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New Mexico
Hospital Association

HealthXnet[®]

Hospital Services Corporation- June 2019

Our members have expressed frustrations with two critical areas: negotiating contracts with health plans, and navigating through the FY 2020 IPPS proposed rule and Medicaid Section 1115 Waiver program changes as they relate to the Medicare cost report Worksheet S-10. Hospital Services Corporation offers two different business partner relationships to assist in these areas.



Negotiating Insurance Contracts

REDW-MARKA Financial Consulting Services offers negotiation assistance for hospital insurance contracts, physician contracts and tribal contracts to improve

revenues. Members who have used this service report that dozens of contract terms that were detrimental to the facility were identified and accepted by health plans as revisions. Contact: Steve McKernan, steve@markaconsulting.com, 505-220-3814

Worksheet S-10 Assistance



Southwest Consulting Associates is assisting several members with completion of the Medicare cost report Worksheet S-10. With the FY 2020 IPPS proposed rule, Medicare cost report Worksheet S-10 is now playing an even more significant role in provider reimbursement. Worksheet S-10 will now

be used as the sole data source to drive nearly \$8.5 billion in federal provider reimbursement, and for the first time, has undergone extensive MAC audits. Contact: Jamie Pennington, jpennington@southwestconsulting.net, 972-732-8100

Locum Tenens Program Helps Alleviate Physician Shortages

New Mexico's physician shortage is not only a source of frustration for patients seeking medical care, it overburdens the already stretched hospitals and clinics in many communities. Hospital Services Corporation can assist those healthcare organizations that are seeking creative and cost-effective solutions to their temporary and permanent staffing needs. Through our locum tenens registry program, we provide access to dozens of nationally-recognized agencies selected through a comprehensive Request for Proposals process.

Program features include:

- One standardized agreement with consistent contract terms
- Easy-to-use web-based application for posting needs
- Contractual pre-screening requirements
- Flexible assignments
- No cost to healthcare facilities to access the program

Let us help fill those gaps in physician and mid-level practitioner staffing with discounted rates, faster fill rates, and preferred contract terms.



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Get In Touch

