

MBM NEWSLETTER

A newsletter for the clients and friends of Medical Billing Management

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Fall 2006

A Change of Command at MBM

On June 27th, Medical Billing Management was sold to Curt Anderson, a businessman from Wellesley, MA who has been involved with start-ups and successful businesses in New England for the past 30 years. A graduate of Dartmouth, Anderson served in the U.S. Navy and saw duty in Vietnam. For many years he ran a successful Sonitrol franchise based in Cambridge and in recent years has consulted to a variety of high tech start-ups.



Brian Sachs and Curt Anderson

Medical Billing Management was founded by Brian Sachs in 1991. Since that time, Sachs built the business to its present volume. He sold the business to Anderson as he felt that “Curt has a very good understanding of what we are trying to accomplish and what our company philosophy is, and I believe that he can take MBM to the next level.” Sachs is continuing on with MBM in an advisory capacity though its first year of transitional ownership while he pursues his strong business and personal interest in music.

A Letter from the New Owner & CEO

All of us at MBM (pictured below) hope that you enjoyed the gorgeous summer of 2006. The transition from Founder Brian Sachs is nearing completion

and is proceeding smoothly. Brian remains available for consulting with clients and as a key advisor to the company that he created. We will continue the tradition that Brian and his team established: providing friendly, results-driven billing and collections services to our physician and ambulance company clients. Feel free to call either me or our General Manager Laura Fallis at any time at 800-928-1315.



Front row, from left: Mary Tower, Muriel Sacramone, Barbara Cornell, Nancy Moglia; center row: Marie Connaughton, Sabrina Jemery, Linda Stephens, Tina Morin; back row: Curt Anderson, Carrie Connolly, Lori Preisinger, Paula Viator. Not shown: Laura Fallis (on vacation).

Sincerely,
Curt Anderson
CEO

A Letter from the Founder

Working Together

Dear Clients,

I would like to take this opportunity to thank each and every one of you for being a part of my 15 wonderful years at MBM. I was blessed to be able to create relationships that expanded way beyond just the business aspect including Wednesday morning “walkabouts” with Paul from Guardian Ambulance, friendly chats with Pam and Dr. Kramer, lunches with Ann and Dr. Tang—just to name a few.

For me, these past 15 years were the evolution of an industry that in my own small way, I was able to be a part of. And being a part of this was incredibly exciting, if not a little stressful at times. However, it was never work to me, just my life. One of the unique things that we all have in common.

Well, now I am stepping back into my first love, which just happens to be another evolving industry: music and recording. I am leaving you all in good hands with Curt and the staff and I welcome you all to visit in New Hampshire.

May our paths all cross again.

Sincerely,

Brian D. Sachs

Some New Wrinkles at MBM

- Voice Mail — you can now leave a private message for any of us.
- E-mail — we each have an e-mail address at medical-billings.com

Guardian Ambulance: A 14-year MBM Client



Susan Theriault and Paul Kelley, the founders of

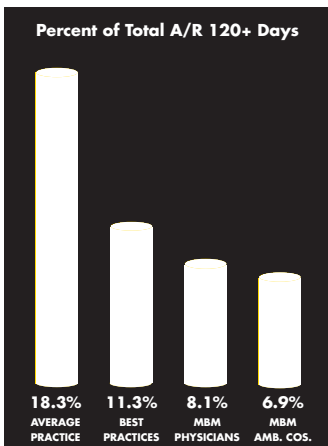
Guardian Ambulance, based in Lawrence, MA, has been serving the Merrimack Valley with both scheduled and non-scheduled ambulance transports for the past 18 years. Under the leadership of Founders Susan Theriault and Paul Kelley, Guardian has grown steadily from a startup to seven ambulances and 20 EMTs.

Susan, Paul and their Guardian team take pride in the fast response of their ambulance service to requests for transports, both emergency and scheduled calls.

Why has Guardian remained with MBM all these years? Paul said to us in May, "MBM's efficient handling of our billing needs leaves us free to focus on our patients' needs."

Thanks, Paul. It is our pleasure to serve Guardian!

MBM's Client Receivables Well Below Medical Average



The graph shown here depicts the acid test of billing effectiveness: percent of total accounts receivable in the 120+ days category, compared to national averages. The sources for the numbers in these graphs are:

1. Industry Averages – The Medical Group Management Association report, "Performance and Practices of Successful Medical Groups: 2005 Report based on 2004 Data." Data on pages 10-12 and 184-194.

2. MBM client averages – The data from our clients is captured in our physician billing system: the PCN WebMD EMDEON Physician Billing System and in our ambulance billing system: Ortivus SweetSoft. The receivables totals for 120+ days for each of our clients was divided by the total receivables for each of these medical practices.

MBM Employee Spotlight: Mary Tower

The core strength of our company is the knowledge and experience of our team members.

For the past 13 years, Mary Tower has been a star performer. She is Account Manager and the leader in our Ambulance Billing Department.

Mary said in August, "I love fighting for what I feel my clients earn and deserve." Mary lives in Beverly, MA with her three children, Mariah (14), Tanya (15), and Katrina (23). In her spare time, Mary loves to work out, go camping, and visit the region's racetracks.

Our team and our clients are fortunate to have Mary working with us; her positive attitude is an inspiration to all.

Thanks, Mary, for 13 great years together, and with many more yet to come!



Mary Tower

Bulletin Board

NPI – National Provider Identifier It's Here and Now

The Medicare fee-for-service program began accepting the NPI, along with the Medicare legacy identifiers, from health care providers in HIPAA standard claims transactions in January, 2006.

The 10-numeric-digit identifier will help ensure that medical claims are processed on time. The NPI assignments are administered by the Centers for Medicare & Medicaid Services (CMS).

- Don't wait until the May 23, 2007 deadline to apply for an NPI.
- The deadline for health plans and health care clearinghouses to incorporate the NPI is also May 23, 2007.
- If you have not already applied for an NPI, do so on-line (<https://NPPES.cms.hhs.gov>) or by calling 800-465-3203.

Uh-Oh, Medicare 9-Day Payment Hold September 22-30, 2006

All providers, nationwide, who bill Medicare for their services will experience a brief hold on all claims payments during the last nine days of the federal fiscal year, September 22-30. This payment delay was mandated by Section 5203 of the Deficit Reduction Act of 2005.

All claims held during this short period will be paid on Oct. 2.

More information on this subject is available at www.cms.hhs.gov/MLNMattersArticles/downloads/MM50 MM5047.pdf.

All of us at MBM regret the inconvenience that this short payment suspension will cause for our clients.

MBM

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460 Boston Street, Topsfield, MA 01983 • Tel. 800-928-1315
www.medical-billings.com