

New Member Spotlight



HNI Healthcare is a nationally-recognized healthcare IT, consulting and physician practice management company that helps healthcare facilities improve operational, financial and clinical outcomes. HNI's management services and technology suite enable hospitals to improve key quality and performance metrics through a more clinically-integrated care model. Based in Austin, TX, HNI provides services in Texas, Louisiana, Florida, South Carolina, Rhode Island, and California, and is slated to expand into new markets in early 2017. Visit www.hnihealthcare.com to learn more.

Excerpts from a conversation with Stephen Lorenz, Executive Vice President, Emergency Services, HNI Healthcare.

Stephen Lorenz joined EDPMA in 2002 at the urging of a physician colleague who was actively involved in the organization. At that time, Lorenz was Founder and CEO of Hospital Resources Management (HRM), a firm known for their expertise in the assessment and improvement of practice group performance, particularly Emergency Medicine. In 2015, HNI Healthcare purchased HRM, and at that time, HNI became a member of EDPMA.

While HNI Healthcare had historically focused on Hospitalist Medicine, the HRM acquisition gave HNI the resources to expand into Emergency Medicine, leveraging the expertise that Mr. Lorenz brought to the company. Over the past year, Mr. Lorenz has led HNI's emergency medicine practice management and consulting efforts, managing a steady increase in HNI's emergency medicine business.

HNI continues membership in EDPMA to maintain awareness of issues critical to Emergency Medicine, EDPMA's legislative advocacy, and Emergency Medicine best practices. Mr. Lorenz notes that there are several current topics of interest within Emergency Medicine that deserve thoughtful consideration, such as balance billing, the industry impact of Free-Standing Emergency Centers and smart business models for integrating Emergency and Hospitalist Medicine.

Mr. Lorenz values EDPMA's efforts to provide consistent information - from the Advocacy and Membership monthly newsletters to the Action Alerts. He also plans to send a representative to the Out-of-Network Billing Workshop in Atlanta, GA on January 19-20.