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STRATEGIC MANAGEMENT ASSISTANCE PROGRAM OR STRATEGIC PARTNER RELATIONSHIP PROGRAM

As AMS celebrates our 51st birthday this month, we are highlighting the evolution of our first formal service offering, which is the Strategic Partnership Relationship Program. This program is also known to clients as the Strategic Management Assistance Program. AMS began serving hospitals one year after Medicare was implemented on July 1, 1966 via an “Engineer in Residence” program, where an AMS management (industrial) engineer was assigned to a client hospital and became part of their internal management team. Today, the Strategic Partnership Relationship Program is where a client receives a consulting team with multi-disciplinary expertise without having to go through a time consuming RFP development and proposal process. Clients also receive the best professional fee accommodation AMS offers.

This program is offered and contracted nationally. For example, at a Florida health system containing an academic medical center system and three community and specialty hospitals, AMS Principals are leading medical system efforts to analyze and improve operations in the Laboratory, Nursing, and hospital wide-productivity, making this is a true partnership experience.

For more information, contact any of the Principals: Paul Camara Pcamara@aboutams.com, Donna Dillon Dwdillon@aboutams.com, Michael Foley Mfoley@aboutams.com, Alan Goldberg Agoldberg@aboutams.com or Jennifer Schuster JSchuster@aboutams.com.

SYSTEM FORMATION IS COMPLEX: RHODE ISLAND EXAMPLE-PART 2



In the April 30, 2018 Biweekly Report, the lead story talked about the unique system development now going on in Rhode Island. Punctuating the AMS Health Care Management Predictions **Top Ten Trends for 2020**, Number 5 on the list being the **Creation of 25 Hospital-based Super Systems**, which said, “the big get bigger. Mergers of Hospital Systems driven by cost efficiencies continue, resulting in homogenization and commoditization of healthcare.”

On May 23, 2018, Partners HealthCare (Somerville, MA) announced the signing of a definitive agreement to acquire Care New England (Providence, RI). Discussions still continue with Lifespan (Providence, RI) to explore how all three health care providers might work together to strengthen patient care in Rhode Island.

What was fascinating about the official Press Release were the very positive comments about the importance of Providence RI-based Brown University and the Warren Alpert Medical School. Partners Healthcare is a Harvard Medical School affiliate and Harvard was not mentioned in the release. Partner's Brigham Health President Elizabeth Nabel, MD said "Our agreement today will also mean new investment in Brown University led research." Brown University President Christina Paxson was quoted as saying, "As Brown's discussions continue, I am optimistic we can address the various concerns that I raised earlier this year." Back on January 11, 2018, Christina Paxson said in a published letter that "I feel strongly that letting this acquisition go forward would be wrong for RI and for Brown."

CYBERSECURITY



AMS can help with the "human elements" of data security. Despite electronic safeguards that are built into the computers, it is the health care system staff that can inadvertently cause problems. Having a focused review by a company that understands health care operations and how the staff uses the computers and technology is the key. AMS HIM/Compliance professionals are well versed in HIPAA privacy/security risks. We have implemented, designed, monitored and performed security (i.e. cybersecurity) audits for health care entities since the inception of HIPAA and throughout the proliferation of technological advances. Just this month, AMS presented a webinar on this topic and offered PHI insight at a business seminar focused on Cybersecurity. Industry experts have identified a gap between the needs of the entities and the skill set/availability of professionals who can identify, resolve and *communicate* the issues.

A reported 3.6 billion breaches occurred in healthcare from 2005 through May 1, 2018. The most common types of records breached include Phishing, Network Intrusion through Inadvertent Disclosure, Stolen/Lost Devices and Systems Misconfiguration. These statistics prove that healthcare entities need IT and HIM (and/or CFO, CIO) expertise to fight the Cybersecurity battle. Technology is growing at a rate faster than education and training resources available to keep up. Unfortunately, these education efforts are time consuming and may often be overlooked, resulting in breaches that may have been prevented. To win this battle, best practices require comprehensive risk assessments, plans, policies, education and documentation.

Please contact AMS if we may be of assistance in implementing, updating and/or reviewing HIM, Compliance or Technology Risk Assessments, Policies, Plans, Monitoring, Responses and/or Oversight. Please contact Jeanne Beando, vice president (jbeando@aboutams.com) if you have any questions.

DEARBORN COUNTY HOSPITAL (INDIANA) NOW HIGHPOINT HEALTH

As part of a plan to promote, growth, quality and effectiveness, in 2018, **Highpoint Health** became the new name of **Dearborn County Hospital**, which is still owned by Dearborn County. The hospital is located in Lawrenceburg, IN, near Cincinnati.

Invest in the long-term. Focus on the outcome.

AMS's Strategic Partner Relationship Program is designed to provide organizations priority access to our consulting expertise, while streamlining the process of proposals, contracts and related paperwork. It is especially well-suited for organizations needing guidance in multiple and/or overlapping areas of the hospital with a multi-year or long-term focus.

*Spend more time on real work
instead of paper work.*

Benefits of the Program

- **READY** access to AMS expertise. Projects can be initiated quickly based on approved workplans. Eliminates need for individual project proposals and service agreements.
- **PREDICTABLE** cash flow due to uniform monthly billing. The initial program has a two-year contract.
- **FLEXIBLE** use of hours allows you to conduct projects as required, when required. Strategic Partners can use AMS time in advance. Borrow ahead on AMS consulting time up to six months without any adjustment to the monthly payment schedule.
- **ADVANTAGE PRICING** rewards our partners with the best AMS consulting rates available. The level of advantage pricing is based on the amount of services purchased.



- **TRUSTED ADVISORS** from AMS senior management are available upon request to participate in any partner senior team meeting or retreat. Call on us for input related to specific projects or general healthcare topics.

Put AMS on your team!

Contact AMS: (800) 462-1685

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