

TOPLINE HEALTHCARE'S INDUSTRY LEADER, MARK KIMMEL, PARTNERS WITH CMS TO CREATE ULTIMATE CHANGE IN HEALTHCARE TODAY

Mark Kimmel, Ph.D., Co-Founding Partner and President of Topline Healthcare and creator of Codeable Language, has a proven record of forecasting trends in the ever-changing healthcare industry. In his #1 best selling book, *Ultimate Guide to Win (published July 21, 2013)*, Kimmel predicted the critical upcoming changes in Medicare within the healthcare industry, and currently utilizes his abilities to find simple solutions to complicated problems that are helping to solve the country's most challenging healthcare problems.

Kimmel's company, Topline Healthcare, is a solutions and technology based company with in-depth knowledge and experience in healthcare. They specialize in clinical documentation, provider education, efficient workflows, cyber-security, growth revenues and overall patient care to help improve healthcare systems and patient outcomes. They are currently partnering with CMS to help drive the CMS mission to serve and strengthen the healthcare services and information available to Medicare & Medicaid beneficiaries.

In 2014, Topline Healthcare was invited by CMS to partner in the Power Mobility pilot using Topline Healthcare's proprietary software, Codeable Language, to develop a solution to reduce the error rate. In this pilot, Kimmel worked directly with DME providers, medical providers and patients and built the prior authorization standards currently used by CMS. Within a year, Topline Healthcare became the first company recognized by CMS to have successfully completed a pilot, and they continue as a leading company in the CMS pilot program.

"Working with CMS has been a privileged honor for Topline Healthcare," says Kimmel. "During the DME pilot, we had weekly phone calls with CMS to inform them of the pilot process and achievements. We found on average that there was a 54% error rate in submissions to the MAC for payments in power mobility devices. However, by using Topline Healthcare's processes and software, Codeable Language, along with concurrent review, we were able to remarkably reduce the error rate to less than 1%. Also, with prior review before submission for correct documentation, coding and paper work was properly completed, thus causing the error rate to reduce so drastically. This was a testament to CMS and the fact that when correct information is submitted, proper care can then be delivered to the patient."

Under Kimmel's leadership, the company found that having a successful working relationship with CMS was of great advantage to the standing of Topline Healthcare. They experienced a significant increase of interest in the company, which advanced their relationships with notable companies such as Accenture, Adobe, Infor, and Microsoft. This positioned them on the forefront of change in healthcare, and companies wanted to work with Topline Healthcare even more so than ever because of their relationship with CMS.

Following Topline Healthcare's success with the Power Mobility pilot, they began another pilot with CMS, which is in cooperation with Concerted Care Group (CCG), Adobe, Infor and Accenture. The goal of this pilot is to help resolve the Opioid addiction crisis facing our nation today with focus on communication between laboratory services, medical providers, physiological providers, insurance providers, and patients. CCG offers the most effective treatment of addiction available, including addiction to heroin, morphine, codeine, oxycodone, prescription painkillers, and other opiates. Adobe and Infor are highly regarded multinational computer software companies, and Accenture is a global management consulting and professional services company that provides strategy, consulting, digital, technology and operations services.

In this Opioid Addiction pilot, Topline Healthcare is focusing on improvement of the interoperability of systems in order to help advance the recovery of patients currently on Methadone treatment. The results thus far are finding that with better communication between providers, fewer errors in care are occurring because when patients in treatment are going to hospitals due to traumatic events, they are typically placed on benzodiazepine, which is contra indicated for patients on Methadone. However, due to the existing limitations of electronic communication between providers along with an inability for staff to look up medication records, patients on relapse are being avoided.

Thus far, the results of this pilot are leading to the belief that with focus on increased services for these patients, the overall cost to the healthcare system will be decreased if a slightly larger investment in each patient is made on the forefront of care. The Opioid Addiction pilot is targeted for completion October 2017. In the final summary, Topline Healthcare will focus on the success of interoperability and direct communication between providers, the success of increased group and private counseling of patients, success of patients that have enrolled in the program with increased care, the services of issues, and increased monitoring of patients.

In addition, to further unify interoperability within the healthcare industry, solve critical issues, and reduce the error rate for CMS, Topline Healthcare is on point to work with Accenture, Microsoft, and other industry leaders to create a Structured Notes pilot, which is of critical importance in today's digital world. This much needed pilot will focus on interoperability between all providers within the United States while putting an emphasis on structured data. This pilot proposes to create structured data that will increase efficacy, decrease human error rates, decrease cost of review, decrease denials, and increase accurate data that will be used to support the care of the patients. With a much clearer data stream, the goal is to greatly reduce the error in fraud as well as offer better care to Medicare recipients.

"Taking care of patients and improving outcomes is most important," states Kimmel. "By working with CMS along with innovative collaboration with strategic partners, we are directly impacting the healthcare continuum through automation and improved processes. Topline Healthcare has grown exponentially as a direct result of working with CMS and the pilot program. I am especially proud of the work we are doing because we are in step with the CMS mission and able to directly impact so many lives for the better."

For more information visit Topline Healthcare: www.toplinehealthcare.com

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Biography

Mark Kimmel, Ph.D.,
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As a leading expert with over 20 years of experience in healthcare and research, Mark Kimmel, Ph.D. has a proven record of forecasting trends in the healthcare industry. In his #1 best selling book, *Ultimate Guide to Win (published July 21,2013)*, Kimmel predicted critical upcoming changes in Medicare and the healthcare industry that are now happening today.

Kimmel is the creator Codeable Language, a clinically proven and CMS recognized software program that allows providers to correctly submit the required information needed for current coding and billing standards while giving best and complete accuracy in patient care.

In addition, Kimmel continues to help hospitals drive their growth revenue while being a leader in CMS pilot programs, where the implementation of the Topline Healthcare processes and Codeable Language have been successfully proven. As Co-Founding Partner, President and Director of Development of Topline Healthcare, Kimmel currently utilizes his abilities to find simple solutions to complicated problems that are helping to solve the country's most challenging problems in healthcare today.