by their physician, while only 2% say they have created and maintain their own record and another 17% said they aren't sure whether they have such a record. Still, 91% of those polled say patients should have access to their own electronic records maintained by their physician.



Article by: *The Wall Street Journal*
 November 29, 2007



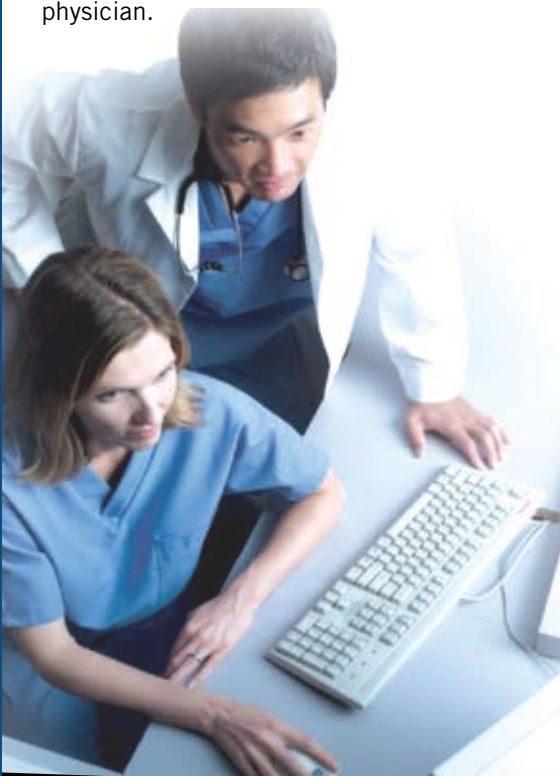
CENTRICITY EMR USERS IN THE NEWS...

The Healthcare Information and Management Systems Society (HIMSS) has named the recipients of its 2007 Nicholas E. Davies Awards of Excellence in the organizational, ambulatory and public-health categories to recognize achievements in implementation of electronic health records.

In the ambulatory category, the winner was Village Health Partners of Plano, Texas. Village Health is the new name of Family Medical Specialists of Texas (FMST), a longtime Centricity EMR customer.

Village Health Partners, now an eight-physician family practice in Plano, Texas, was founded in 2001 by Christopher Crow MD, MBA and Sander Gothard MD. Centricity EMR was implemented in 2003, and today, the group is building a medical village with the goal of improving their lives and their patients' lives by creating a one-stop shopping medical experience.

Davies Award recipients will present their stories during the 2008 HIMSS Conference & Exhibition, Feb. 25-28 in Orlando, FL.



OUR MISSION . . .

Is to Enhance and Promote the Business Performance by Providing Quality Products and First Class Support.

THE NPI IS HERE. THE NPI IS NOW.

REMINDER: Effective January 1, 2008, all Medicare fee-for-service institutional claims received must include an NPI in the primary fields on the claim (i.e., the **2010AA Billing and 2010AB Pay-to Provider Loops**). Providers may continue to submit NPI/legacy pairs in these fields or submit only the NPI. Claims with only a Legacy provider identifier for the primary fields will be returned as unprocessable.

BEGINNING: 03/01/08, Medicare Fee-For-Service 837P and CMS-1500 claims must include an NPI in the primary fields on the claim (i.e., the billing, pay-to, and rendering fields). You may continue to submit NPI/legacy pairs in these fields or submit only your NPI on the claim. You may not submit claims containing only a legacy identifier in the primary fields.

(For institutional claims, the primary provider fields are the Billing and Pay-to Provider fields. For professional claims, the primary provider fields are the Billing, Pay-to, and Rendering Provider fields. If the Pay-to Provider is the same as the Billing Provider, the Pay-to Provider does not need to be identified.)



Training Tools are Available

Cahaba GBA serve as a Medicare Part A intermediary and Part B carrier. They provide a variety of online training courses as a tool to possibly test your office staff, new employees and also as use in your day-to-day study habits.

These online course are available at: www.cahabagba.com, click on Online Courses. Estimated completion time is one hour.

Topics Include...

- Advance Beneficiary Notification
- Appeals
- Care Plan Oversight
- CERT
- Consultation Services
- Correct Coding Initiative (CCI)
- Fraud and Abuse
- Incident To Services
- Medicare Overview (Part B)
- National Provider Identifier
- Preventive Services
- Surgical Modifiers

coming
soon...

We will have
Online Training
Videos Available!

We will keep you
posted on our
progress!



The Centers for Medicare & Medicaid Services (CMS) offers a number of educational products to the public free of charge. The following is an example of one of the programs that is available on the MLN web site. Some of the videos may be used for CEUs after completion.



An Overview of Medicare Preventive Services for Physicians, Providers, Suppliers, and Other Health Care Professionals video program - This educational video program provides health care professionals with an overview of Medicare-covered preventive services. The program includes a segment on Medicare's coverage of influenza, pneumococcal, and hepatitis B vaccines. Included in the segment are strategies that providers may use to increase the use of these vaccines in their practices and tips for setting up a flu clinic. This educational video has been approved for .1 IACET* CEU for successful completion. This video program can be ordered through the MLN Product Ordering web page located on the CMB website at:

http://cms.meridianksi.com/kc/main/kc_frame.asp?kc_ident=kc0001&loc=5

PROACTIVE FINANCIAL MANAGEMENT

GE CENTRICITY®

Centricity EDI Services, an integrated web-based, comprehensive, all-payer claims management solution via the internet. Proactive monitoring services with automated and customized Task Management work lists are designed to help customers manage the claims that either failed to pass the up-front edits or that were denied for payment by the payers. This combined solution eliminates paper, phone, and fax steps to improve productivity and increase cash flow – saving time and money. Providers can request real-time or batched eligibility requests to be sent to GE's payer network for immediate response. Responses are stored within the practice management system for review and are available at all times.

EDI SERVICES



Turn Talk... Into Text!

NATURALLY SPEAKING MEDICAL SOLUTIONS

Dragon NaturallySpeaking Medical Solutions is an easy-to-use, powerful speech recognition software that allows users to work hands-free. It enables healthcare professionals to complete clinical notes instantly and at a fraction of the cost of manual transcription.

Dictate into any headset or handheld device for automatic transcription. Convenient to use with a Tablet PC system and integrates with your Centricity® Electronic Medical Record (EMR) application. Just speak at a normal pace into your headset, and your words appear in virtually any Windows®-based application.

It includes an extensive medical vocabulary with medication names, procedures, diagnoses, and diseases. The delays and costs of transcription services are eliminated. Spend more time on professional medical tasks and less time on paperwork.

To incorporate this product into your EMR, please contact our Sales Department at (888) 250-3056, sales@sbsmem.com.



P2PLink EDI Interface

Will allow electronic submission of workers' compensation Claims from within Centricity. P2PLink Interface will allow secure and electronic submission of attachments with claims. This will facilitate faster, more efficient, more accurate, and secure billing while increasing provider-to-payer communication in a entirely paperless environment. For more information contact our Sales Department at sales@sbsmem.com.

ELECTRONIC CLAIM SUBMISSION

Providers may submit HCFA-1500 claims electronically to the more than 1000 health plans connected to the GE payer network. Automated and integrated workflow tools, bridge together GE's all-payer claim EDI gateway and proactive services with work lists within Centricity Practice Management. This technology is designed to help customers manage the claims that either failed to pass the up-front edits or that were denied for payment by the payers.

By establishing a single connection through Centricity EDI Services, customers are linked electronically to over 1000 payers for the processing of claims and electronic remittance advice. This one-stop connectivity approach simplifies information exchange and consolidates claim functions such as electronic claim submission, electronic remittance advice processing, paper claims mailing service and outsourcing of patient statements. Using the Centricity EDI Services tool, customers are able to see a snapshot of all activity including key billing performance indicators, the value and status of claims processed and the top rejected payers and rejected reasons.

DECISIONS MADE EASY

CENTRICITY® PRACTICE - ANALYTICS v3.0 IS NOW AVAILABLE!

The success of your organization depends on access to timely and accurate information. Centricity Practice Analytics provides administrators with an intuitive, flexible, and analytical tool to help manage the complex environment. With its easy-to-use interface, utilizing Microsoft Excel functionality, Analytics:

- Simplifies the process of navigating through detailed data.
- Transforms Transactional Data into Meaningful Business Information
- Automatically Loads Centricity Data
- Offers Extensive Reporting and Analysis Capability



CENTRICITY® SERVICES UPDATE

CMS Tamper Resistant Paper Requirement for Prescriptions

On May 25th, 2007, Congress signed the U.S. Troop Readiness, Veterans' Care, Katrina Recovery, and Iraq Accountability Appropriations Act of 2007 into law. Section 7002(b) of the bill included a provision requiring all written Medicaid prescriptions to be written on "Tamper Resistant Prescription Pads" to qualify for Medicaid reimbursement. Under the new law, all written Medicaid prescriptions must be on tamper-resistant prescription pads beginning April 1, 2008.

At
Strategic Business
Systems, Inc.

We are Tending to the
health of your business...



*Spend more time with your Patients...
and let us take care of the Paper Work!*



Strategic Physician Services, Inc. can help manage the business side of your practice by providing you with our medical billing services. This includes printed monthly statements, insurance billing & collections and also patient collections. To inquire about pricing plans contact us at (800) 718-2592.

www.strategicphysician.com

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One For All...



CENTRICITY® PRACTICE SOLUTION
The Single solution for your medical practice

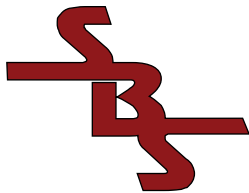
Learn how this completely integrated clinical and financial management solution can benefit your organization.

THE WHOLE PICTURE

Centricity Practice Solution gives you a 360-degree view of your patients. Schedule appointments, document care activities and automate billing processes - all with smart easy tools that help you raise the bar on care quality and practice profitability. With Strategic Business Systems, Inc. and GE Healthcare, you have a trusted partnership you can rely on for the long term to help you advance the performance of your practice.

To receive more information about CPS and discuss your upgrade plan, please contact our Sales Department at (888) 250-3056.

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FIRST QUARTER
2008 NEWSLETTER

*"Our Mission is to enhance and promote the business performance and growth of our customers over the long term by providing **quality products** and **first class support**."*

