



Success Stories

"We believe that clients are the best judge of our firm's capabilities."

[Glenn Falls Hospital](#) | [Floyd Medical Center](#) | [Moses Cone Health System](#)
[Eastern Maine Medicare Center](#) | [Forrest General Hospital](#)

Glens Falls Hospital...

FHA has assisted this client with the feasibility of developing an acute rehabilitation unit under TEFRA and later updated under PPS. In addition, FHA analyzed the feasibility of developing a specialized outpatient rehab program known as "CORF", a certification under Medicare reimbursement.

Sharon Luckenbaugh
Director of Rehab Services
[^Return to Top](#)

Floyd Medical Center...

FHA has worked with FMC over the past ten years on multiple post acute and continuum of care projects. FHA conducted the initial acute rehab feasibility project that resulted in a 30 bed acute rehab unit that has contributed over \$1.9 million to the acute care facility. FHA is currently working with this client to determine the PPS impact and to develop a strategy for continued growth in the acute care business.

Kurt Stuenkel, CEO
[^Return to Top](#)

Moses Cone Health System...

FHA recently completed an in depth ambulatory care study for this client. This included four freestanding centers that are part of the health care system. Through productivity analysis and benchmarking, several opportunities were defined for improving the operations that would reduce costs, improve net revenue through better collection efforts, and allow the ambulatory centers to improve their position and bottom line through a different approach to managed care contracting with PPS insurers. This project included the review of coding practices as well as billing and collections.

Anne Macner, Director
[^Return to Top](#)

Eastern Maine Medicare Center...

This project included acute rehabilitation, skilled care rehab, ambulatory rehab, and physician practices (physiatrists employed by the hospital). Analysis resulted in a number of operational recommendations designed to reduce the costs by approximately \$2 million dollars.



Helen McKennon
Administrator Rehabilitation
[^Return to Top](#)

Forrest General Hospital...

FHA has assisted this client on several projects related to post acute services. Included in this was the development of an acute care strategy and a program strategy that resulted in marked increase of the average daily census, definition of costs that could be reimbursed under the TEFRA payment system, and the impact and preparation of the PPS impact on acute rehabilitation. FHA also assisted this client in assessing their RUG categories.

Mike Higginbotham
Director of Rehabilitation
[^Return to Top](#)

