

# NHA Nebraska Hospital Association

## S E R V I C E S , I N C .

A wholly-owned subsidiary of the Nebraska Hospital Association

Providing cost-effective solutions for our members' business needs

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[www.nhanet.org](http://www.nhanet.org)

### WHO WE ARE

NHA Services is a wholly-owned subsidiary of the Nebraska Hospital Association.

Organizations partnering with NHA Services provide cost-effective solutions for Nebraska hospitals' and health systems' business needs by providing essential goods and services. Hospitals save money and improve efficiencies when using NHA Services' partners. In insurance premium costs alone, Nebraska hospitals have saved millions of dollars.

NHA Services partners provide great advantages to NHA member hospitals and health systems that could not obtain individually. These ventures generate a cash flow that ultimately benefits NHA members by providing an additional source of funding.

### SERVICES PROVIDED

- Chargemaster services
- Coding and transcription services
- Electronic health solution
- HIPAA-HITECH gap assessments
- Insurance and risk service
- Natural gas purchase
- Pre-employment screening and verification
- Pharmaceutical waste disposal program
- Professional liability insurance
- Rapid communication services
- Relocation and storage
- Revenue cycle management
- Security and protection services
- Staffing/workforce solutions
- Workers' compensation coverage

### 2012 BOARD OF DIRECTORS

#### Chairman

Paul Utemark  
Fillmore County Hospital, Geneva

#### Vice Chairman

Marianna Harris  
Webster County Community Hospital, Red Cloud

#### Secretary

Michael Harvey  
Community Memorial Hospital, Syracuse

#### Directors

Connie Peters  
Alegent Health Memorial Hospital, Schuyler

Diane Keller  
Memorial Community Health, Aurora

Don Naiberk  
Butler County Health Care Center, David City

Bill Welch  
Jefferson Community Health Center, Fairbury

Allen Van Driel  
Chadron Community Hospital & Health Services, Chadron

Arlan Johnson  
Howard County Medical Center, St. Paul

#### Ex-Officio

Laura J. Redoutey, FACHE  
Nebraska Hospital Association

## AlertNow

### Rapid Communication Services

AlertNow is a rapid communication service providing alert messaging and notifications to hospitals, largely due to requirements set for by The Joint Commission. Hospitals are replacing their outdated and often ineffective conventional communication methods such as phone trees and auto dialers that require large blocks of time to deliver information. AlertNow currently is in all 50 states and sends more than nine million messages each month on behalf of 30,000 customers. The AlertNow service is Web-based and requires no equipment or software purchases. Initiation of the calls to hospital personnel requires only telephone or computer to access the Website.

#### Contact Information:

Jeff Enoch, Sales Manager  
4000 Westchase Blvd., Suite 190  
Raleigh, NC 27607  
(800) 213-7168 Office • (919) 841-0175 Direct  
Email: jenoach@alernow.com  
Website: www.alernow.com

## Anthelio Healthcare Solutions, Inc.

### Coding and Transcription Services



Anthelio is a recognized expert in the coding industry. More than ten years of coding, more than two million records a year, backed by their CDI and ICD-10 readiness programs, and nationally sought revenue integrity speakers, makes Anthelio one of the premier revenue integrity solution providers. Anthelio is 100 percent focused on serving healthcare providers. They have extensive experience and success in transcription of acute care, ED, clinic, radiology and pathology reports. Medical transcriptionists (MTs), editors, and auditors have access to the most recent, up-to-date online medical transcription reference data and tools that enables the MTs to transcribe reports that meet the highest quality standards.

#### Contact Information:

Matt Beirne, Business Development Manager  
Anthelio Healthcare Solutions Inc.  
(609) 705-4534  
Email: matthew.beirne@antheliohealth.com

## Delta Physician Placement

### Physician Recruiting

Delta Physician Placement, a physician recruiting company, serves hospitals and clinics in the state of Nebraska. Delta conducts an on-site profile and evaluation at no additional cost. In addition, NHA member hospitals receive discounted costs for targeted advertising for direct mail and deducted interview fees from the placement fee in the event that the hospital hires a candidate provided by Delta.

#### Contact Information:

Thomas Riddle, Marketing Consultant  
Four Hickory Centre, 1755 Wittington Place, Suite 175  
Dallas, TX 75234  
(800) 521-5060 Ext. 4645 • (214) 442-4645 Direct  
(417) 773-2650 Mobile • (888) 786-0467 Fax  
Email: triddle@deltaplacement.com  
Website: www.deltaplacement.com

## FocusOne Solutions

### Staffing – Workforce Solutions

FocusOne Solutions is a leading provider of managed services programs and innovative workforce solutions. A Nebraska-based company, FocusOne Solutions was established in 1969 and is the vendor management division of C&A Industries, Inc. Through its one source solution, FocusOne Solutions acts as an extension of your human resources department and delivers the following benefits:

- Utilization web-based tool to request staffing for permanent placement, contract services and per diem placement, and to monitor progress of securing needed staffing services.
- Screening of candidates and credentialing verification.
- Credential archival/do not return list/expiring documents managed via web-based tool.
- One contract, one invoice and one point of contact for all staffing needs.

#### Contact Information:

Bev Colan, Director of Business Development  
2425 S. 171<sup>st</sup> Street  
Omaha, NE 68130  
(402) 938-2040 Ext. 2156 • (800) 856-6574 Ext. 2156  
Email: bcolan@focusonesolutions.com  
Website: www.focusonesolutions.com

## Goldfish Partners, LLC

### Physician Recruiting

Goldfish Partners, LLC and Goldfish Locums, LLC, is a national recruiting organization specializing in permanent physician recruitment and locum tenets staffing. Goldfish Partners and Goldfish Locums experienced team of professional will partner with your organization to address the challenges of medical staffing. The creation of long-term, win-win relationships with clients is the goal and success in these efforts is the reward.

#### Contact Information:

Rob Landstad, Senior Consultant  
Goldfish Partners, LLC  
5741 Legacy Drive # 200  
Frisco, TX 75024  
(469) 759-1022  
Email: rlandstad@goldfishpartners.com  
Website: www.goldfishpartners.com

## Hirease, Inc.

### Pre-employment Screening and Verification

Hirease, Inc. is designed to assist business with the verifications affiliated with the hiring process. They specialize in pre-employment screening, providing access to both national and international information. Hirease understands the need to provide a thorough review of candidate credentials in order to make a successful hire in a timely manner. They offer screening options, which are clear and concise by combining a wide range of services and products to meet your needs. Hirease strives to provide superior customer service by working with you to understand your needs, and to create the most comprehensive and cost effective strategy.

**Contact Information:**

Paul Dent, CEO & Founder  
 P.O. Box 2559  
 Southern Pines, NC 28388  
 (866) 693-1764 Office  
 Email: paul@hirease.com  
 Website: www.hirease.com

5332 S. 138<sup>th</sup> Street  
 Omaha, NE 68137  
 Karen Stodola, Senior Director of Sales  
 (877) 311-2475 • (910) 693-1785 Fax  
 Email: karen.stodola@hirease.com

**ITPAC Consulting, LLC**

HIPAA-HITECH Gap Assessments

ITPAC Consulting is an independent consulting firm, providing practical advice and solutions to IT project management, software/data validation, audits and controls. IT PAC Consulting will provide HIPAA-HITECH Gap Assessments to assist you in compliance for the Security and Privacy Regulations for the American Recovery and Reinvestment Act (ARRA).

**Contact Information:**

Denise Mainquist, CISA, QSA  
 5111 Union Hill Road  
 Lincoln, NE 68516  
 (402) 420-15566 Office • (402) 617-5417 Cell  
 Email: dmainquist@itpac.biz  
 Website: www.itpac.biz

**LaMair-Mulock-Condon Co. (LMC)**

Insurance and Risk Services

The following lines of insurance are included in the Association Marketing Agreement: Employee benefits, financial services, property, medical malpractice, general liability, business auto, workers' compensation, umbrella, directors and officers liability, and other related property and casualty insurance coverage routinely carried by hospitals, nursing homes, medical clinics and other related health care groups.

**Contact Information:**

Pat Duff, Senior Vice President  
 4200 University Avenue, Suite 200  
 West Des Moines, IA 50266-5945  
 (800) 677-1529 Office • (515) 249-0559  
 Email: pat.duff@lmcins.com  
 Website: www.lmcins.com

**Lutz & Company, PC**

Chargemaster Services

Lutz & Company, PC, provides comprehensive Chargemaster review services. Our comprehensive Chargemaster reviews include the following components: Coding review to identify new and invalid CPT/HCPCS, modifiers, and revenue codes; Compliance review of patient claims for proper coding and billing; Opportunity review to identify missing HCPCS, possible add-on codes, missing drugs, missing devices as well as duplicate CPT/HCPCS with differing prices; Pricing review using up to

date Nebraska Hospital Information System (NHIS) charge data provided by the NHA to benchmark charges and propose changes; and assistance in implementing the proposed changes identified in the review.

**Contact Information:**

Paul R. Baumert, CPA, FHFMA  
 Lutz & Company, PC  
 Omaha, NE 68154-5336  
 (402) 496-8800 • (402) 212-6646 Cell • (402) 514-9170 Fax  
 Email: pbaumert@lutzcpa.com  
 Website: www.lutzcpa.com

**Medsphere Systems Corporation**

EHR Solution



Medsphere Systems Corporation and their partners provide a cost-effective EHR solution - OpenVista. OpenVista provides complete clinical functionality that enables hospitals to achieve Meaningful Use using a "full certified" EHR. They also offer a comprehensive financial/accounting package, and a data center/IT solution that can be hosted in a "cloud." Medsphere's OpenVista system is credited with driving health care transformation at the Veteran's Administration (VA) Hospital. The VA's Vista system is the most widely used electronic health record in the world. With OpenVista, quality care, operational and work flow efficiencies will be improved for the hospitals in Nebraska.

**Contact Information:**

Paul Berlin  
 Medsphere Systems Corporation  
 1917 Palomar Oaks Way, Suite 200  
 Carlsbad, CA 92008  
 (760) 692-3714 Office  
 Email: paul.berlin@medsphere.com  
 Website: www.medsphere.com

**NHA/LMC/Farm Bureau Financial Services**

Workers' Compensation Coverage, Insurance and Risk Services

This program provides workers' compensation for eligible NHA member hospitals - at the election of the hospital. This program is offered through LMC. Participants in the NHA/LMC/FBFS Workers' Compensation Program have access to a Web-based program which permits access to information on workers' compensation, risk management and OSHA.

**Contact Information:**

Pat Duff, Senior Vice President  
 4200 University Avenue, Suite 200  
 West Des Moines, IA 50266-5945  
 (800) 677-1529 Office • (515) 249-0559  
 Email: pat.duff@lmcins.com  
 Website: www.lmcins.com



## Nesbitt & Associates

### Security and Protection Services

Nesbitt and Associates was founded in 2007. The executive team of Tom Nesbitt and Lloyd Hansen brings more than 50 years of law enforcement and security experience. They provide services in the areas of physical security audits, security surveillance equipment, training programs, executive protection, intrusion alarm equipment, threat assessment, emergency planning and IT security.

#### Contact Information:

Lloyd Hansen, Vice President  
1919 S. 40<sup>th</sup> Street, Suite 302  
Lincoln, NE 68506  
(402) 440-3842 Office  
Email: lhansen@nesbittassociates.com  
Website: www.nesbittassociates.com

## Public Alliance for Community Energy (ACE)

### Purchase of Natural Gas

A non-profit, retail natural gas supply organization formed in 1998 to compete in the Choice Gas Program in Nebraska. As a non-profit supplier, revenue earned above the cost of operation may be returned to ACE communities by the board of directors, offering a source of potential revenue to member communities.

#### Contact Information:

Susan Lenhoff-McHugh  
NMPP Energy (ACE)  
1111 O Street, Suite 200  
Lincoln, NE 68508-3614  
(402) 474-4759 Office • (402) 525-7225 Cell  
Email: slenhoff@nmppenergy.org  
Website: www.aceenergy.org

## Seminole High Plains, LLC

### Natural Gas Purchase

Seminole High Plains is a full service natural gas provider in multiple states serving more than 10,000 commercial and industrial accounts nationwide. They are a state certified natural gas marketer, serving the Aquila customers in Nebraska. Seminole High Plains offers many flexible pricing options, as well as informed market updates to assist customers in making educated decisions regarding their natural gas purchases.

#### Contact Information:

Stacci Urbom, Accounts Representative  
P.O. Box 402  
Holdrege, NE 68949-0402  
(888) 710-4707 Office • (308) 991-3911 Cell  
Email: surbom@seminoleenergy.com  
Website: www.seminoleenergy.com

## Stericycle

### Pharmaceutical Waste Disposal Program

Stericycle provides a hospital-wide Pharmaceutical Waste Compliance Program that will minimize environmental impact and regulatory exposure from improper identification, collection and disposal of pharmaceutical waste while keeping costs to a minimum.

#### Contact Information:

Kristi Haider, Sales Solution Executive  
5355 Colorado Boulevard  
Dacono, CO 80514  
(303) 451-0328 Office • (303) 859-4700 Cell  
(866) 728-8424 Fax  
Email: khaider@stericycle.com  
Website: www.stericycle.com

## Universal Asset Lending Information System, LLC

### Revenue Cycle Management

Universal Asset Lending Information System, LLC, through their Smart Fund product, is a leading provider of healthcare revenue cycle management services. The Smart Fund product provides hospitals unparalleled visibility into patient and insurance accounts receivable. This visibility comes from the Patient Payment Program and SMAC, which is the alternative to the traditional collection agency for hospital patient balances.

#### Contact Information:

Ed Finan, Vice President, Healthcare Banking  
8990 West Dodge Road  
Omaha, NE 68114  
(402) 399-5028 Office • (402) 881-1122 Cell  
(402) 399-5595 Fax  
Email: efinan@anbank.com  
Website: www.anbank.com

## Wheaton Van Lines, Inc. (Smoldt Moving & Storage)

### Relocation and Storage

Smoldt Moving and Storage, with offices in Des Moines, IA, serves as an agent to Wheaton Van Lines to provide moving and storage services to hospitals and their affiliates in Nebraska. Smoldt Moving and Storage offers a sizeable discount for moves into and out of the State of Nebraska. Due to mandatory tariffs within the state of Nebraska, discounts would not apply with moves within Nebraska. Smoldt Moving and Storage is recognized as the #1 agent for Wheaton Van Lines, Inc. and has contracts with the University of Iowa and Creighton University, to name a few.

#### Contact Information:

Duane Nelson, Vice President  
Wheaton Worldwide Moving  
8010 Castleton Road  
Indianapolis, IN 46250  
(317) 849-7900  
Email: duane\_nelson@wvlcorp.com  
Website: www.smoldtmoving.com

When contacting these providers, please indicate that you are a member of the Nebraska Hospital Association and are eligible for services. Information on the above named providers can also be accessed by visiting the Nebraska Hospital Association Web site ([www.nhanet.org](http://www.nhanet.org)) and scrolling down to the NHA Services logo located on the left hand side and clicking on the logo.

For additional information, contact Al Klaasmeyer, vice president, NHA subsidiaries, at (402) 742-8162 or e-mail [aklaasmeyer@nhanet.org](mailto:aklaasmeyer@nhanet.org).