

Welcome to *The Simone Advisor*

By William J. Simone Jr., *Managing Principal*

Simione Consultants, LLC is proud to offer to our clients and friends the first edition of our new quarterly newsletter entitled **The Simone Advisor**. We realize that you frequently receive a great number of newsletters, trade magazines and other publications and your first reaction may be “not another one”. However, Simione Consultants believes that a Home Care Administrator’s thirst for practical advice and information is never ending. We have put together a newsletter that will not only be informative, since the information published will be written by our own consultants who have practical knowledge and advice to offer from their first hand experience in the field, but **The Simone Advisor** will also be interactive. We have established an area on our web site, www.simioneconsultants.com, where you can request additional information or clarification on articles published or submit topics for future publications. The Simone Advisor will also provide the authors’ e-mail addresses so you can correspond directly to our experts to receive answers to your questions.



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The first edition of **The Simone Advisor** includes the following articles:

- **“Easy as ABN”** by Lisa Woolery discusses recent issues pertaining to the Advanced Beneficiary Notice requirements and its operationalization.
- **“HIPAA: The Time is Now”** by Laura Gramenelles presents activities that agencies can initiate right now to prepare for HIPAA. The **Time Clock** on compliance with the HIPAA Regulations is ticking. Simione Consultants is concerned that agencies are not focusing on HIPAA. We have four of our consultants working full time since April 1st preparing tools and resources to assist our clients in their effort to become compliant. This article will discuss “Getting Started”.
- **“Activity Based Profitability for HME”** by Bill Mallard provides informative advice to our Home Medical Equipment clients on current regulatory and operational issues. Bill, manager of our HME consulting division, will publish his advice quarterly.
- **“Breaking the Code: What does Reason Code 38107 Really Mean?”** by Carol Conrad instructs providers on the use of the Fiscal Intermediary Standard System (FISS). FISS is a tool that if used properly can decrease your Medicare “days sales outstanding” (DSO) and enhance cash flow.
- **“Preparing for a Medicare Hospice Certification Survey”** by Susan Sanfacon provides practical knowledge and advice on current Hospice issues and survey preparedness.

We hope you enjoy **The Simone Advisor**. If you know of others in your organization or friends that will benefit from receiving this newsletter, please provide their name, title, and address and we will send them a copy. If you wish to receive **The Simone Advisor** electronically, please send your e-mail address to advisor@simioneconsultants.com. Also, please provide your reaction and recommendations to the newsletter directly to me at wsimionejr@simioneconsultants.com.