



## Place This Task on Your Holiday List

### *ETM brings GE closer to continuity than ever before*

from Sean McDonagh, *Beacon Partners GE Practice Director*

The GE (formerly IDX) Centricity Practice Management system (formerly Flowcast, among others) has frequently been the center of a common critical theme: it is not enterprise in nature. The software, although offering many different facets (modules) to accomplish numerous tasks and facilitate numerous processes could never completely bring it all together. Through time and development GE has been more and more aware of this *disconnect* and has been addressing it release by release. Now, one of the latest modules to be delivered by GE, the Enterprise Task Manager (ETM) has brought the software closer to continuity than ever before.

ETM, contrary to popular belief, is not only a collection-driven tool, a replacement for the Paperless Collection System (PCS), if you will. It does make PCS obsolete, as it does address that collection function as well, but it does much more than that. ETM is a tool that delivers accountability, structure and effective reporting, across the entire software suite, from Transaction Editing System (TES) through the collection modules.

The importance of this vast array of ETM utilization to Beacon Partners is that we need to be ready to inform our customers of this enterprise tool, as many believe they are buying and installing *PCS 4.0*. We need to

inform our customers of the expansive nature of the tool and of our internal expertise on bringing the technology into line with their people and processes. Informing our clients of the importance of initially configuring the ETM module correctly is another way to ensure that we are helping ourselves while helping our clients.

*This complex implementation would not have been possible based on the project goals without the expertise of the industry experts found in the Beacon consultants."*

- Richard A. Green  
Executive Director,  
USF Physicians Group  
COO, Centers for Advanced Healthcare

Some of the recommended timelines for ETM install, assuming a devoted design and build team, a dedicated IT analyst for support and a dedicated project manager are:

- Claim Edits workflow can be installed in about three months
- Insurance follow-up workflow is closer to five to six months
- Self-pay workflow is three to four months, approximately

GE usually looks at the timeline for install according to the workflows. TES and statement edits workflows are new for 4.3, so there are no relevant timelines for those as of yet.

The timelines outlined here make it clear that ETM is complex in delivery but is well worth the efforts (and expense) to organizations. Beacon Partners' involvement in the delivery of this enterprise tool will assist our clients in realizing the true benefits of people, processes and technologies coming together for maximum organizational benefit.

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**Success Story:** University of South Florida engaged Beacon Partners because of Beacon Partners' extensive history with integrating multiple EMR vendors. This background, coupled with Beacon Partners' experience designing new healthcare facilities, provided the perfect partnership for successfully implementing the RIS/PACS system with complete integration with the Allscripts and Flowcast systems.

For Beacon Partners Success Stories go to: [Beacon Partners Success Stories](#)

## ARRA Resource Center - An Editorial from Kevin Burchill, ESQ., FACHE, Director

Are the offers to provide financing to prepare for the federal information technology (IT) initiatives a *good thing* or just the latest examples of ways for US businesses to commit their futures with no clear means of paying for those futures?

The American Recovery and Reinvestment Act (ARRA) has spawned yet another potential lending scheme that needs to be looked into carefully before signing on the dotted line. Healthcare IT giants (like GE and now IBM) are offering *financing* for organizations to bring necessary IT programs on line in time to take advantage of the \$19b of federal funding slated to begin in 2011.

On its face, the financing offers present an option for currently cash-strapped facilities to make the requisite investment in a *certified health IT system* now and become *shovel ready* in time to take advantage of the maximum incentive payments offered through Medicare or Medicaid. And, the flexible payment terms would allow for future repayments based upon the ultimate receipt of those governmental dollars.

For more of this editorial viewpoint, go to:

[Beacon Partners' ARRA Resource Center](#)

## Spotlight on Cost Control

These trying economic times continue to stress the importance of looking at new and creative ways to manage healthcare organizations. The renewed focus on cost control should not be a *flavor of the month* approach; rather it needs to become part of how front-line managers do their jobs in real time.

Whether in regard to an investment in information technology (IT) with the aim of receiving incentive payments under the American Recovery and Reinvestment Act (ARRA), the uncertainty of *Obamacare* healthcare reform discussions or even the capital expenditures necessary to update physical plants stretched to the brink of their useful lives, healthcare leaders cannot afford any missteps.

An uncertain future has executives re-grouping and re-thinking priorities. Organizations well-grounded in their missions, with solid foundations built upon their values, are certainly better prepared to adjust their visions in the near term and use operationally-based tactics to maneuver ahead. Right now, being directionally correct is as or more important than being politically correct.

To read more go to:

[Beacon Partners' Press Room](#)

### Current Beacon Partners' GE Engagements\*

Continuum Health Alliance  
Georgetown University  
MedStar  
Mount Sinai School of Medicine  
University of California, San Diego  
University of California, San Francisco

\*Partial listing of Beacon Partners'  
current GE clients

To join our GE, MEDITECH or Epic Advisory  
Mailing List, email  
[advisory@beaconpartners.com](mailto:advisory@beaconpartners.com).



Beacon Partners provides the proven expertise to enhance your GE Healthcare system. Beacon Partners is the leading provider of organizational performance improvement services including IT adoption, business and clinical operations management, strategic advisory and technical solutions to the healthcare community.

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