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**Reminder: First Briefing on Managed Care Reform on
Monday, September 14**

The Bottom Line

This is a reminder that HANYS will host briefings across the state on the new managed care market conduct reform package that was recently signed into law by the Governor.

What You Can Do

Participate in a briefing near you.

For More Information

Contact Jeffrey Gold, Vice President, Managed Care and Special Counsel, at (518) 431-7730 or at jgold@hanys.org.

TO:
Chief Financial Officers
Directors of Managed Care
Directors of Patient Accounts
Directors of Reimbursement
Legal Counsel

This is a reminder that HANYS will host briefings across the state on the new managed care market conduct reform package that was recently signed into law by the Governor. The first briefing will be **September 14, from 1 to 3 p.m. at Rochester Regional Healthcare Association**, located at 3445 Winton Place in Rochester.

To register for this briefing or any of the other regional briefings, please complete the online [response form](#) and either fax or e-mail it to Anne Marie Mull, Executive Assistant, at (518) 431-7701 or at ammull@hanys.org.

The briefings are to ensure that you understand the new law and to discuss taking a fresh look at your relationships and contracts with payers, with an eye toward getting the most out of the reform. The briefings will also cover:

- the coordination of benefits regulation that went into effect July 15 that HANYS had negotiated with the State Insurance Department and payers--it provides specific steps and timeframes when there appear to be more than one health plan responsible for payment of medical services; and
- the prior authorization law enacted in 2007, which HANYS strongly supported and negotiated--it requires plans to pay for a pre-authorized service and prohibits them from denying an additional surgical or invasive procedure that is provided at the same time as a pre-authorized surgical procedure.

Claudia Hinrichsen, Esq., a partner at Abrams, Fensterman, Fensterman, Eisman, Greenberg, Formato, & Einiger, LLP, will join HANYS at three of the briefings: at Nassau-Suffolk Hospital Council on September 16, at HANYS on October 5, and at the Holiday Inn Buffalo-Amherst on October 26. Ms. Hinrichsen will discuss the managed care market conduct reform law and steps you can take to expand on this reform when you are contracting with health plans. She frequently presents on health care fraud and abuse, Health Insurance Portability and Accountability Act compliance, and managed care issues before hospitals, medical groups, and state and regional professional associations.

The dates and locations of the briefings are:

- September 14: 1 - 3 p.m. at Rochester Regional Healthcare Association, Rochester
- September 16: 11 a.m. - 1 p.m. at Nassau-Suffolk Hospital Council, Hauppauge
- September 30: 1 - 3 p.m. at Northern Metropolitan Hospital Association (NorMet), Newburgh*
- October 5: 1 - 3 p.m. at HANYS, Rensselaer
- October 7: 11 a.m. - 1 p.m. at Iroquois Healthcare Alliance, East Syracuse
- October 26: Noon - 2 p.m. at Holiday Inn Buffalo-Amherst, Amherst

*NorMet will also offer a call-in option for members who cannot attend an in-person briefing. To participate, call (800) 357-0498 and reference "HANYS-NorMet Health Insurance Briefing."

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