



## **Nathan Kaufman Keynotes SCI's Ninth Annual User Conference**

*Noted consultant, lecturer and author draws parallels between the need for sustainable improvement in clinical outcomes at lower costs and SCI's Clinical Integration Engine™*

Campbell, Calif., November 29, 2011—[SCI Solutions](#) welcomed Nathan Kaufman, managing director and founder of Kaufman Strategic Advisors, to its Ninth Annual User Conference. His keynote session, "Navigating the Perilous Journey from a Culture of Entitlement to Accountability" drew attention to future regulatory initiatives and how they will ultimately impact provider enterprises. He focused primarily on several "sure bets" that health organizations focus on, including:

- Unsustainability of the current rate of healthcare spending
- Medicare's relentless pressure on rates and audit recoveries to force efficiency
- Limited physician fee increases encouraging new delivery models through redistribution
- Medicare and Medicaid will continue to operate with objectives more in-line with those of commercial payers; transparency will be used to enforce accountability
- Hospitals will be held accountable for care in 2013; physicians are next in line for increased accountability
- Medicaid will reduce rates and states will begin delegating to managed care companies

Kaufman stressed these "bets" reiterate the need for second-generation clinical integration competencies. To that end, Kaufman encouraged attendees to create clinically integrated networks with data driven, digitally connected, physician-led teams that deliver evidence-based, patient-centered healthcare.

"Forward thinking health system and physician leaders are actively pursuing clinical integration, a topic for which Nate is a leading authority, so it was valuable for SCI clients to benefit from his unique expertise," said Joel French, managing partner and CEO of SCI. "SCI's Clinical Integration Engine™ aligns well with Nate's vision for a platform that orchestrates patient care across communities based on condition, episode and population health—aligning reimbursement with clinical appropriateness and compliance."

The SCI User Conference also offered opportunities for continuing educational credits, meaningful professional development, peer networking and one-on-one sessions to help clients transform their front-end revenue processes. Educational session topics ranged from navigating change and overcoming challenges to achieving Meaningful Use, ICD-10 transition and prospering under reimbursement reform.

### **About SCI Solutions**

SCI's patent-protected revenue management solutions enable clients to increase revenue and cash flow, optimize resources and physician referral patterns all while improving patient satisfaction. SCI's advanced rules and workflow engines strengthen alignment with both employed and independent community providers, achieving secure clinical and financial integration among providers regardless of EMR vendor, technology or level of automation.

Founded in 1999, SCI is headquartered in Campbell, CA, with professionals throughout the United States and additional offices in Atlanta, Pensacola and Tucson. For more information about SCI Solutions visit [www.scisolutions.com](http://www.scisolutions.com).

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