



HASC BRIEFS

HASC Partners with R&B Solutions to Provide Rapid Application Medical Programs Software

Through an agreement with R&B Solutions, Health Care Division, HASC will resell to member hospitals R&B Solutions' RAMP® (Rapid Application Medical Programs) software. HASC selected RAMP® as the best overall product after a vigorous review.

“With practical screening and application tools, including benchmarking strategies, RAMP® offers a solution that provides better outcomes and reduces costs. It takes the patient financial services

process for hospitals to the next level,” said Ana Reza, HASC vice president of Public Resources. “We believe RAMP® will help our member hospitals meet the growing financial screening and assistance demand of uninsured patients.”

RAMP® is a software solution designed to automate the screening and application process for Medical, Crime Victims Assistance, Section 1011, Hospital Charity Programs as well as other financial assistance programs for the uninsured or under-insured. A series of

policy-driven questions are asked of the patients through the screening process that identifies the potential category decision. Verification of address, income and tax transcripts are also available within RAMP®. Hospitals will have an automated screening tool, helping to increase efficiencies and productivity, and decrease application time, which yields increased reimbursement for government programs and decreased bad debt.

Contact: Ana Reza
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Improving Your Strategic Planning for Contract Negotiations: July 20

Health care reform is bringing about rapid change both in the market and at your facility, and will affect the way you prepare for contract negotiations. Learn what you can do to enhance your strategic planning to optimize revenue from each of your hospital's managed care contracts. *Improving Your Strategic Planning for Contract Negotiations* is a 90-minute presentation to be presented by Cristi Lewis of The Camden Group at the HASC Los Angeles Office on Wednesday, July 20.

Lewis has worked in the health care industry for more than 20 years, serving large health plans in California and Georgia, physician/medical groups, and hospitals. Her areas of expertise include negotiating contracts, conducting managed care contracts review, evaluating contract performance, developing negotiation strategies, and serving as a liaison between health plans and medical groups/hospitals. She has experience in assisting in the resolution of operational/contractual issues, and creat-

ing contract management tools to effectively manage contracts.

The session is open to all managed care professionals and will be followed by a Q&A session and group discussion. It will take place from 12:30 to 2:30 p.m., immediately following the Contracting Committee meeting. Lunch will be served.

Please RSVP to Lydia Pacay at (213) 538-0720 or lpacay@hasc.org.

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Join HASC on Facebook at <http://www.facebook.com/pages/Hospital-Association-of-Southern-California>.

Visit HASC on Twitter at <http://twitter.com/socalhospnews>.

Visit HASC on LinkedIn at www.linkedin.com/company/hospital-association-of-southern-california.

Contact: Denise Barrett, (213) 538-0728, dbarrett@hasc.org

Program on Hospital Facility Projects Scheduled for July 25

A Conversation with OSHPD and the Hospital Association on Hospital Facility Projects is scheduled for Monday, July 25, 10 to 11:30 a.m. at the USC Davidson Conference Center in Los Angeles.

Featured speakers include:

- Paul Coleman, Deputy Director, Office of Statewide Health Planning and Development

- Gordon Oakley, Acting Deputy Division Chief, Office of Statewide Health Planning and Development

- Roger Richter, Senior Vice President, Professional Services, California Hospital Association

The event is sponsored by HASC, USC, the Los Angeles County Economic Development Corporation, GKK Works and

Southland Industries, and is being presented by the Los Angeles Economic Development Corporation.

RSVP to JoAnne Golden at joanne.golden@laedc.org or (213) 236-4837.

Contact: Jennifer Bayer
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Article Highlights Palliative Care Positive Outcomes

HASC's Palliative Care Committee serves as a network for palliative care professionals to exchange information and help create and strengthen existing programs. The committee also educates the hospital and post-acute provider community on the benefits of palliative care programs for providers, payers, patients and their families. The HASC web site, www.hasc.org, also provides a toolkit of resources for palliative care programs (go to Health Care

Topics, and click on Palliative Care).

Please save the following date: 4th Annual HASC Palliative Care Conference, Wednesday, Feb. 29, 2012.

A recent article in *Trustee* magazine highlights the positive outcomes of palliative care, including minimizing unnecessary costs; addressing ICU bottlenecks; using hospitalist teams as catalysts for improved care efficiencies; keeping patients and families safe and

satisfied; minimizing readmission rates; and planning for further bundling of payments for care in multiple settings, across multiple episodes.

To read the full article, please visit the following page: www.trusteemag.com/trusteemag_app/jsp/articledisplay.jsp?dcrpath=TRUSTEEMAG/Article/data/03MAR2011/1103TRU_CoverStory&domain=TRUSTEEMAG.

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Sponsorships Now Available for 2013

Tournament of Roses Nurses Float

Flowers 4 the Float, Honoring the Nurses in Our Lives, is a way to support and sponsor a float dedicated to nurses in the January 1, 2013, Tournament of Roses Parade in Pasadena.

Your sponsorship helps to honor all of a hospital's nurses and the nursing profession; promotes your hospital locally, nationally and internationally; and provides a once-in-a-lifetime memory for a very special member of your nursing team.

The 2013 Rose Parade President will be Sally Bixby, RN, the first nurse and only the second woman to hold this prestigious position in

the 124-year history of the parade. The non-profit organization of nurses, www.flowers4thefloat.org, was established to support Bixby and to promote the profession by entering a float dedicated to nurses in the parade and by representing nursing's finest on the day of the parade.

Twelve sponsorships are available for a \$30,000 donation. For more information on specific sponsorship benefits, visit www.flowers4thefloat.org or contact Monica Weisbrich at (760) 742-3144 or rose@flowers4thefloat.org.

Contact: Jennifer Bayer
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New HASC Website

Introducing the all-new www.hasc.org. To help you make the most of your membership, we've created a website that's simple to use and filled with resources that are easy to share. Take a look around--and let us know what you think.