

Nephrology Associates Of Northern Illinois/Indiana

Great News at NANI

There have been a lot of changes at NANI since I started just six short months ago. Kelly McDonald has been promoted to Director of Physician Services, we have hired a new Controller, Glen Lezon, a new Coder, Angela Allen and a new Billing/AR Manager, Alice Phillips. Our team is coming together to help make NANI a stronger more responsive organization focused on delivering superior service to our practice partners.

Glen has been working to improve efficiencies within our structure in Oak Park and with the help of all of our staff, is striving to improve our revenue cycle and charge capture rates. This has been a top priority project in Oak Park. We all believe that we can shorten the revenue cycle by aggressively collecting old receivables and improve charge capture through great communication between our billing staff and physicians. This communication starts with the chart audit schedule that Alice Phillips and Angela Allen have set and are currently working. All NANI practices will have the benefit of this review and feedback before the end of the year.

Kelly McDonald in her role as Director of Physician Services is coordinating the service and response our practices receive from all areas of NANI and supporting practice staff in our many locations. Kelly, especially, is helping lead our focus on superior service and support for our practices. This starts again with great communication and feedback among and between our locations. Kelly is currently working on many projects, not least among them, is the work she and many of our nurses are doing on standardizing and setting best practices for CKD clinical care.

I am pleased and excited at the opportunity we have together to continue to build on the good work and that is being done here at NANI. I look forward to helping our staff accomplish a lot in 2006 and beyond.

Please remember to mark your calendars for our picnic in July. It will be a nice chance to get all the NANI family together for a day of fun.

Brian J. O'Dea

Expense Account Management

by Brendon Dreps, Senior Accountant

Some of our Professional Staff utilize an expense account to reimburse themselves for business related expenses. NANI has different types and amounts set up in these accounts depending on the needs of the individual. In the past there have been questions about the items that can be declared as expenses or reimbursed through this type of account. For many of you home computers or printers, car payments, gas, maintenance, tolls, and business entertainment can all be classified as expense account items, when directly related to your work or practice. Trips, meals, hotels, and airfare for educational purposes can also be used as an expense account item with appropriate documentation.

Professional Clinical staff without expense accounts can submit receipts for their license renewals, required CME/CEU hours/education for reimbursement through their practice when approved. Since these are regional/practice expenses you should discuss with the manager/lead physician what type of authorization procedure you have in your office to be reimbursed for these items and then submit your paid receipts to NANI with required forms and supporting documentation for reimbursement.

If there are any questions or you are unsure how to code expenses, please feel free to contact me at 708-492-4544 or bdreps@nephdocs.com.

*Second Annual
Physician Golf Outing
Willow Crest Golf Course
Oak Brook
September 5th, 2006
Tee time: 1:00 pm*

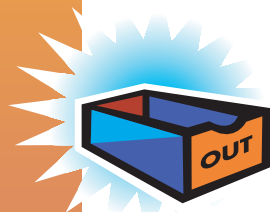
Inside NANITODAY

Technology Tips:
Page 2

*Billing/Compliance
Updates:*
Page 3

Coming Attractions:
Page 4

And More....



NOTES FROM THE BILLING DEPARTMENT

Submitted by: Alice Phillips, Billing Manager

DID YOU KNOW:

IL MEDICAID-

Timely Filing limits for IDPA (Public Aid) for secondary insurance's are as follows:

- Medicare Primary, Medicaid Secondary has a 24 month timely filing limit (per rule 112.2 of Chapter 100 handbook)
- Commercial Primary, Medicaid Secondary has the standard 12 month timely filing limits (per rule in 89 ILL Admin. Code Section 140.20)

IN MEDICAID-

Timely Filing limits for IN Medicaid for secondary insurance's are as follows:

- Medicare cross oversee has a 24 month timely filing limit
- All other secondary claims have a 12 month timely filing limit

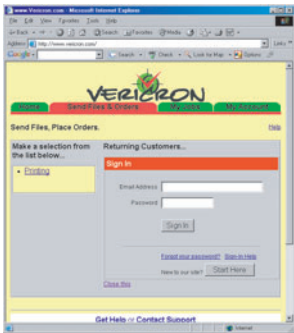
On-Line Print Ordering

Stationary · Envelopes · Business Cards
Forms · Copies

NANI is now offering online print and copy ordering through Vericron Printing

To place orders visit www.vericron.com

Click on the "Send Files & Orders" Tab

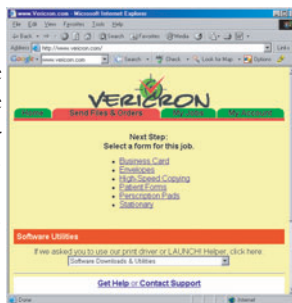


Create an account using the "Start Here" button.

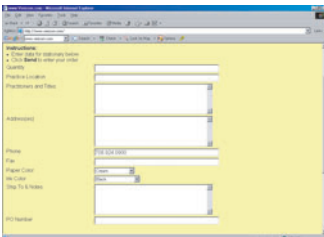
Shortly after, you will receive an email notification that you have been added to the NANI group, you will then have access to customized order forms.

The next time you log in and select the "Send Files & Orders" tab, you will have access to a list of forms, customized specifically for NANI.

Select the type of item you are looking for.



Enter the information requested and select the 'send' button. A proof will be emailed or faxed to you shortly, and Vericron will ship directly to you upon completion.



If you have any questions, cannot find an item you need, or are working on a customized project please contact Vericron at 708.924.0900

Using Technology in your Office:

Do you receive your dictations electronically? If you do it's possible to use software called WinFax to electronically fax items from your desktop to your intended recipient. You can build directories of contact information and fax numbers to distribute your electronic documents in an efficient and streamlined fashion.



7 0 8 - 4 9 2 - 4 5 3 4
Check out the NANI website at www.kidneyphysicians.com

Call the Help Desk (708) 492-4543 to set up an appointment to see if WinFax is an option in your practice.

BIOS

Glenn Lezon has recently joined NANI as Controller, based in the Corporate Office. Glenn has served in numerous healthcare-related finance positions throughout his entire career. For eight years he served as an auditor with Blue Cross Blue Shield of Illinois and was subsequently recruited by Illinois Masonic Medical Center to assume the position of Director of Financial Planning. During his thirteen year tenure, he successfully implemented an all-electronic budgeting system, in addition to a decision support and cost accounting system.

In 2001, Glenn joined the consulting firm of Powell & Associates, CPA. As a Senior Consultant, he was a key team player in many reimbursement projects that substantially increased revenue to healthcare facilities. Some of these included assessing and documenting underpayments from Blue Cross of Illinois, business office review projects to increase collections, reduce denials and increase reimbursement from third parties.

Most recently, as Controller of Heartland Health Outreach, one of the partner organizations of Heartland Alliance for Human Needs & Human Rights, he substantially improved the accounting records that were severely compromised at the time he assumed the position in May of 2004. Successfully guiding the accounting department through the 2004 and 2005 financial audit, he also improved company cash flow problems through the implementation of a cash management system.

Glenn, a CPA, holds a Bachelors of Business Administration degree from Loyola University of Chicago, with a concentration in Certified Public Accounting. He looks forward to meeting and working with all NANI team members.

Angela Allen joined NANI as our Coding Specialist/Educator early this spring. Angela has 17 years of healthcare experience in various specialties and varying roles including Reimbursement Manager, Assistant Practice Manager and Billing Manager from small 3 physician office settings to larger multiple site practices including the University of Miami Department of Medicine. Became a Certified Professional Coder in 2000. I enjoy the ever changing healthcare environment.

BILLING/COMPLIANCE UPDATES

The OIG is looking at Consultation Billing:

The Office of Inspector General (OIG) released a report March 2006 entitled "Consultations In Medicare: Coding and Reimbursement". This report revealed that Medicare reimbursement for consultations increased from \$3.3 billion in 2001 to \$4.1 billion in 2004. The OIG finds that only 5% of the highest level consultations are coded correctly and nearly 45% of consultations are not coded at the right level, costing Medicare an estimated \$1.1 billion for consultations billed in 2001.

Consultation Guidelines/Information:

On December 20, 2005 CMS issued clarification of Consultation Services that went into effect January 17, 2006.

The intent of a consultation service is that a physician or qualified NPP or other appropriate source is asking another physician or qualified NPP for advice, opinion, a recommendation, suggestion, direction, or counsel, etc. in evaluating or treating a patient because that individual has expertise in a specific medical area beyond the requesting professional's knowledge.

A consultation can not be billed when a physician or qualified NPP requests that another physician or qualified NPP take over the responsibility for managing the patients' complete care for the condition and does not expect to continue treating or caring

for the patient for that condition. The receiving physician or qualified NPP would report the appropriate new or established patient visit code according to the place of service and level of service.

Example That Does Not Meet the Criteria for Consultation Services: When dialysis patients are admitted by another physician and they "consult" Nephrology for dialysis management this is not a consult but a transfer of care and subsequent hospital codes should be used.

When submitting documentation to your biller for services you have rendered he/she may ask you for clarification, additional documentation or for permission re-code your billing sheet for entry.

Please keep in mind when deciding if you should charge a consult you must know if you are rendering an opinion and will not be managing the patient's care of the condition then charge a consult. If you will be managing the patient's condition then it is not a consult. As a reminder there are no time limit rules when billing a consult the time limit applies to new patients.

*If you have any questions on this or any other billing/documentation guideline please contact:
Angela Allen, CPC directly at 708-492-4077*

Branding

Submitted by Pat Monahan

Imagine you're on vacation. Cruising West on 'I 40.' Destination: Grand Canyon. It's a beautiful morning, and the clock on your dashboard says 10:30, but your stomach is still on Central Standard Time. You're hungry.

You spot an exit and pull off the highway hoping to find a place to eat. There are two "restaurants" at the foot of the ramp, and nothing else in sight. Your choices: Big Earl's Original Homestead... and McDonalds.

Which do you choose, and why?

Chances are, you pick McDonalds. Why? Because you know what to expect. You're familiar with the Brand.

American corporations spend billions each year promoting and reinforcing their Brand identity. These are smart, tight-fisted business people who wouldn't spend the money if Branding weren't worth the investment.

So, what does it take to promote and reinforce a Brand? It's simple really. Have something good to say... say it well... say it often. Your Brand has to mean something to buyers. It has to distinguish your products and services from your competitors (something good to say...). Your Brand also has to be recognizable, clear and consistent (say it well...). Line up cans of Coca Cola purchased around the World, and their color is a consistent "Coca Cola Red." Not green (7Up). Not Blue (Pepsi). Coca Cola Red.

NANI is not a hamburger stand, or a can of cola, so how can branding help? Think of it this way. Physicians want to know what to expect when they refer patients. If the NANI Brand carries the message: 'best-in-class nephrologists and patient care,' primary care physicians are much more likely to choose NANI than Big Earl's Original Nephrology. That's half the battle.

The other half of the battle is getting referral sources to recognize and distinguish the NANI Brand. That means using a consistent NANI logo for all your correspondence. See the NANI logo... connect it with the NANI message... envision a positive outcome... refer patients.

Primary care providers refer patients to specialists every day. Let's do everything we can to ensure they recognize the NANI Brand, and know it stands for quality patient care.

Voluntary Benefits

As an employee of NANI (ADP TotalSource) you are eligible to take advantage of many voluntary benefit options including Accident Insurance, Disability Products, Universal Life Insurance and Cancer coverage. One option that you may not have been aware of offers discounted health and care products for your PETS!

Pet Assure is a unique program that reduces the costs associated with pet product supplies, pet services and veterinary care services. This is a reduced fee program, not insurance, there no forms to fill out, and no deductibles.

BENEFITS PROVIDED

Free pet-ID tag with the "National Lost Pet Location and Recovery Service."

Up to 30% savings on pet services- such as Boarding, Pet Sitting, Training, Grooming and Doggy Day Care

Up to 30% savings on pet supplies - such as: Food, Cages, Beds, Toys, Treats and Vitamins.

Enjoy a full 25% reduction on all medical procedures at any of the thousands of vets nationwide.

You can enroll for this product and many others through AON Worksite Solutions. A representative will be available in the larger regional offices or you can enroll by phone. If you would like more information about this and other voluntary benefit options available to you contact your Office Manger or the corporate office (Danielle) 708-492-4540.

Coming Attractions & Events

The next meeting Billing/Compliance meeting will be held on Friday, September 29th 9:00 am until 11:30 am in Oak Brook at the Wyndahm Drake Hotel. Office Managers, Coordinators, Billers and Front Desk staff are invited and encouraged to attend. Breakfast will be served.

2nd Annual Golf Outing: Willowcrest Golf Club/Oak Brook Illinois Wednesday September 5th. Tee times start at 1:00 pm.

All NANI practitioners are invited.

Are you interested in participating in the NANI Clinical Compliance Committee? All nurses, PA's, APN's etc are invited and encouraged to participate. Please contact Maureen Chapman (mchapman@nephdocs.com) or 630-690-1220 if you are interested in participating on this very important (and fun) committee.

Physician CKD Team: We are looking for a group of physicians to put together clinical guidelines and build business model for the NANI practices. Kelly McDonald and the Nursing team will offer support and resources for this team. Consider volunteering to lead this great initiative.

NANI Corporate and Amgen Pharmaceuticals invite you to join us for an evening of education.

All NANI employees (nurses, physicians, all levels of staff) are welcome to join us on July 14th for Dinner and speaker presentation at 6:00 p.m.

More information to come RSVP to 708-386-1000 or kmcdonald@nephdocs.com

Employee/Family Picnic: July 29th Lisle Community Park

NANI Contact Information

Fax Numbers:

Billing Manager/Account Representatives

708-386-2394

Business Office Management (Glenn, Kelly)

708-763-0970

Accounting Department (Brendon, Brian, Danielle)

708-386-2878

Administration (Cindy, Rosamond, Doctors Balter, Carbon, Morris)

708-386-2606

Cash Application/Accounts Payable (Bonnie, Alida, Bena, Danielle)

708-386-8409

Technology **708-386-2394**

Don't forget to give our patients the Toll Free Number to contact the account Representatives: **866-288-6264**

Phone Numbers:

Benefits/Human Resources (ADP Total Source) **800-554-1802**

Technology Help Desk (Phones, pagers, computer hardware, software or network issues)

708-492-4534

Call the Business Office Toll Free **866-288-6264**

Billing Manager (Alice Phillips) **708-492-4080**

aphillips@nephdocs.com

Coder/Educator (Angela Allen) **708-492-4077 or aallen2@nephdocs.com**

Expense Account Management/Corrections (Brendon Dreps, Sr. Accountant) **708-492-4544 or bdreps@nephdocs.com**

Physician Services (Kelly McDonald) **708-492-4531 or kmcdonald@nephdocs.com**

Payroll, HR Support and New employee process (Danielle Normand) **708-492-4540 dnormand@nephdocs.com**

Accounts Payable (Bonnie Hannah) **708-492-4545 or bhannah@nephdocs.com**

Odds & Ends

Blue Ribbon Achievements



Dr Sankaran received the "Distinguished Teacher Award" from the School of Medicine.

Angela Johnson Bates received a Writing Recognition Award from Rock Valley College for the academic year 2005-2006.

Rockford Nephrology Associates is anxiously awaiting the completion of our new office August/September 2006.

Naresh Julka, MD made Chicago's top 500 doctors for the second time.

Please Welcome

Angela Meskimen Medical Assistant (Rockford)

Christine Peters RN (Rockford)

Natasha Adams Receptionist (Corporate)

Angela Allen CPC, Coder/Educator (Corporate)

Christopher Cozzi File Clerk (Glenview)

Alice Phillips Billing Manager (Corporate)

Donna Romera Medical Assistant (Downers Grove)

Lisa Tucker RN (Merrillville)

New NANI Family Members:

Sabil Kumar Born March 23rd

Declan Joseph Kracker Born May 10th

401K Corner

It is that time again for new enrollments. Anyone new to NANI and has worked at least 1,000 hours of service can enroll in the plan beginning July 1st. Please contact us if you have not received an enrollment kit at 773-864-8757. It is important that you enroll even if you do not wish to defer your salary at this time, because the company may make a deposit on your behalf as part of the profit sharing plan. If you do not enroll, this deposit will not be invested according to your instructions and you might miss an opportunity to help invest for your future.

There are also several NANI plan participants that have existing balances, but have not officially enrolled. We strongly suggest that if you are one of these participants, that you call us to help you understand all of your options under this retirement plan. These balances are currently sitting in an interest bearing account.

For all NANI participants, this is a good time to go over your investment allocations. Please feel free to call us at the number above to have a confidential discussion concerning your goals and objectives.

Great News! For those of you that feel you need a plan for your financial lives, the executive committee has authorized New England Financial to offer all employees of NANI a 20% discount on fee based financial plans. These plans offer guidance on many financial issues including retirement, education funding, financial risk management, insurance, investments, asset allocation, estate, tax issues, debt management and many more aspects of your financial lives. Fees range from \$1,500 on up depending on the complexity of the case. People purchasing fee based plans are looking for objective advice on their unique situation without the pressure of purchasing financial service products to implement their plan.

Have a great start to your Summer,

Steve Juley

Please call Steve Juley at 773-864-8757 if you would like any additional information about your 401k or the financial planning offer.

NANI Business Office • 855 Madison Street • Oak Park, IL 60303

Phone: 708.386.1000 • Fax: 708.386.2878

NANI Today is Edited By Kelly McDonald

NANI Today - Four



Save the Date:

Corporate Picnic

Saturday ~ July 29, 2006

2:00pm

Lisle Park District ~ Community Park

1825 Short Street

Lisle, Illinois

(Rt 53 & Short Street)

North Shelter ~ Located on the Hill

Follow the Signs

Polynesian Menu, Music, Entertainment
and Fun for all

Open to ALL NANI employees
and their families

Additional Park Features:

110 acres of parkland

7 Ball Fields

4 Basketball courts

Soccer Fields

Trails

Fishing Ponds

Ramp Park

