

MBM NEWSLETTER

A newsletter for the clients and friends of Medical Billing Management

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The 43rd Annual ABA Convention at Denver's Colorado Convention Center



Lorri Unumb at the podium

From May 25th to May 29th, ABA hosted its 43rd annual convention at the Colorado Convention Center in Denver. More than 8,000 convention-goers attended the 150 seminars, visited the on-site library of hundreds of available publications, and stopped by over 140 exhibit booths. MBM participated at the convention with an informational exhibit booth.

One of the many noteworthy speakers at the conference was Lorri Unumb, Esq., who presented her topic "Corporate and Individual Liability." Lorri has been at the center of growth for so many ABA agencies across the United States. Ten years ago, she pioneered the passage of legislation in South Carolina (known as Ryan's Law, named for her son) that mandated health insurance coverage for children diagnosed in the autism spectrum. Since then, 46 additional state legislatures have mandated coverage, resulting in the new-found affordability of ABA services for autism. Lorri, now at the leading national advocacy group Autism Speaks, travels throughout the U.S. furthering the cause of treatment for those diagnosed in the autism spectrum.



MBM's CEO Curt Anderson and Lorri Unumb, ABA champion

ABA Behavioral Group Partners with MBM and CentralReach to Maximize Reimbursement



Michelle Windsor

Perhaps the most stunningly successful method for an ABA agency (or any medical provider, for that matter) to maximize its reimbursement stream is to put the provider team and the billing team on the same software system. ABA Behavioral Group in Madison, Virginia took this important step during the summer by utilizing CentralReach and MBM's services, and the startling results are already in.

Founder and president Michelle Windsor, MA, BCBA, wrote to MBM's Nancy Moglia and Liz Waitt in September to say "I just wanted to tell you that I got my checks from Magellan today and so appreciate you both.... I cannot thank you enough. If I lived closer, I would literally stop by to give you both hugs."



ABA Behavioral Group's MBM team leaders Liz Waitt, left, and Nancy Moglia

MIT's Dr. Ann Graybiel Speaks at Massachusetts Advocates for Children Meeting

The Microsoft Center at MIT hosted the MAC Friends of the Autism Center's second annual Meeting of the Minds Forum on May 8. The keynote speaker, Dr. Ann M. Graybiel from MIT's department of psychology and brain science, addressed over 100 leaders in autism, advocacy, and technology, along with parents, providers, self-advocates, and others. As MAC said on its Website after the meeting, "...It was exciting to see science and tech innovators connecting and sharing ideas... and to see Dr. Graybiel's enthusiasm and passion for her research...." Dr. Graybiel gave an overview of her research relating to autism candidate gene Mef2c and the "surprising development control of Mef2C by the language gene FOXP2." The audience was spellbound and stayed in the room long after the 9:00pm adjournment.

At right, MBM's George Urban and Dr. Graybiel



Practice Profile: Behavioral Concepts, Inc.

Behavioral Concepts, Inc. (BCI) of Worcester, Massachusetts is one of the largest ABA agencies in the Northeast. BCI was nominated this year for having the "best workplace culture" in the Worcester *Telegram and Gazette's* 2017 survey of all mid-sized companies in the region.

And no wonder! Hundreds of families with children who have been diagnosed in the autism spectrum count on BCI as their provider of critically important ABA services. And over 400 employees make their work at BCI their way to make a positive difference in this world.

BCI and its employee team are "guided by the principle that each child has a unique learning style and it is our task to identify and facilitate effective instruction."

MBM serves the billing needs of this wonderful company through their chosen electronic system for scheduling, recording session notes, payroll, and billing — the AccuPoint system.

BCI Founder and CEO Dr. Jeff Robinson recently said in his interview with us, "I have been incredibly pleased with the work of MBM." The interview with Dr. Robinson can be seen at www.medical-billings.com/testimonials.



Dr. Jeff Robinson and Peggy Armentrout, BCI's Administrative Manager

AmbuPro and MBM Partner with BronzeStar EMS of Laredo, Texas

BronzeStar Ambulance Service is based in Laredo, Texas and has experienced great success since its founding in 2010. BronzeStar is named in honor of Sgt. Hector Medina, Sr., who was awarded two Bronze Stars and a Purple Heart for his valor and extraordinary service in Vietnam. The company's mission, according to its Web site is to "treat and transport patients during what are often the most anxious and perilous moments of their lives. We are committed to being there in their time of need or their final farewell."



The BronzeStar team

The EMTs, support staff, and owners Patty and Hector Medina have provided an important service to Laredo and the surrounding Webb County region. The company's growth requires it to capture an increasing amount of patient data swiftly and securely. Enter AmbuPro EMS, the electronic patient care reporting system chosen by BronzeStar and hundreds of EMS services worldwide. With the EMTs entering the patient data into AmbuPro as they care for the patients, BronzeStar revenue will increase as all ambulance trips are captured electronically and billed to the insurances the next day by MBM's team.

CEO Girish Navani Lays Out the Future for eClinicalWorks in 2018 and Beyond

eClinicalWorks co-founder and CEO Girish Navani held over 400 assembled clients and eCW associates spellbound at the Annual Enterprise Summit at the Intercontinental Hotel in Boston April 18 to 20.



Girish Navani, left, and MBM's director of sales George Urban.

Everyone takes notes when Girish speaks! He and his founding team have built eCW from a raw startup just 17 years ago to a global firm serving over 125,000 physician clients and 650,000 overall users, with over 4,500 employees worldwide. Girish gave attendees a view of the future where the eCW system helps practices large and small not only with patient engagement services, but also with team-based care management and telemedicine solutions. Perhaps most exciting to many attendees was discussion of the triumph of the current version 10e (e is for everywhere), as the eCW system now runs on PCs, MACs, iPhones and Androids and is truly platform agnostic. And within the next 12 months version 10i (i for in-patient) will come next. This will truly take eCW to a higher level of market penetration, as hospitals seek to shed the outrageous costs of Epic and Cerner and adopt the cost-effective eCW system.

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Dr. John Boyle, Sports Medicine Orthopedic Surgeon and G.E. Centricity-MBM Team

A few miles from Boston, North Shore Center for Orthopedic Surgery and Sports Medicine surgeon Dr. John Boyle, utilize the Centricity system to capture and bill all patient visits and surgeries. Dr. Boyle is board certified in general orthopedics and sub-specializes in problems of the knee as well as sports medicine.



Clockwise from left, Dr. Boyle, MBM's Joanna Migliacci and Sabrina Nguyen who manage Dr. Boyle's account for MBM, and Dr. Boyle's Practice Manager Nancy Carlson.

Dr. Boyle served as team physician for the Boston Bruins for fourteen years and was also team physician for the New England Patriots.

In May, Dr. Boyle and his practice manager Nancy Carlson joined us for lunch to review his practice's Centricity reports.

Boston Minstrels Rock Homeless Shelters and a Governor's Reception



The Boston Minstrels performed on June 17 at Boston's Southampton Street Shelter

For the past 25 years, the Boston Minstrels, under the direction of founder and guitarist Tim McHale have rocked Boston's homeless shelters with their inspiring blend of old time rock plus inspirational tunes of the spirit. From the Temptations' cheery "My Girl" to Leonard Cohen's "Hallelujah," the Minstrels get the shelter guests up to sing at the microphones. Amazingly, the exact same tunes also inspired the Minstrels' special summer performance for the guests at a reception for Massachusetts Governor Charlie Baker.



The Minstrels with Massachusetts governor Charlie Baker, in center at back, on July 20 at Ron and Leah Mastrogianni's gracious home in Topsfield, Massachusetts

Pictured above are, at left, Minstrels founder Tim McHale, Governor Baker, in the center at the back, and MBM's CEO Curt Anderson, to the right of Governor Baker. Curt has been the bass player for the Minstrels for the past 12 years.