

# HSI Report to the NDHA Business Meeting

October 1, 2019



**HSI**solutions   
collections

**HSI**solutions   
group purchasing

**HSI**solutions   
business linx

**HSI**solutions   
physician peer review

# HSI

- Tim Blasl, President NDHA and HSI
- Kim Granfor, Vice-President HSI
- John Schreier, Director of Supply Chain

# HSI

- Subsidiary of NDHA
- Goal
  - Finding solutions for our members
    - Cost savings/innovative solutions/aggregating members for additional cost savings
  - Revenue source for the association
- First solution was in 1963 – Medical Collections
- Next - 1968 Cap-no-dak – capitol equipment



# HSI Board of Directors

- Ben Boucher, Chair, Towner County Medical Center
- Tammy Miller, Madison Regional Health System
- Rosalie Etherington, ND State Hospital
- Matt Shahan, West River Health Services
- Marcus Lewis, First Healthcare Center
- Tim Blasl, NDHA

# HSI SOLUTIONS

- Collections
- Business Linx
  - Physician Peer Review
  - Vendor Partnership
  - Early-Out/Payment Monitoring Program
- GPO- partnered with Intalere

## EARLY OUT

- ✓ Assisting medical providers with accounts receivable before they are bad debt
  - ✓ Calls made under facilities name
  - ✓ Set up on payment plans per facilities guidelines
  - ✓ Monitor the payments for adherence
  - ✓ 120 max period unless payments are being made





## Collections Division

- ❑ Exclusively Medical Debt  
Collection Agency
  - ❑ Hospitals, Clinics, Dental,  
Chiropractors
- ❑ Effective yet patient friendly
- ❑ Competitive



# ENDORSED BUSINESS PARTNERS

- ✓ Sun Rx
  - ✓ 34B contract pharmacy and split billing solution
- ✓ Jackson Physician Search
  - ✓ Specializes in permanent recruitment of physicians and advanced practice providers
- ✓ Focus One Solutions
  - ✓ Leading managed services provider to streamline the staffing process for your temporary staffing and assisting in finding permanent staffing

# ENDORSED BUSINESS PARTNERS

- ✓ First American Healthcare Finance
  - ✓ Recognized leader in Healthcare funding. Funding EMR's, large medical equipment, renovations, expansions, leading edge technology.
- ✓ Hospital Careers
  - ✓ Job Board. Utilized by over 3200 employers to find their perfect match
- ✓ MCAG
  - ✓ Expert in obtaining money for your facility from class action settlements