
HSIsolutions 
collections

HSIsolutions 
group purchasing

HSIsolutions 
business linx

HSIsolutions 
physician peer review

HSI

- For-profit arm of NDHA

HSI Board of Directors

- Ben Boucher, 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

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

Collections Division

- ❑ Exclusively medical collections
- ❑ 38% increase in revenue
- ❑ New software successfully installed



Business Linx

- ✓ PHYSICIAN PEER REVIEW
- ✓ VENDOR PARTNERSHIP
- ✓ Early-Out/payment monitoring Program

Business Linx Physician Peer Review

- ✓ 19 CAH participating



Vendor Partnerships

- ✓ Brian Stevens, Affiliated Enterprise Solutions, LLC
 - ✓ Three year Contract signed 5/21/18
- ✓ Brings solutions to membership
 - ✓ Researched and vetted
- ✓ Brings revenue to HSI/NDHA



Vendor Partnerships

- ✓ Goal
 - ✓ Ten vendors by 09-30-19
 - ✓ Eighteen vendors by 09-30-20

Business Linx Sunrx

- ✓ 340 B Pharmacy Program
 - ✓ Contract Pharmacy Management
- ✓ 5 participants in ND
- ✓ Merged with eAudit
 - ✓ Provides Split Billing Management



EARLY OUT/ PAYMENT MONITORING PROGRAM

- ✓ New Project started August 2018
 - ✓ 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



Interested in learning more?

Booth 22 & 23

