



## **FOR IMMEDIATE RELEASE**

### **VHA Inc. Signs Agreement with Executive Health Resources for its Medical Necessity Compliance and Appeals Management Services**

***Services will help VHA members achieve medical necessity compliance, identify potential compliance risk areas and maintain revenue integrity***

**NEWTOWN SQUARE, PA, May 18, 2010** – Executive Health Resources, Inc. (EHR), The Physician Advisor Company™, a leading provider of healthcare medical necessity regulatory compliance services, announced today it has recently signed an agreement with VHA Inc., the national health care network. With this new agreement, VHA has selected EHR as a contracted supplier of Medicare and Medicaid compliance management (Physician Advisor review for medical necessity), concurrent and retrospective commercial payer denial management, and Medicare and Medicaid denials and appeals management services. The agreement provides members with preferential pricing.

VHA's membership includes more than 1,400 not-for-profit hospitals and 28,000+ non-acute care organizations. VHA members will also benefit from EHR's ongoing compliance warranty program, which will provide protection beyond the initial concurrent medical necessity review and certification.

In addition to EHR's medical necessity compliance and appeals management services, VHA members will access tailored educational opportunities on topics such as utilization review, healthcare regulatory compliance, and Recovery Audit Contractor (RAC) and other program integrity contractor audits.

To date, EHR's Physician Advisors have performed more than 1.5 million medical necessity reviews, conducted hundreds of audits at client hospital facilities and successfully appealed nearly 10,000 RAC medical necessity denials at all levels of appeal. EHR's methodology for case review, also known as EHR Logic, was a contributing factor in VHA's decision to work with EHR.

"The combination of EHR's evidence-based approach, specially-trained Physician Advisor teams, unmatched experience in medical necessity review, commitment to quality assurance, and proven appeals management success results in a superior offering that no other company can match," said David Gillan, VHA's vice president of purchased services and strategic sourcing. "EHR is an integral and necessary part of VHA's comprehensive package of high value services, tools and consulting expertise that identifies and restructures our members' revenue cycle management issues."

VHA members will also benefit from additional value-added services under the agreement, including on-site implementation programs, the opportunity to delegate utilization review functions to an EHR expert Physician Advisor, complimentary access to EHR's online Compliance Library, and the ability to participate in EHR's quarterly Accelerated Compliance Training Series and other ongoing complimentary educational programs.

"In today's era of healthcare audit accountability, hospitals must mitigate risk and exposure by implementing proactive measures to ensure healthcare regulatory compliance one hundred percent of the time," explained Robert R. Corrato, MD, MBA, EHR's president and chief executive officer. "We look forward to helping VHA's members in this area."

#### ***About VHA Inc.***

VHA Inc., based in Irving, Texas, is a national network of not-for-profit health care organizations that work together to drive maximum savings in the supply chain arena, set new levels of clinical performance and

identify and implement best practices to improve operational efficiency and clinical outcomes. Formed in 1977, through its 16 regional offices, VHA serves more than 1,400 hospitals and more than 28,000+ non-acute care providers nationwide. VHA was ranked by Modern Healthcare as the 7th best place to work in health care in 2009.

***About Executive Health Resources***

Executive Health Resources (EHR), The Physician Advisor Company™, is the leading provider of medical necessity compliance solutions to more than 1,000 hospitals and health systems across the country. Endorsed by the American Hospital Association and Peer Reviewed by the Healthcare Financial Management Association, EHR's comprehensive solutions include: Concurrent Medicare and Medicaid Medical Necessity Compliance Management including Inpatient and Observation Review and Certification, Cardiac Procedure Review and Certification, Readmission Review and Certification, Continued Stay Review; and Governmental Payer Denials and Appeals Management; Managed Care/Commercial Payer Denial Management; and Expert Advisory Services. EHR delivers its solutions through expert Physician Advisors who are specially-trained in Medicare/Medicaid rules and regulations, have real-time access to clinical and regulatory intelligence, and leverage EHR's database of more than 1.5 million medical necessity reviews through EHR's proprietary workflow technology. Learn more about EHR at [www.ehrdocs.com](http://www.ehrdocs.com) and [www.theRACcure.com](http://www.theRACcure.com).

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