



IROQUOIS

HEALTHCARE

[Event Calendar](#)
[Contact Us](#)
[Directions](#)
[ESP Member Login](#)

- + Iroquois News and Information
- + Advocacy
- + UISS
- + Organizational Efficiencies
 - Survey Solutions
- + Workforce Center
- + Employee Services Program
- + Emergency Preparedness
- + Clinical/Community Services
 - ESP Member Login
 - Home

News

IROQUOIS News for **FEBRUARY 12, 2008**

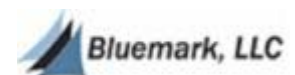
Health Care Reform Proposed Without Data Analysis

Governor Spitzer's 2008-2009 budget proposal is not based on straightforward cuts to health care funding streams. The health care component of the budget is highly technical and redistributive. IHA is working with HANYS to determine the impact on the region and individual facilities. However, as of this writing, we have not received data from the Department of Health.

We must be clear about the unkept promises of 2007 and avoid unintended negative consequences. We need your support in this complex policy debate. Below is a brief preliminary perspective from the Iroquois Healthcare Alliance which represents 55 hospitals and health systems in 31 counties of Upstate New York:

Hospital components of the proposed Executive Budget include rebasing of the Medicaid inpatient rates to use 2005 costs and data; reducing the 2008 trend factor by 35%; restructuring the indigent care (bad debt and charity care) pool; ambulatory care reinvestment made through inpatient reduction; and the elimination of funds for workforce recruitment and retention. The proposal also includes reallocation of funds from graduate medical education (GME) to fund "Doctors Across New York" to help address the physician workforce recruitment and retention challenges.

Unkept promises enacted by the Legislature and signed by the Governor include worker recruitment and retention funding; E.D. rate increase; nursing home rebasing; and an Upstate high volume Medicaid pool.



IHA is ready to work with the Legislature and the Administration as soon as the data is available to assess the impact of the proposed reforms.

IHA encourages hospital CEOs to come to Albany with Board members and senior staff on March 5 for the HANYS Leadership Advocacy Day. IHA has scheduled a meeting with the Upstate Senate Republican delegation. IHA is also working to schedule meetings with Assembly Democrats. More information is available at www.iroquois.org/advocacy/NYS_Budget.cfm

Hospital Preparedness Updates

Emergency preparedness requirements for hospitals were issued by NYSDOH for the 2007-08 grant year. Requirements include revision of hospital comprehensive emergency management plans; mass fatalities plan development; and burn disaster.

NYSDOH announced that the Hospital Preparedness Program will be moved from the Office of Health Systems Management to the newly created Office of Public Health. NYSDOH is in the process of hiring someone to direct the Hospital Preparedness Program.

NYSDOH has announced a Request for Application (RFA) to develop alternate care solutions. Hospitals, local health departments and county emergency management offices may apply in partnership. For more information, visit <http://www.iroquois.org/program1.cfm>.

HIXNY Restructures Board

The Health Information eXchange of New York (HIXNY) continues its work in developing a regional clinical information data exchange to be used by hospitals, payors, and physician groups in the Capital District.

HIXNY was jointly created by the IHA on behalf of their 55 hospitals and the New York Health Plan Association (HPA) representing 30 health plans statewide, to promote collaboration among providers and payers designed to reduce health care costs and promote high quality clinical care in upstate New York.

Created in 2000, the primary mission of HIXNY is to reduce health care costs and promote high quality clinical care. HIXNY will achieve this dual mission by providing a technology infrastructure and services to enable physicians, hospitals and other health care providers and insurers to interact, share information resources, and conduct business using a standardized, HIPAA compliant approach to administrative transactions.

In 2005, HIXNY took a major step towards achieving its mission. HIXNY membership was expanded to include, 9 hospitals, 3 insurers, and 7 physician/clinic groups, joining IHA and HPA as equal members within HIXNY.

In January 2007, the HIXNY board was restructured and now includes equal representation from each membership category. Gary J. Fitzgerald, President of IHA, was nominated by the hospital members to serve on the HIXNY board in addition to George Hickman of Albany Medical Center, William Young of Ellis Hospital, and John Collins, MD, of Northeast Health. For more information about HIXNY, visit www.hixny.org.

Competitive Local Contract Portfolio Available to All Members

United Iroquois Shared Services, the for-profit subsidiary of Iroquois, has regional and local portfolios of contracts available to all IHA/UISS members. The UISS team continues to maintain and develop a highly competitive local contract portfolio of member-determined product categories. The UISS team continues to maintain and develop a highly competitive local contract portfolio of member-determined product categories.

In 2007, the UISS contracting initiative has resulted in renegotiations and/or extensions valued at over \$6 million. Based upon published industry inflationary forecasts, obtaining additional price protection for participating UISS members of these contracts resulted in an additional savings and/or cost avoidance of approximately \$450,000 annually.

The local contract portfolio includes contracts for medical/surgical distribution, disposable products, milk and dairy products, radiology supplies, and cylinder gases. Members are encouraged to review the portfolio for

potential savings. Additional information is available at <http://www.iroquois.org/contracts.cfm>.

The Iroquois News is an email publication of the Iroquois Healthcare Alliance and United Iroquois Shared Services. The publication is distributed as needed to share information. The news contains information regarding advocacy and an overview of the state and Federal political landscape as it impacts the health care industry in Upstate New York; initiatives of the Association including but not limited to workforce initiatives, bioterrorism, emergency preparedness, regulatory notifications; and information about our for-profit services including UISS group purchasing. To unsubscribe, please notify IroquoisNewsletter@iroquois.org.

Iroquois Healthcare Alliance & United Iroquois Shared Services

Clifton Park Office
17 Halfmoon Executive Park Drive
Clifton Park, NY 12065
phone: 518-383-5060
fax: 518-383-2616

Syracuse Office
5740 Commons Park
East Syracuse, NY 13057
phone: 315-445-1857
fax: 315-445-2297

© 2006, Iroquois Healthcare Alliance, All Rights Reserved