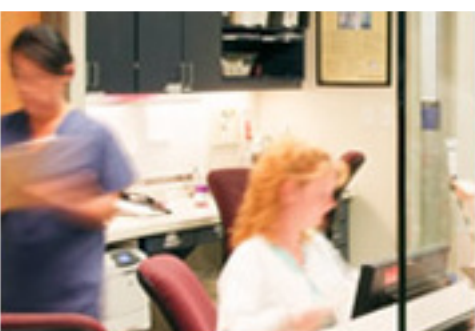


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ECi

A Newsletter for Partners and Co-Workers



Summer 2010

Emergency Consultants, Inc. is a corporation providing management and administrative support to limited liability partnership clients. It is not a direct provider of medical care services.

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From the Top:

The VIP Blues Bash – ECI's Premiere Event

by Derik K. King, MD, FACEP
President of ECI

Everyone at ECI gets excited about September. The baseball pennant races come down the home stretch. The college football season kicks off. And, ACEP holds its annual Scientific Assembly.

While this is always the "BIG EVENT" in emergency medicine, this year the Scientific Assembly is building more hype than usual. With Las Vegas as the backdrop, ACEP is anticipating this to be the largest Assembly ever.

ECI is matching the Vegas hype with our Annual VIP Blues Bash. The Las Vegas House of Blues® is located right inside Mandalay Bay Resort and Casino, where the Scientific Assembly will be held. Our theme for this year is the original, the classic—so we've given our booth and our VIP party a retro, 1950s feel. We've even invited The Blues Brothers Band to perform during our VIP Bash.

Every year, we get excited about the Scientific Assembly and, for the third year in a row, our Original VIP Blues Bash. But this year, in the wake of so many developments in the world of medicine, we are especially eager to get together with all of our colleagues and discuss our ever-changing field.

ECI invests a great deal of time and energy preparing for the Scientific Assembly, and we put on our Blues Bash to thank everyone for their commitment to our specialty. We have always been dedicated to promoting the highest caliber of patient care, and the Scientific Assembly and the VIP Blues Bash give us the opportunity to recognize all the hard work you put towards that goal.

ECI's
V.I.P. Blues Bash
Mandalay Bay Resort and Casino • Las Vegas, NV
HOUSE OF BLUES
Tuesday, September 28
7:30 pm - 1:00 am

If you're attending, pre-register at www.myECI.com and then be sure to visit ECI at **Booth #343** to pick up your VIP Pass to the party. We're also giving away tickets to a couple of Vegas shows, so don't miss out—stop by and enter to win.

It's been a great year at ECI and in emergency medicine and we look forward to celebrating with you in Vegas! ■

...this legislation will have a profound effect on our healthcare system, including emergency medicine and hospitalist services.



Uncharted Territory: New Horizons for Healthcare Reform

by Robert M. Williams, MD, DrPH, FACEP
Chairman of the Board & Co-Founder, ECI

2010 has been an historic and tumultuous year for American healthcare. On March 23, 2010, after a prolonged and highly partisan process, President Obama signed the Patient Protection and Affordable Care Act, known simply as ACA.

Although the ACA will not be fully implemented for several years, this legislation will have a profound effect on our healthcare system, including emergency medicine and hospitalist services.

There are several important areas not addressed by this legislation. These include:

- universal coverage (23 million people remain uninsured. Most of these people are undocumented immigrants.)
- meaningful cost control
- tort reform
- a clear understanding of the long-term effects of the legislation
- a permanent fix to the physician compensation formula

The ACA is far-reaching and complex, and paying for healthcare reform remains a daunting task. Under the new law, financing will come primarily from:

- a 500 billion dollar cut in the growth of Medicare spending
- tax increases on the wealthy
- substantial new taxes on drug companies and medical equipment suppliers

These resources will support Medicaid funding on a national level, but many states will struggle to pay their portion of this program expansion. State funding issues are especially relevant to emergency medicine. Recent articles in the *Journal of the American Medical Association* and from the CDC report huge increases in ED volumes to 124 million in 2008. Most of this growth is attributed to more visits from Medicaid patients.

These types of challenges leave us with no permanent resolution to the physician compensation formula, known as the SRG.

Main Components of Healthcare Reform

Significant Insurance Reform
Expanded Coverage to More Than 30 Million People
Huge Expansion of Medicaid (Joint Federal/State Program)
Individual Mandate Everyone must pay health insurance or pay penalties
Higher Taxes on the Wealthy
2,700 Pages of Details

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New Horizons for Healthcare Reform

In 1998, all physicians were scheduled to receive a 21% cut in Medicare reimbursement effective January 1st of this year. Fortunately, as they have for the past few years, the cuts have been put on hold. These pending cuts represent an estimated \$370 billion in costs that were not included in the \$1 trillion cost estimates for healthcare reform. This will continue to compound if the physician compensation issue is not resolved and will reach an estimated \$500 billion by 2015.

There is a lot we do not know and understand about the future implications of this new law, but there are things we know that will affect all of us at ECI and HCI.

In coming years, there will be an increased focus in several important areas:

- higher quality
- improved efficiency
- increased accountability and verification
- better risk management

Since 1972, our organization has remained committed to achieving all of these ideals. As a result, we have created a wealth of highly innovative programs that continue to benefit practitioners across the country.

I believe that no other organization in emergency medicine has the level of talent, expertise, and commitment that ECI has in meeting the many new challenges of healthcare reform.

As a new day dawns in American healthcare, all of us at ECI and HCI are awake, energized, and ready to go! ■



I believe that no other organization in emergency medicine has the level of talent, expertise, and commitment that ECI has in meeting the many new challenges of healthcare reform.

HCI – High-Quality Care with Compassion and Integrity



by Randy N. Howell, CMA, MBA, Chief Administrative Officer, HCI
& Kenneth R. Epstein, MD, MBA, FACP, FHM, Chief Medical Officer, HCI

We specialize in
matching great
practitioners
with the
right practice
environments.

As a physician-led organization, HCI is committed to enhancing hospitalist medicine in a unique way. How do we do this? First and foremost, HCI is a great partner with great people. While a lot of healthcare organizations claim to be physician friendly, HCI is one of the few actually run by physicians.

As a sister company to ECI, HCI offers decades of experience in effective physician staffing and management. We specialize in matching great practitioners with the right practice environments. Our physician leaders carefully select practitioners who adhere to our



organization's values of High-Quality Care, Compassion, and Integrity.

To seek out top-quality hospitalist partners, HCI utilizes a wide range of innovative recruitment tools. These include, but are not limited to:

- medical provider and hospital databases
- calling campaigns
- domestic mailers and email marketing
- print and electronic advertisements
- career fairs and trade shows

Once we find the right physicians, we offer these partners the tools and resources they need to enjoy a rewarding career and a satisfying lifestyle. Because we want physicians to have plenty of time to spend outside of work, we allow each partnership to create a scheduling model that suits its needs. Our physician schedules are designed to promote continuity of care, making it more likely that physicians will be

able to follow patients throughout their hospital stay.

HCI is known for doing the right thing for patients, physicians, and employees—regardless of the current financial landscape. From effective provider education to competent recruitment muscle and outstanding coding and billing expertise—HCI offers medical professionals the tools for success.

To discuss the ways your facility can benefit from HCI's high-quality approach, please call 866.230.6051 ext. 3226, or visit www.hci-med.com and select "Staffing & Management Services."

If you are a physician or midlevel seeking a great career with an exceptional organization, please call 888-632-0545 ext. 3198. You may also visit www.hci-med.com, and select the "Healthcare Job Opportunities" tab. ■

Visit www.hci-med.com for more information.

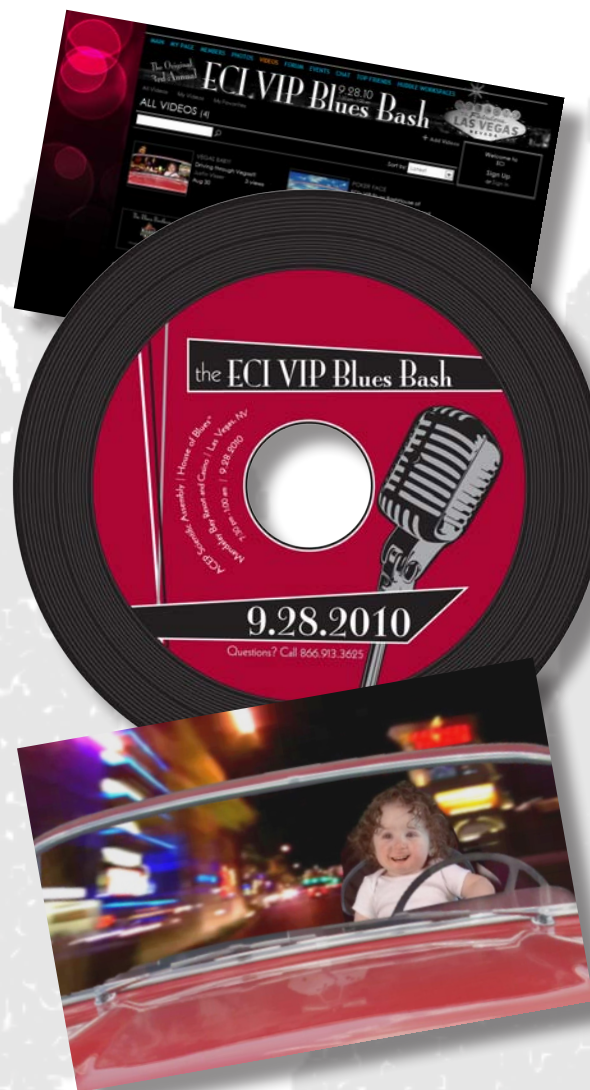
2010 ACEP Scientific Assembly in Las Vegas Annual ECI VIP Blues Bash at the House of Blues®

by Christina White
Marketing Communications Coordinator, ECI

In May, we celebrated **Great Partners and Great People** at the 2010 Annual Partners Meeting in Northern Michigan. As we approach the 2010 ACEP Scientific Assembly, ECI looks forward to meeting the Great Partners of the future.

On September 28, 2010, thousands of emergency medicine professionals will come together in Las Vegas for this spectacular annual event. The meeting, which spans from the 28th until October 2nd, includes addresses by industry leaders, as well as a trade show of epic proportions. After the first day of exhibiting (Sept. 28th), we've invited all the attendees to head down the hall to the **House of Blues®** for the **annual ECI VIP Blues Bash**.

You may have already received silver envelopes in the mail containing a CD invitation to this event. We've made everything completely interactive this year,



so when you pop in the CD invite, you'll find a personal video message from the President of ECI, as well as more insight on the event and your stay in Vegas. On this CD, we invite you to visit www.myECI.com, where you can register for a VIP pass to the Blues Bash, and make a profile that allows you to network with other attendees. We've been sending out video updates on the event—if you are attending, you may have already received one of our infamous “Vegas baby commercials” via email.

In short, this year's VIP Bash is a step above the rest. From Chicago, to Boston, to Vegas, our Blues Bash continues to grow in popularity. Everyone is wondering what's in store for this year, and we are thrilled to have the chance to meet with prospective new partners in Vegas. ■

ECI Around the World

Tim Molyneux, Vice President of Operations, ECI

Last November, Tim Molyneux left his hometown in Franklin, Tennessee, and headed for Iraq. As a member of the Tennessee Army National Guard, Molyneux and his unit—the 278th Armored Cavalry Regiment—were activated last year.

Molyneux was called upon to serve as a JAG officer. “I worked with rules of engagement, investigations, and traveled extensively throughout Iraq,” he recounts. “I also worked with Iraqis in local settings with their legal systems. It was very rewarding to see how drastically the situation in Iraq improved since we arrived.”

Molyneux was scheduled to return home in November, but because of the military draw down, he came back a few months early. Molyneux says he is “excited to be back to work.” As ECI’s Vice President of Operations, Molyneux says that he appreciates ECI’s support of his deployment.



Timothy P. Molyneux
Vice President of Operations, ECI

“I especially appreciate the strong support I received from Dr. King [President of ECI] and Randy Howell [Chief Administrative Officer],” says Molyneux. “I’m so grateful to the staffing teams who sent supplies and kept me in their thoughts.” ■

Upcoming Events

Look for ECI at these 2010 Conferences

- Sept. 15-17 **CHA Annual Meeting**
Keystone, Colorado
- Sept. 15-17 **WHA Annual Convention**
Madison, Wisconsin
- Sept. 28 **EMRA Job Fair**
Las Vegas, Nevada
- Sept. 28-Oct. 1 **ACEP Scientific Assembly**
Las Vegas, Nevada
- Oct. 5-6 **THA Annual Meeting**
Nashville, Tennessee
- Oct. 7 **ICEP Career Fair**
Oak Lawn, Illinois
- Oct. 24-28 **ACOEP Scientific Assembly**
San Francisco, California
- Nov. 3-5 **MHA Annual Convention**
Osage Beach, Missouri

All INSIDE ECI readers are invited to submit story ideas, photographs, or news items.

PLEASE FORWARD ALL SUBMISSIONS AND FEEDBACK TO:

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