1. Roundtable Sponsor Highlight

a. Kraft CPA’s
   i. CPF is delighted to have Kraft CPA’s at the Brentwood Roundtable! Check out Kraft’s article on Medical Practice Assessments here or here to view all news.
   ii. Kraft’s healthcare industry team serves healthcare service providers across the United States. With expertise working for national proprietary hospital chains, urban health systems, governmental and non-profit hospitals, and smaller specialty hospitals, our dedicated team members are ready to assist any healthcare facility with its reimbursement and compliance needs. Our healthcare services include:

   **Reimbursement/Operations**
   - Medicare/Medicaid Cost Reports
   - Medicaid Eligibility (DSH/LIP)
   - Wage Index/Occupational Mix
   - Medicare Bad Debts
   - Reopenings & Appeals
   - Provider Based Issues
   - Revenue Cycle Management
   - Underpayment Recovery Services
   - Community Health Needs Assessment

   **Coding/Compliance**
   - Coding & Documentation Audits
   - RAC Appeals & Risk Assessments
   - Clinical Documentation Improvement
   - HIPAA Compliance Consulting
   - Coding Education & Training
   - CDM Reviews & Analysis

   **Traditional Services**
   - Financial Statement Audit
   - Internal Audit Outsourcing
   - Policy & Procedures Review
   - Tax Return Preparation
   - Multi-State Tax Services
   - Accounting Assistance
   - Interim CFO/Controller

   **Advisory Services**
   - Valuations
   - Technology Consulting
   - Benefit Plan Administration
   - Turnaround and Restructuring
   - Capital Formation
   - Due Diligence
   - Merger/Acquisition Assistance
   - Investment Advisory Services
   - Expert Reports & Litigation Support

View Tip Sheets electronically at http://cumberlandpediatric.org/CPF-tip-sheets

Photo from CPF’s 2016 Holiday Roundtable
b. **Accuvein**  
i. Welcome to our newest sponsor, Accuvein!  
   “AccuVein owns the patent on this technology which assists with finding veins the IV and blood draws in babies, children and adults. Most all the Children’s hospitals in Tennessee are using this device in the Neonatal ICU – Erlanger, Vanderbilt, Centennial, LeBonheur Childrens, East Tennessee Childrens, and Johnson City Childrens.”  
   “About half of the time that a caregiver attempts to access a vein on a pediatric patient, multiple attempts are necessary. This isn't good for the child or for the caregiver.”  
   **This results in:**  
   - Unnecessary Pain  
   - Patient and Family Dissatisfaction  
   - Scheduling Delays and Escalations  
   - Wasted Supplies  
   “We know that you are focused on providing the best experiences and outcomes of care for children possible.” This is where AccuVein comes in.  
   **Pediatric studies show:**  
   - 59% reduction in pain level as reported by the children and an observer  
   - 98% improvement in first stick success  
   - 63% reduction in the need to stick a child 3 or more times  
   - $4.25 per patient savings in labor and supplies  

c. **ECHO Autism**  
i. **Telemedicine research opportunity!** CPF is thrilled to be partnered with ECHO Autism to recruit participants for telemedicine calls regarding autism-spectrum case studies. If you would like to learn more or sign up for ECHO Autism, please feel free to reach out the study coordinator Bethany Drury at bethany.drury@vanderbilt.edu

2. **Discounts**  
a. We have the usual... **Vaccines, Medical Waste, On Call Services, Needle Shark, IT Consultants, Collection Services, Vaccine Management**, wait! **Vaccine Management?** That sounds new!  
i. CPF’s newest discount opportunity with **DoseTracer** is LIVE! CPF members get a special deal until May 15th, contact mark@dosetracer.com for details.
3. 2017 Conferences!

a. LPN Career Fair: CPF will collect resumes from the TCAT LPN Career Fair on April 13th. We can conduct interviews on the spot. Please let CPF know if you would like copies of the resumes we collect, or if you would like us to ask certain interview questions.

b. CPF is attending the TMGMA conference in Chattanooga on April 26th-28th and will be bringing back useful information to our members who are unable to join us. If you have specific topics you want the CPF team to get info on for you, just email Madalyn.l.mccauley@vanderbilt.edu

c. May 2017 in various cities: TMA Roadshows- Riding the Payment Reform Wave
   i. “Riding the Payment Reform Wave” will give you the tools you need to make sure your practice is successful as the transition to value-based reimbursement continues. The roadshow will teach you about care coordination tools, understanding and interpreting your data, advanced payment models, telehealth and more. Preparing for these changes can improve your practice outcomes and make sure you get properly reimbursed.

d. TNAAP’s PMN (June 9th, Belmont, Nashville, TN) will have important updates! CPF will be here and will be reimbursing one attendee from each practice $50 of the cost to attend. This reimbursement will be mailed after the PMN.
   i. CPF will do the same reimbursement plan for TNAAP’s State Pediatric Conference on October 7th, 2017 (Marriot, Cool Springs).

e. New! For the first time ever, CPF and TMA have teamed up to bring you TriMed. TriMed will have sessions for all types of practices/specialties. CPF put together the sessions for the pediatric track in hopes of increasing relevance and value to our members. Send your providers to TriMed on Sept 8th & 9th at the Music City Center in Downtown Nashville.
4. Patient Engagement
   a. The ongoing struggle! The community is participating in discussion about best ways to increase patient engagement and there is no right answer yet. We hope to learn more on this topic at this year’s conferences. In the meantime, try the following tips and let us know how they work! *(You can share your experiences on CPF’s new Pediatric Administrator private Facebook group)*
   
i. Get your patients excited about their health! The CDC (more CDC apps here: https://www.cdc.gov/mobile/mobileapp.html), HealthierTN, and https://www.bestappsforkids.com/category/kids-apps-by-category/health-apps-for-kids/ have some fun apps/games that kids can play on any internet-connected device.
   
ii. Make life easier: take away some of the parent’s frustration with “system navigation” by showing them kidcentraltn.com. KidCentralTN has an easy to use layout that allows caregivers to easily understand and keep up with what their child needs. Older teens might enjoy using this resource as well.
   
iii. Have a fun seasonal *event at your practice* *(April Egg Hunt? Summer Cook Out?)*. Having your patients come in for an event instead of a checkup might make them feel more comfortable with visiting “the doctor”. Who doesn’t love a party?!
   
iv. **2018 Focus: Empower your patients.** Yes, children are limited when it comes to full control of their life, BUT they can still decide to be healthy, regardless of any external forces. Try educating your patients on how to make good food choices with the food they have available. Even most fast food restaurants have healthy options. Make them aware of free community groups; make sure they have access to books. If you have a patient that needs help, there are resources! The Tennessee Disability Coalition has an excellent toolkit for pre-teens called a “transition plan” that allows patients to understand their healthcare plan.
   
v. **Stay connected.** Another great resource from the Tennessee Disability Coalition is the Parent to Parent program (P2P). P2P can connect families across the USA that have the same or similar diagnosis. You can refer patients to the P2P program by fax to maintain confidentiality.
   
vi. **Keep on sending reminders!** Don’t be discouraged, we understand that no-shows are a problem. Just remember that your patients DO appreciate and need your reminders.
   
   vii. **What other suggestions do you have?**