

Emergency Department Practice Management Association **Return on Investment for Your EDPMA Membership**

EDPMA and its members were instrumental in getting Managed Health Services (Centene) to change a policy on certain types of claims deemed non-emergent. Centene agreed to re-process these claims and reimburse per the full Indiana Medicaid Fee Schedule. This success would not have been possible were it not for EDPMA's work. With this change, Indiana ED groups will receive an approximate \$60,000 for every 1,000 claims that were originally downcoded. CIPROMS' clients will see benefits of over \$100,000. We are proud to be a part of this organization.



Andrea Halpern-Bryan
VP, Client Relations, CIPROMS



"As a result of EDPMA's advocacy efforts reversing the Medicaid down coding policy in Kansas, Vituity expects to recover over \$130,000. The policy change also avoids future losses that would have occurred if the policy was not rescinded. EDPMA membership is worth several times the amount Vituity has paid in dues."

Bing Pao, MD
Director of Provider Relations, Vituity

"Our physician group was able to establish business relationships which returned more than five times our investment in membership."

William Freudenthal MD, FACEP
President, St Vincent Emergency Physicians



"EDPMA along with its coalition partners has been successful in defeating out of network (OON) balance billing prohibitions in numerous states. This likely avoided significant reductions in commercial payor revenue in these states. EDPMA also helped lead the development of a solution to the OON conundrum that removes the patient from the reimbursement disputes with health plans and provides fair coverage for emergency services."

Ed Gaines, JD, CPP
Chief Compliance Officer, Zotec Partners

"Our membership is like an insurance premium against possible errors and omissions we might make. The timely alerts of Governmental and Non-Governmental Policy changes ensure we maintain the highest possible compliance. Our dues are a fraction of what it might cost if we didn't have EDPMA alerts and without EDPMA advocacy, our clients would lose significant revenue. "

Mark E. Owen
President, Medical Coding Solutions



"We joined EDPMA as an organization after several years of considering the potential benefits. After doing so, it became immediately apparent that we should have done so years ago. The education, networking, and participation benefits have economically far exceeded our membership expense. We have been given the opportunity to actually influence policy that protects and benefits EM as a whole and helps secure our position in the marketplace."

David Ernst, MD, FACEP
President, EPOWERdoc, Inc.

"In an ever-changing payor and reimbursement world, EDPMA has been an invaluable resource for our group. From lobbying for balanced billing, to out-of-network payment standards, to bad payor behaviors such as non-emergent diagnosis denials, EDPMA continues to be the preeminent organization in protecting emergency medicine reimbursement."

Don H Powell, DO, FACEP
President- Medical Management Specialists, Executive Committee - Emergency Care Specialists



"As an EDPMA organization, our employees are able to participate in committees that provide them contacts and make their jobs easier. Brault is able to reach out to EDPMA members across the nation and gather critical information within hours of new announcements by payers or noticing new payer behavior. Our providers meet similar groups at Solutions Summit and take away best practice. This is the Organization to belong to."

Andrea Brault, MD, MMM, FACEP
President and Chief Executive Officer, Brault

Why is there such a great Return on Investment at EDPMA?

I. Successful Advocacy

The long list of federal and state-level successes in 2019 is described in a separate document. EDPMA has a very active advocacy team and also works closely with coalition partners with common advocacy goals. The result is a great deal of success on federal and state laws impacting:

- Commercial insurance reimbursement,
- Medicare reimbursement,
- Medicaid reimbursement, and
- Proposals impacting the number of patients who have insurance coverage.

II. Networking

- EDPMA's members handle over half of the emergency department visits in the nation.
- 80% of EDPMA's Solutions Summit attendees are decision makers (C-Suite or management)
- At the 2019 Solutions Summit, we held three evening networking receptions and a golf tournament.
- We held two networking receptions and 4 refreshment breaks in the Solutions Summit Exhibit Hall.
- An exhibitor registration for the Summit provides access to educational sessions (where additional networking takes place).
- We held a new member/new attendee breakfast where EDPMA leadership welcomed new members.
- We held two EDPMA workshops in 2019. Each workshop had exhibiting and sponsorship opportunities and an evening networking reception.
- EDPMA's 7 committees provide members a chance to network on monthly conference calls and at the Solutions Summit Committee Day.
- EDPMA will hold a membership networking reception at the ACEP Scientific Assembly.

III. Education

- At the 2019 Solutions Summit, we offered two and a half days of educational sessions plus EDPMA's Committee Day (which is open to all attendees). We had a special half-day focus on how to advocate for the business of emergency medicine.
- In 2019, EDPMA offered two workshops: Telemedicine and RCM Updates.
- EDPMA offers webinars on best practices in the business of emergency medicine.
- EDPMA's committee meetings provide an opportunity to learn from the experts in the business of emergency medicine.
- EDPMA offers members well-organized federal and state resources on reimbursement topics, categorized by issue and state on our website.

JOIN TODAY!

Visit: www.edpma.org

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