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March 1, 2007

Home Care Association of Colorado Management Report

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New updates added weekly to www.hcaconline.org! Check it out!

Telehealth RFP Released by HCPF

The Colorado Department of Health Care Policy and Financing (HCPF) has released a Request for Proposal (RFP) for a "Telehealth Pilot Program for Chronic Conditions." The pilot was authorized in SB 165, an HCAC-instigated and supported bill that passed during the 2006 state legislative session. The legislation requires the Department to seek a contractor to manage Colorado Medicaid clients with three specific chronic medical conditions through telehealth. The RFP requires the use of interactive monitoring and biometric measuring devices. The three diseases are congestive heart failure, diabetes and chronic obstructive pulmonary disease.

Interested parties must register on the State of Colorado's "BIDS" web site in order to view, print out or respond to the RFP. Click on "Register" at the top of that web page. You may also call (303) 894-2039 for information about registration. The RFP identification number is HCPFLJ0701TELEHEALTH.

[Click Here for Bid Information](#)

McKesson Offers Discounts to HCAC Members

[Pre-book your flu orders now through HCAC's Medical Supply Program!](#)

HCAC members are reminded that they are eligible



Quick Links...

- [Register for HCAC's Annual Convention: May 10-11, 2007](#)
- [Register for Getting Referrals audio-conference: March 29, 2007](#)
- [Register for OASIS Data Collection seminar: March 17, 2007](#)
- [Check Out HCAC's Jobs](#)

[and Services Store](#)

- [Visit Our 24/7 Virtual Trade Show](#)

Join our mailing list!

to receive special contract pricing on all products available when they participate in the HCAC / McKesson Medical Supply Program. In addition, rebated/contract pricing is available through select manufacturers' product lines. HCAC's agreement with McKesson calls for administrative fees to be paid to the Association, based on the program's net sales. As HCAC's dividend increases, the savings to member agencies increase as well.

For details call Greg Verschelden at 303-810-8228 or email him at greg.verschelden@mckesson.com.

[Click here to pre-book your flu orders for next year](#)

75 Colorado Home Health Agencies Sign Up for HHQI National Campaign

Seventy-five Colorado home health agencies have joined some 4,300 agencies nationwide that have signed up to participate in the Home Health Quality Initiative national campaign!

If your agency is not yet registered, please consider joining the HHQI National Campaign to enhance and/or maximize your agency's efforts to reduce Acute Care Hospitalization rates for your clients. You can register at anytime on the HHQI Web site -- www.homehealthquality.org

Some key points to help you consider participating:

- First and foremost, as home care providers, we know that clients desire and prefer to stay at home whenever possible.
- Being hospitalized can unnecessarily create financial and emotional burdens for clients and their families, and can negatively impact the health care delivery system.
- At present, more than one in four home health client episodes will result in a hospitalization.
- To assist home health agencies, monthly electronic Best Practice Intervention Packages will be provided throughout the 2007 campaign. These are extremely flexible and designed to be used by leadership and staff.
- Additionally, agencies will receive agency-specific benchmarking reports.

Read what others are saying about the HHQI Campaign

"This campaign will highlight our role as an industry to save Medicare dollars while driving great outcomes." - Lisa Remington, Editor for The Remington Report

"All Americans benefit when government and business come together like this to deal with the national health care challenges, and certainly, the home health care industry is stepping up to the plate, like we always do." - Susan Sender, Vice President and Chief Nursing Executive for Gentiva Health Services

"All home care agencies should take this great opportunity to demonstrate the value of home health to policy makers by decreasing avoidable hospitalization [the #1 marker of quality care] which will contribute to the management of costs." - Ann Howard, Director, Federal Policy, The American Association for Homecare

"To support this campaign, OCCB will create an OASIS Accuracy Support Packet - a 20-page document with CMS guidance for scoring OASIS items used to compute the ACH outcome measure including CMS Q & As and OBQI Implementation Manual Chapter 8. This document is now available to be downloaded at <http://www.oasiscertificate.org/>" - Linda Krulish, representative for the Oasis Competency and Certification Board

HCAC Legislative Bulletin Board 2007 Keeps Members Informed

For the fourth year, HCAC members have immediate access to current information about bills, actions and other initiatives undertaken by legislators at the State Capitol by visiting the association's Legislative Bulletin Board 2007. This web page can be accessed by members via this year's "Members Only" link:

<http://www.hcaonline.org/state2007>

HCAC Legislative / Advocacy Council Chair Sonya Neumann said this member-only service keeps HCAC members informed of the status of bills that have been introduced in the Colorado General Assembly. The Bulletin Board posts a description, the names of the bill sponsors, committee

assignments, HCAC's position and hearing dates and locations of bills that have been identified as important to the home care industry. HCAC lobbyists Betsy Murray and Ellen Caruso update the Bulletin Board by Monday morning of each week that the Legislature is in session.

Included in the Bulletin Board are direct links to:

- A web site (vote-smart.com) that will allow members to identify their state and national elected officials upon entering their mailing zip code;
- The web site for the Colorado General Assembly that lists the status of all bills, committee assignments and provides a daily legislative calendar and a journal of the previous day's deliberations;
- The "Pink Book" that lists complete contact information for all state legislators; and
- Contact details for Colorado's nine-member Congressional delegation in Washington, DC.

Members are reminded to put this link in your "favorites" file and check back each Monday morning for the latest legislative news:

<http://www.hcaonline.org/state2007>

email: hcac@assnoffice.com
phone: 303-694-4728
web: <http://www.hcaonline.org>

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