Win a Lenovo Laptop!

We are giving away a Lenovo Thinkpad X1 Carbon Ultrabook ($1500 dollar value) to the person who refers the most business to us between now and Feb 28th 2014. Here's how the contest works:

1. Call us or email us with your referral information.
2. We will call to schedule an appointment with your referral.
3. Once a meeting is scheduled and completed we will send you a gift card of your choice for $25 for each referral or donate to your favorite charity.
4. If your referral becomes a client you will receive another $50 dollar bonus and a $100 dollars off any future service.
5. The person with the most referrals at the end of the period wins the laptop!

Easy as pie!

If It Happened to Sony... continued.

provider. Implement administrative and physical safeguards to protect access to your practice's computer network. Your IT support should also be monitoring your network for possible intrusions, viruses, and malware that can expose your patients' data.

Be smart!

If Sony could be breeched with hundreds of IT staff and expensive equipment so could your medical practice network. Fortunately for Sony they have millions of dollars to clean up the mess that was created during their breech but most small practices don't have thousands of dollars lying around for HIPAA fines and patient lawsuits.

IMPORTANT: You are required by the HIPAA security rule (not the privacy rule) to have technical and administrative safeguards in place to protect electronic health information. Do not try to cut corners or put off getting into compliance until something bad has happened. We can conduct a FREE HIPAA security audit on your practice. Contact us today to schedule.

Don't Trust Your Practice's Critical Data And Operations To Just Anyone! This Practice Advisory Guide Will Arm You With 21 Revealing Questions You Should Ask Any Computer Consultant Before Giving Them Access To Your Practice's Network!

Download your free copy today at **www.clientfit.net/report**

or Send an email to info@clientfit.net with *Free Report Request* in the subject line.

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TECHNOLOGY TIMES

HEALTHCARE IT AND TRENDS

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WHAT'S INSIDE

Tech news, tips and updates provided by

Clientfit Technology Consulting

If It Happened to Sony, You Better Believe it Could Happen to You!

You don't have to be a cyber geek to keep up with what has gone on at Sony over the last month. One of the largest entertainment and electronic powerhouses had their technology infrastructure compromised exposing trade secrets, confidential communications and ultimately bringing upon humiliation and shame. The financial ramifications of this ordeal have yet to be calculated but analyst estimate that it will cost the company hundreds of millions of dollars in law suits, audits, and infrastructure changes.

What does this have to do with me?

The reality is healthcare organizations are expected to be the #1 security target in 2015 according to credit reporting agency Experian.

According to HHS' Office for Civil rights there were over a 141 major data breeches and over 42% of those breeches were in the healthcare industry exposing over 8.9 million patient records.

Why are you a target... and such an easy one?

Patient charts contain sensitive patient information such as social security numbers (Medicare ID Numbers), addresses, and in some cases payment information. With the increasing adoption of cloud applications and devices such as electronic medical records and practice management systems, medical practices are increasing their liability for data breeches. Hackers and identity thieves know that small practices aren't investing in their IT infrastructures like their hospital colleagues making them an easy target.

So What Can You Do?

If you have already attested for Meaningful Use, you attested that you have conducted a full security audit of your IT infrastructure. Verify with your IT support person that your network is behind a firewall and not a home-grade link-sys router, or a router that was provided to you from your internet service

Continue reading on last page

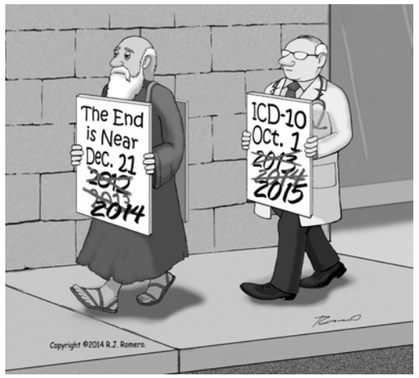
Have you claimed your business on google local? You could be missing out on new patients

Google Local is how consumers find businesses close to them, by searching for a particular service. If your business has not been claimed on google places, consumers will not know it exists when they do these searches, which means you may be losing an free opportunity to connect to local people who are actively trying to find you. More and more patients are using google local to find doctors near them, so having an account can only benefit your practice. Claiming your place will give you the opportunity to reach a large amount of people and will even allow you to add your logo and official company information to your profile for your listing.

How to steps for claiming your business:

1. Go to Google places. www.google.com/places/ and login to your Google account.
2. Search for your business using phone number to find out if a basic listing for your business already exists.
3. Once you find your business add your basic details, hours of operation, and photos or videos.
4. The last step involves confirmation, to make sure false claims are not made. Google will physically mail a confirmation code to your business once your information is submitted which you will need to enter to complete the process. Once reviewed and accepted your information will be available to all people who search locally for your business!

5 Resources To Help Prepare Your For ICD-10



1. **AAPC** - The American Association of Professional coders is the premier organization for Medical Coding and Billing education. They have various online courses and certification programs that can help prepare your billing and coding staff for the transition. http://www.aapc.org
2. **ICD-9 Data** - ICD-9 data is a fully searchable web based icd-9 index. The neat part about this website is you can automatically convert your ICD-9 codes to ICD-10. http://www.icd9data.com
3. **Center For Medicare and Medicaid services - ICD 10 Resource Center -** CMS has made a wealth of resources available to aid with the ICD-10 transition. Their "Road to 10" resource contains implantation roadmaps and other tools to help your practice jump-start your transition. http://www.cms.gov/Medicare/Coding/ICD10/index.html

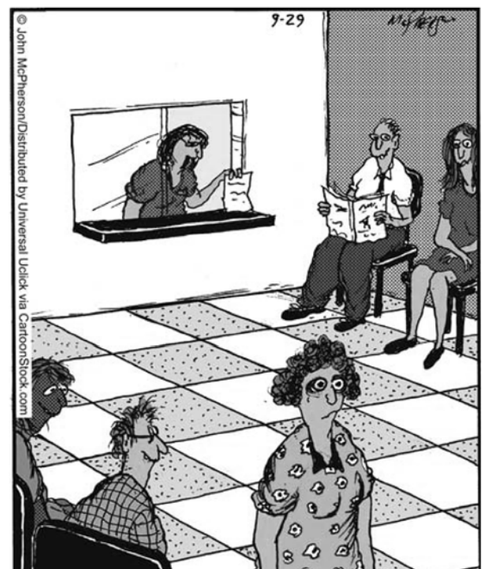
Important Dates to Note:

JAN 1 2015	Meaningful Use Reporting Period Begins
JAN 1 2015	PQRS Reporting Period Begins
FEB 28 2015	Last Day For Medicare Professionals To Attest For Meaningful Use For 2014
FEB 28 2015	Last Day To Submit PQRS Data For The 2014 Reporting Period

Do You Handle, Store Or Have Access To Medical Records? Here Are 7 IT Policies And Procedures You Must Have In Place NOW

HIPAA and HITECH have been around for quite some time, yet many medical practices – and their vendors, who are ALSO under these laws – are way behind the times when it comes to implementation. And with cyber-thieves getting smarter and more aggressive, it's imperative that you work diligently at becoming HIPAA-compliant today. To that end, here are 7 things you can do to take major strides toward compliance.

1. **Access Control Policy.** This is a plan for WHO is given access to various systems and data in your organization and HOW they are given access. To limit your liability, give access to sensitive data only to those who need it to perform their job. You also need to have a plan for disabling accounts and changing passwords when employees leave.
2. **Workstation Use Policy.** This policy outlines how employees use their workstations, laptops and other devices to access sensitive data (patient records). This policy should require that all employees use secure passwords and not download files from the Internet unless from a trusted, work-related source (no iTunes!). You should also monitor logins to your systems to watch for unauthorized access and employ other specific procedures for keeping that device secure.
3. **Security Awareness Training.** Hackers are extremely clever and use phishing e-mails and false web sites to trick users into thinking they are accessing a trusted source when, in fact, they are opening the door for these hackers to gain access. Since new threats are created on a DAILY basis, it's smart to teach your employees how to recognize threats AND provide ongoing training about new threats as they come online. You must also keep an audit trail of your reminders and communications in case you're audited.
4. **Malicious Software Controls.** You must have documented policies for the frequency with which anti-malware and antivirus software are updated and what happens if an infection/outbreak occurs.
5. **Disaster Recovery Plan.** You must have a plan in place for how you will restore patient records and files in the event of a disaster – be it an office fire, flood, burglary of your systems (yes, that's happened!) or any other data-erasing event.



"Mrs. Cranley! You need to sign this HIPAA privacy form before the doctor can look at those warts on your stomach!"

6. **Media Disposal Policy.** Have an old PC? DON'T just throw it away or give it to someone! Even if you delete all the files, a savvy hacker can use it to recover logins and data. Instead, have a qualified IT firm wipe the system first – then you can donate it or dispose of it properly. (Tip: Most firms that wipe PCs can also take care of donating it or disposing of it properly.)
7. **Review And Audit Procedures.** As you may know, there's a LOT more to HIPAA compliance than the items discussed here; however, be certain also that whatever you do has a firm audit trail/log that shows that everything has been executed according to plan.

As the saying goes, "It takes a village." Staying compliant is not just an IT policy, but a whole approach your organization takes to keeping patient records safe, secure and private. If you're subject to HIPAA, or just want to make sure your company is covered by these simple best practices, contact our office and we'll be happy to review these areas with you, free of charge!

EHR Adoption Rates by State

Overall, 48% of office-based physicians reported using EHR in 2013, up from 40% in 2012 and 11% in 2006, according to the CDC data.

The three states with the top adoption rates are:

- North Dakota, at 83%;
- Minnesota, at 76%;
- Massachusetts, at 70%.

Three States with the lowest:

- Rhode Island: 52.1%
- New Jersey: 53.1%
- District of Columbia: 53.6%

Gadget of the Month: Apple Healthkit

This fall apple introduced an app called "health" with iOS8 and their new line of iphones. "Health" serves as a s ilo for all iOS apps with health tracking abilities. Your patients will be able to track things such as heart rate , blood pressure, steps, dietary habits and more. What is even more unique is this is information that your patients will be able to share with their physicians on the fly. Thousands of developers are already taking advantage of the new technology.

Stanford University is currently conducting a study using Medical Device maker "DexCom's" is new glucose meter that sends data directly to Healthkit. The DexCom relies on a sensor inserted under the skin of the patient's abdomen , which transmits data every 5 minutes to a handheld receiver. The receiver measures glucose levels then sends the data to your healthkit enabled device.

Although it is just the beginning we are anxious and excited to see how this new technology from Apple will transform healthcare.

HIPAA Business Associate Agreements: Does Your Practice Have Them In Place??

"I heard the new HIPAA Omnibus Rules are a whole lot tougher on business associates."

As a result of the Omnibus rule business associates are required to fully comply with HIPAA/HiTECH rules and are subject to direct liability for noncompliance. Even though business associates can now be held seperately liable it is up to covered entities to ensure that proper agreements are in place.

What is a covered Entity?

Health Plans, Clearninghouses and healthcare providers who electronically transmit health information are considered convered entities.

What Is A Business Associate?

business associates are entities or individuals that create , receive, maintain, or transmit protected health information on behalf of a covered entity. Billing Services , EHR Companies, Transcription Companies, and IT Service vendors are just a few business associates with whom you should have an agreement in place.

The President's Corner: How To Create A Successful Business Strategy To Achieve Any Goal

Success results from a solid strategy. Even the greatest ideas are of little value unless they are backed up by a practical and workable plan of action. The word "strategy" comes from an ancient Greek term that literally means to be a general, leading troops into battle. Setting up a good strategic plan involves 5 steps:

The first step is to translate your vision into measurable and achievable goals. You decide specifically what you want to accomplish during the next 5 to 10 years—those are your long-range goals. Next, you break those goals down into intermediate goals — things you wish to accomplish during the next 6 months or year. Then you break them down further into short-term goals covering the next month or 6 weeks.

The second step is to break your goals down into achievable objectives. Dr. Robert Schuller says, "Yard by yard, life is hard; inch by inch, it's a cinch." Working by objectives helps you concentrate on what's important, instead of spinning your wheels on those things that seem urgent but don't lead to your long-term goals. Objectives add purpose and direction to all your activities.

The third step is to set up your strategies for accomplishing your objectives. Strategies are the specific ways you will go about achieving your objectives. The more clearly thought-out they are, the more effective they will be.

Fourth, you choose each task you must complete each day to achieve your goals. This is where most planning breaks down. We tend to leave it vague—thinking that, as long as we are working hard all the time, we are achieving our goals. Most people I talk with are extremely busy — and most of them are working hard to do things right. The problem is they are not doing enough of the right things — the things that will help them achieve their goals. It is not enough to merely list each task you need to do; you need to build the tasks into your schedule. So many hours each day should be dedicated to working on specific actions that will lead to accomplishing your definite objectives.

And, finally, build in the monitoring mechanisms that will help you keep track of your progress toward implementing your plan. It's one thing to have a "gut-level feeling" that you must be doing something right because you are always working hard. But it is far better to design simple mechanisms to let you know precisely how much progress you are making.

Look for a few key indicators that will help you stay on track, and monitor those like a doctor would monitor the vital signs of a patient. It doesn't matter how much activity is going on. What matters is how successful you are in achieving your objectives. One good example would be that you would target to contact 3 people each day to generate new business. At the end of the day, you'd know whether you have achieved that goal. Your plan is not complete until it has been communicated satisfactorily to every person in your organization who must help to implement it.

Calvin Dunn, Founder/CEO of ClientFit