The Rolling Stones Were Wrong – Time Isn't on Your Side
Controlling Costs in Worker's Comp

Almost every business owner loathes worker’s comp insurance. Worker’s comp insurance costs are high and can go up significantly in the event of a claim or multiple claims. Also, workers comp can be a cost center which is heavily impacted by fraud and abuse. If employers control the number and severity of claims and lower workers comp costs, they can put the money to better use.

One of the challenges with a worker’s comp incident is that time is usually not on the business owner’s side. If an employee has a non-emergency workplace injury and follows a normal progression of informing their supervisor and leaving work to seek medical attention, the costs rapidly escalate. Remember, time is not on the business owner’s side and during this process, the employee may conclude his or her injury is worse than it is. And, this conclusion may be real (caused by a lag in treatment) or perceived. One of the keys to lowering the cost of workers comp incidents is to significantly shorten the time window from the event to the first conversation with a medical professional.

Through technology, a company can provide rapid response telephonic nurse triage, which shortens the incidence of the medical response window, distributes all paperwork and lowers the cost of workers comp claims. Employees with non-emergency injuries consult with a registered nurse before leaving the workplace. Often, these injuries can be treated without a costly trip to urgent care, the ER or healthcare provider. Also, injured employees can receive ongoing consultation(s) via a virtual clinic or provider. As a result, the cost of workers comp claims and time out of work are both significantly reduced. On average, a virtual triage program has proven to lower E-MOD scores and decrease workers comp claims and costs by 40%.

This technology can also help bring work comp costs further down for the employer through involvement before an incident with an Early Symptom Intervention (ESI) program, the best way to reduce workplace injuries is to prevent them from happening! The program helps decrease the number one category of workers’ comp claims – Overexertion. Overexertion injuries include lifting, pushing, pulling, holding, carrying or throwing objects may be caused by musculoskeletal disorders (MSD’s) which account for nearly 33% of comp injuries and over $15 billion in costs. ESI programs are personalized and designed to increase employee engagement and awareness to prevent injury through targeted training, accurately measure risks and exposures, and provide a risk assessment and training.

Partnering with technology helps keep employees healthy, productive and on the job – just what all companies want. - 24hrVC.com, 855-450-4141, ROI@24hrVC.com

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FALL CONFERENCE – OCTOBER 24, 2019 – CONGRESSIONAL COUNTRY CLUB – BETHESDA

This year’s “Emerging Healthcare Trends: 2020” Conference is designed expressly for senior executives. It offers a unique forum for healthcare leaders to discuss the most pressing issues facing the industry. Topics have been selected by the Fall Conference Advisory Council and include an update on regulatory issues, the evolution of alternative payment models, disruptors and unique alliances in healthcare and dealing with burnout in healthcare.

New Chair of Pharmacy Divisional Group

JoAnn Neufer, B.S., R.Ph, Director of Pharmacy at Sibley Memorial Hospital was appointed chair of the Pharmacy Divisional Group starting July 1, 2019. JoAnn takes over for Melanie Massiah-White, Chief Pharmacy Officer, Executive Director, at Inova Health System. Chris Howard, Divisional & Account Services Director, HCNCA, says, “I am pleased that JoAnn has accepted this role in leading the quarterly divisional meetings for area pharmacy leaders. She is already in the process of planning exciting meetings for the next four quarters.” She is a licensed pharmacist in Maryland, Virginia and Washington, D.C. who received her bachelor of science in pharmacy from the University of Maryland School of Pharmacy. She began her career at The Johns Hopkins Hospital in 1980 and has spent the majority of the ensuing years practicing hospital pharmacy in the D.C. metropolitan area with focus on quality improvement, IV admixture services and patient safety. She expanded her career focus in 1990 to become a clinical pharmacist specializing in obstetrical pharmacy with Tokos Clinical Services, a national provider of home care services for high-risk obstetrical patients. In that role she provided pharmaceutical care to patients in preterm labor, as well as patients suffering from hyperemesis, hypercoagulation complications of pregnancy and pre- and postnatal infections. During her years in home care, her role expanded to include a leadership focus as she was given responsibility for overseeing all pharmacy services provided for the northeast quarter of the United States, including successful Joint Commission accreditation of all sites in her region. She returned to hospital pharmacy in 1997, in a hospital leadership role at Inova Loudoun Hospital, where she remained as director of pharmacy until arriving at Sibley Memorial Hospital in November of 2010. We are thrilled to have her on board!
Mary Washington Healthcare Welcomes Dr. Jeffrey J. Pelton, Surgical Oncologist: Mary Washington Healthcare, Fredericksburg, VA, welcomes Dr. Jeffrey J. Pelton, MD, FACS to the Regional Cancer Center as new Surgical Oncologist. He is certified by the American Board of Surgery, is a member of the Society for Surgical Oncology and a Fellow of the American College of Surgeons. In addition, Dr. Pelton holds an MBA in Health Services Management and an MS in Biotechnology with Concentration in Bioinformatics from Johns Hopkins University, Baltimore, MD. Most currently, Dr. Pelton provided surgical oncology services for Kaiser Permanente Mid-Atlantic Medical Group in Washington, DC. He has four children and will reside in Fredericksburg with his wife, Elissa.

Oncologist Stephen Rubenstein, MD, Joins MedStar Southern Maryland Hospital Center: Prior to joining MSMHC, Dr. Rubenstein served as Medical Director of Oncology Research with the Franciscan Physician Network in Indiana. He earned a bachelor’s degree from Indiana University, a master’s degree from Georgetown University, and attended medical school at Tel Aviv University in Ramat Aviv, Israel. His residency and fellowship took place at Albert Einstein and SUNY Downstate, and Dr. Rubenstein did research at Memorial Sloan Kettering Cancer Center. In his previous position, Dr. Rubenstein cultivated a growing cancer treatment program from a collection of physicians into a thriving comprehensive cancer treatment center that expanded access to clinical trials and state-of-the-art care. He has joined MedStar with the same goal of expanding access to tertiary services, multidisciplinary care, clinical trials, and supportive care by integrating service lines to improve both the patient experience and clinical outcomes.

Novant Health UVA Health System Appoints Chief Clinical Officer: Novant Health UVA Health System is pleased to announce Douglas J. Markert, MD, will serve as Chief Clinical Officer for Novant Health UVA Health System Prince William Medical Center and Haymarket Medical Center. Previously, Dr. Markert served as chief interventional radiologist for the University of Virginia Community Division in Manassas, Virginia. He also served as a past president of Novant Health UVA Health System’s medical staff, as well as having served on several executive committees of the Prince William Hospital System Board. Dr. Markert holds a Bachelor of Arts in biology from the University of Rochester in Rochester, New York, and a medical degree from Eastern Virginia Medical School in Norfolk, Virginia. He completed a residency in diagnostic radiology at the University of Maryland Medical System in Baltimore, Maryland and a fellowship in interventional radiology at the University of Maryland Medical System/ Shock Trauma in Baltimore.

Toni Ardabell Assumes New Role at Inova: Toni Ardabell, RN, will join Inova as Associate Chief of Clinical Operations, a new role, effective July 22. She most recently served as president of Bon Secours Richmond (Va.) Health System. She was previously vice president and COO at Inova Fairfax Medical Campus. A native of Pennsylvania, Ardabell earned her B.S. in Nursing from Pennsylvania State University, her M.S. in Nursing from Catholic University of America and her MBA from Marymount University in Arlington, VA. She is married with two adult sons.

New Chief Physician Executive, Inova: Stephen J. Motew, MD, MHA, FACS is Chief Physician Executive at Inova Health System. Prior to joining Inova in May 2019, Dr. Motew was senior vice president at Novant Health where he served as president of the greater Winston-Salem and Brunswick markets, including five hospitals, 1,400 patient beds and more than 150 physician clinics. He also led system service lines for Novant including cancer, hospital medicine, heart and vascular, neurosciences, surgery and women’s care. Dr. Motew is a fellow with the American College of Surgeons, and a member of the Southern Association of Vascular Surgery and the Society for Vascular Surgery. Dr. Motew will practice vascular surgery at Inova, focusing on a broad spectrum of vascular disorders including an interest in complex aortic conditions. Dr. Motew earned a Bachelor of Arts degree in Anthropology from Emory University and received his MD, cum laude, from the University of Illinois at Chicago School of Medicine. He completed a vascular surgery fellowship at Wake Forest Baptist Health Medical Center in Winston-Salem, NC following his residency and internship in general surgery at the University of Illinois at Chicago that also included a two-year NIH research fellowship. He completed a master’s degree in healthcare administration from the University of North Carolina, Chapel Hill, and also has served as a Lieutenant Commander with the U.S. Navy Reserve as a medical officer.

Magenheimer Retires from Inova After 32 Years: Mr. Richard Charles Magenheimer served as Chief Financial Officer and Assistant Treasurer at Inova Health Systems, Inc., since 1992. He joined Inova in 1987 and served as the vice president of financial operations. Prior to this he worked for American Medical International, an investor-owned international hospital management company, where he served as the vice president of financial controls and director of finance for West Coast Operations. Richard received his B.S. degree in Accounting from the University of South Carolina and a master’s degree in management from the State University of New York.
CURRENT EVENTS & AREA NEWS, CONTINUED

**Inova Health System Names Alice H. Pope, MBA, CPA as Chief Financial Officer:** Alice H. Pope, MBA, CPA, became Inova’s Chief Financial Officer, effective July 1, 2019. Alice joined Inova from HonorHealth in Arizona where she was Senior Vice President and Chief Financial Officer. At HonorHealth, Alice directed a broad range of financial and revenue cycle activities, including investment and treasury management, financial reporting, auditing, supply chain and payor contracting. Prior to HonorHealth, she was CFO at Wellmont Health System from 2000 - 2016. She started her career in the audit practice at Arthur Andersen. Pope graduated from the University of Virginia with a bachelor’s degree in commerce and accounting, and received a master’s degree in business administration from East Tennessee State University.

**UM Capital Region Health Announces Interim President & CEO:** Joseph L. Wright, MD, MPH, FAAP has been appointed interim President & CEO of UM Capital Region Health (UM Capital), effective July 7. Dr. Wright joined the organization in September 2018 as Senior Vice President and Chief Medical Officer and he will continue in his role in addition to his interim position. “Dr. Wright will lead a strong executive team at UM Capital Region Health that will continue to drive positive change as we advance our efforts to meet the future healthcare needs of residents in Prince George’s County, and the surrounding region,” says UMMS Interim President and CEO, John W. Ashworth III. “Dr. Wright has already made a positive impact in many areas of the organization, including building a strong partnership with medical staff across the UM Capital system. I know the organization is in very capable hands as the search process gets underway.”

A consulting firm has been engaged to conduct a national search to identify candidates to permanently fill the role of president & CEO and a search committee, co-chaired by Ashworth and UM Capital Board Chair Judge Alexander Williams will lead the effort.

**New Adventist HealthCare White Oak Medical Center Opens in Late August:** Adventist HealthCare has announced that it will debut a new, all-private room hospital on Sunday, Aug. 25, as Adventist HealthCare White Oak Medical Center opens to serve patients in Montgomery, Prince George’s and surrounding counties. Construction of the $400 million White Oak Medical Center is fast approaching completion. Exterior work on the 180-bed hospital is nearly complete and interior work in patient care areas will continue over the next few months. White Oak Medical Center will offer the latest technology and treatments in a comfortable environment, with private patient rooms, natural light and spaces designed to promote care and healing. It will also be home to a nationally-recognized heart program as the new facility replaces Washington Adventist Hospital in Takoma Park. Additionally, Adventist HealthCare will open a 24/7 urgent care center on its Takoma Park campus to treat minor illnesses and injuries. White Oak Medical Center, off Rte. 29 at Cherry Hill Road and Plum Orchard Drive, is located at the center of Montgomery County’s newest and emerging Life Sciences Gateway and is a neighbor to the U.S. Food & Drug Administration. Adventist HealthCare and the FDA have a 10-year collaboration on research that seeks to improve public health.

**Johns Hopkins Children’s Center Again Ranks in Top 10 in U.S. News Annual Survey:** Only “hospital within a hospital” on Honor Roll of nation’s top-ranked pediatric center. U.S. News & World Report in June announced the 2019-20 results of its annual survey to determine its top-ranked children’s hospitals in the United States. Johns Hopkins Children’s Center placed ninth in the U.S. and remained the top-ranked children’s hospital in Maryland. The Children’s Center this year also earned a spot on the U.S. News Best Children’s Hospitals Honor Roll, a list of the 10 pediatric hospitals with the highest point totals in the survey. This marks the Children’s Center’s eighth appearance since the Honor Roll was established 11 years ago. The Children’s Center in Baltimore is the only “hospital within a hospital” on the Honor Roll. All others are freestanding pediatric hospitals with no adult medicine counterpart. Founded in 1912 as the Children’s Hospital at Johns Hopkins, the Children’s Center offers one of the nation’s most comprehensive pediatric medical programs, with almost 110,000 patient visits and nearly 9,000 admissions each year. With 209 beds, it is Maryland’s largest children’s hospital and is the only state-designated trauma service and burn unit for pediatric patients. Since 2012, the Charlotte R. Bloomberg Children’s Center Building on the campus of The Johns Hopkins Hospital has been its home.

**Did You Know?**

There are 10 Medical Schools in Maryland, D.C., Virginia, and Delaware.

Maryland – 2; Washington, D.C. – 3; Virginia – 5; Delaware – 0
Beebe Healthcare Announces Search Committee to Appoint Next President & CEO: Beebe Healthcare’s Board of Directors has announced a search committee and partnership with a national executive search firm to appoint its next President & CEO. Witt/Kieffer will assist the search committee comprised of Beebe Healthcare Board Members in this important selection. “While the role of the Board will be to ultimately appoint a chief executive officer, the search committee will have a significant role in the review and assessment of applicants, as well as helping shape the candidate criteria and the type of CEO we will seek,” said David Herbert, Chair of Beebe Healthcare Board of Directors. “With the help of Witt/Kieffer, the search committee will find candidates who can continue advancing Beebe Healthcare into the Next Generation of Care, focusing on innovation, maintaining our roots in the community, and strengthening the delivery of safe, high-quality patient care across Sussex County.” A timeline has not been established, but it is expected that the search firm will be identifying and assessing candidates through this summer and meetings with candidates will be taking place in the early fall.

Children’s National Ranked No. 6 Overall and No. 1 for Newborn Care by U.S. News Best Children’s Hospitals top 10 List for Third Year: Children’s National ranked in all 10 specialties, retaining top 10 honors in neonatology, neurology and neurosurgery, nephrology, cancer and pulmonology and lung surgery. Children’s National in Washington, D.C., was ranked No. 6 nationally in the U.S. News Best Children’s Hospitals annual rankings for 2019-20. Its neonatology program, which provides newborn intensive care, ranked No. 1 among all children’s hospitals for the third year in a row. This is also the third year in a row that Children’s National has been in the top 10 of these national rankings. It is the ninth straight year it has ranked in all 10 specialty services, with five specialty service areas ranked among the top 10.

MedStar Emergency Physicians Selected as 2019-2020 Employer of Excellence by American Academy of Physician Assistant’s Center for Healthcare Leadership and Management: MedStar Emergency Physicians (MEP) selected as a top employer by the group that represents the nation’s 131-thousand physician assistants (PAs). The American Academy of Physician Assistant’s Center for Healthcare Leadership and Management (CHLM) has announced the winners of the 2019-2020 Employer of Excellence Awards which are designed to showcase organizations that have implemented practices that create a positive work environment for PAs and encourage collaboration among provider teams. The program is the first and only PA-specific award program available to organizations. MedStar Emergency Physicians represents the majority of emergency medicine clinicians within MedStar Health, the largest health system in the Baltimore/Washington, D.C. region. MEP is made up of seven top-tier emergency departments in the mid-Atlantic region and includes those at MedStar Washington Hospital Center, MedStar Franklin Square Medical Center, MedStar Georgetown University Hospital, MedStar Union Memorial Hospital, MedStar Harbor Hospital, MedStar Good Samaritan Hospital, and MedStar Southern Maryland Hospital Center.

New Lung Valve Helps Qualified Patients Breathe Easier Without Surgery: In June 2019 The Angelos Center for Lung Disease at MedStar Franklin Square Medical Center successfully implanted a new FDA-approved lung valve in a patient with severe emphysema, becoming the first medical facility in Maryland to perform an endoscopic lung volume reduction (ELVR), to ease breathing. Known as the Zephyr valve, the breakthrough medical device was positioned into the lungs of a 69-year old Baltimore man using a bronchoscope, under anesthesia but without surgery. The patient recovered well and went home two days after. “There is no cure for emphysema, but with an ELVR, patients can improve the quality of their lives, able to breathe easier and more comfortably,” said Sy A. Sarkar, MD, FCCP, board certified in interventional pulmonology. More than 3.5 million Americans suffer from emphysema, a severe, progressive form of chronic obstructive pulmonary disease, (COPD).

Children’s National, HSC Health Care System Combine Forces: Families with and advocates for children living with complex medical conditions in the greater Washington area have reason to celebrate given the recent news from two of the nation’s leading health care systems, nationally-recognized for their individual abilities to provide the very best in pediatric care, who have signed an agreement to create an integrated partnership. With a combined 285 years of pediatric experience, Children’s National and HSC have each secured significant expertise delivering complementary health care services to children and young adults with complex needs. By coming together, this new partnership will create one of the nation’s most comprehensive models of care for this patient population. Children’s National and The HSC Health Care System have moved forward with signing the definitive agreement to bring both organizations together. The signed agreement has moved on for regulatory approval from DC Health and State Health Planning & Development Agency (SHPDA) – a process that experts in the industry anticipate being completed this fall.
**CURRENT EVENTS & AREA NEWS, CONTINUED**

**Holy Cross Health Receives 2019 Workplace Excellence Awards:** The Alliance for Workplace Excellence (AWE) has awarded Holy Cross Health the 2019 Workplace Excellence Seal of Approval for the 20th year, making Holy Cross Health the only health care provider in Maryland to achieve this distinction every recognition year since 1999. Holy Cross Health is one of the 10 largest employers in Montgomery County and provides robust benefits, programs and policies to help colleagues achieve their best quality of life. This includes a gold-tiered health plan, comprehensive workplace wellness program and professional development opportunities for colleagues at all levels. In addition to receiving the Workplace Excellence Seal of Approval, Holy Cross Health also received the 2019 AWE Health & Wellness Seal of Approval (12th year in a row), the 2019 AWE EcoLeadership Award (11th year in a row), the 2019 AWE Diversity Champion Award (8th year in a row), the 2019 AWE Certificate of Recognition: Best Practices Supporting Workers of All Abilities (2nd year; the award’s inaugural year was 2018), and 2019 AWE Certificate of Recognition: Best Practices Supporting Workers 50+ (2nd year; the award’s inaugural year was 2018). The Alliance for Workplace Excellence (AWE) is a non-profit organization founded in 1999 by Discovery Communications, Mental Health Association (now EveryMind), and Montgomery County, Maryland. AWE recognizes organizations that foster an environment that cultivates workforce excellence, acts on its beliefs, values differences, empowers employees, ensures safety and security, operates as a global corporate citizen and facilitates employee life and work success.

**Baltimore Hospitals Partner on Plan to House, Care for 200 Homeless People:** The city of Baltimore and 10 local hospitals are partnering to provide housing and services for 200 people and families, a program they hope will be a model for ending homelessness. The aim of the two-year pilot effort is to show that its “wraparound” treatment keeps people healthy, productive and in permanent homes. Leaders also hope to show the program is sustainable because they believe it will reduce health care spending over time. “Baltimore is committed to ending homelessness and not just managing it,” Democratic Mayor Bernard C. “Jack” Young said in announcing the program in early July at City Hall. “And the best way to end homelessness is through access to affordable housing. As our administration identifies more housing opportunities for our most vulnerable individuals and families, we are thankful to our hospital partners for investing in the essential services necessary to truly end homelessness.” The hospitals contributed $2 million to cover the cost of support services, such as help with utilities, furniture and rides to doctors’ offices. Participating hospitals include Johns Hopkins Hospital, Johns Hopkins Bayview Medical Center, University of Maryland Medical Center-Downtown, University of Maryland Medical Center-Midtown, Sinai Hospital, Mercy Medical Center, MedStar Union Memorial Hospital, MedStar Harbor Hospital, MedStar Good Samaritan Hospital and St. Agnes Hospital.

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**Sibley and Unity Partner on D.C. Cancer Clinic:** Sibley Memorial Hospital and Unity Health Care are jointly opening a cancer clinic on the eastern side of the District, as residents in wards 7 and 8 continue to grapple with a lack of nearby specialty services. Johns Hopkins Medicine-owned Sibley is bringing services from the system’s Sidney Kimmel Comprehensive Cancer Center to Unity’s Parkside Health Center at 765 Kenilworth Terrace, NE.
THE BOARD CORNER:
How to Change Board Culture: Four Questions to Consider

By Spencer Stuart

Because board culture is an important driver of board performance, a natural time to assess board culture and how it supports strategy is during the board’s annual self-assessment. Using an agreed-upon framework and vocabulary, boards can diagnose their current board culture and agree on a target culture. A board may want to evolve its culture if it is underperforming, when there is a new CEO or its own composition is changing, or when the business strategy is changing. For example, in a crisis or turnaround situation, a board may want to be more decisive and results-driven. At a strategic inflection point — when the organization needs to figure out new markets, new products, where to invest in acquisitions or innovation — a board may need to be more inquisitive and flexible. Once the board has identified a target culture, directors can ask the following questions to help shift the board culture:

• Do we have the right people in the boardroom?
• Are we structuring our discussions and assignments to focus on the right issues and activities?
• Do board and committee leaders model the desired board culture?
• Do we as individual directors consider how we are contributing to the culture?

Interested in Joining the Healthcare Council?

Healthcare Council continues to develop its All-Inclusive, Broad-Based Association of Members to accurately reflect the providers of care doing business in its service area encompassing Maryland, the District of Columbia and Virginia. It is committed to creating and providing opportunities for new members and associates while keeping member dues low. It serves its members with detailed communications and professional contacts, partnerships, timely educational programs, surveys, collaborative efforts, and strategic alliances.

To learn more about joining the Healthcare Council and/or participating in our Shared Services, please contact Cheryl Thomas at 301-731-4700 or visit us at: http://www.healthcare-council.org/membership.html.

SHARED SERVICES

About National Capital Area

Shared Services

National Capital Area Shared Services (NCASS) is a regional GPO, a wholly-owned subsidiary of the Healthcare Council of the National Capital Area (a non-profit association of providers in Maryland, Virginia and the District of Columbia). It has documented hundreds of millions in savings and cost containment since 1972. NCASS joined the Premier healthcare alliance as a group affiliate in 2008 and signed with Yankee Alliance as a collaborative member in 2013.

Did You Know?

To help get a sense of how hospitals rank for patient safety, Leapfrog, a non-profit organization promoting transparency in the U.S. healthcare system, publishes a list of hospitals and ranks them with a letter grade. The 28 metrics used in the analysis include staff responsiveness, electronic prescribing, and healthcare associated infections. States are then ranked by how many of their hospitals received an “A” ranking. The lowest, North Dakota, had 0% of its hospitals receive an “A” rank, while the highest, Oregon, had 58% of its hospitals receive top marks. The top 10 states for hospital safety:

• Oregon – 58.00%
• Virginia – 53.03%
• Maine – 50.00%
• Massachusetts – 48.28%
• Utah – 48.00%
• New Jersey – 45.59%
• Rhode Island – 42.86%
• Ohio – 42.20%
• Texas – 41.43%
• Colorado – 41.03%

Did You Know?

The Health Resources and Services Administration projects that more than 1 million registered nurses will reach retirement age within the next 10 to 15 years.

Did You Know?

According to the Bureau of Labor Statistics’ Employment Projections 2016-2026, Registered Nursing (RN) is listed among the top occupations in terms of job growth through 2026. The RN workforce is expected to grow from 2.9 million in 2016 to 3.4 million in 2026, an increase of 438,100 or 15%. The Bureau also projects the need for an additional 203,700 new RNs each year through 2026 to fill newly created positions and to replace retiring nurses.
Meet our New Vendor and Partner,

Mindray

National Capital Area Shared Services and Mindray announce partnership agreement for anesthesia, patient monitoring, and ultrasound solutions.

Mindray is a leading developer, manufacturer and supplier of medical device solutions and technologies whose sole mission is to empower higher standards by putting healthcare within reach.

Providing Meaningful, Clinically-focused Solutions

Anesthesia: The A-Series Advantage anesthesia delivery platform enhances patient care and improves user satisfaction.

- With choices in ventilation modes and support, build the ideal system to fulfill both clinical and financial requirements
- Intuitive, easy to navigate, and features digital technology to facilitate precise setting adjustments and ventilation modes
- Reliability with industry leading three-year warranty

Patient Monitoring: New BeneVision N-Series delivers cutting-edge technology to support timely and accurate clinical assessment across acuity levels.

- Best-in-class BeneVision N1 transport monitor / module
- N-Series patient monitors backed by five-year warranty
- Helps to reduce total cost of ownership across healthcare enterprises

Ultrasound: A comprehensive portfolio that leverages the most advanced imaging technologies.

- Combines superior image quality with ease-of-use
- Maximizes system uptime and investment protection with a five-year warranty on systems and transducers
- Mindray’s Living Technology™ increases clinical value with easily upgradeable enhancements, keeping your ultrasound system at state-of-the-art performance

For information about value-added resources spanning all Mindray modalities please contact:

Steve Hayward, NCASS Vice President Strategic Accounts
Work: 301.731.4700  Email: stev hayward@healthcare-council.org

Chris Abbott, IDN Strategic Account Manager
Cell: 301.356.0048  Email: c.abbott@mindray.com

NCASS Agreement #19-101
Meet our New Vendor and Partner, Interstate

For twenty-three years Randy Kleinert, President of HR on Call a Human Resources Services & Consultation Company has partnered with the Healthcare Council National Capital Area in producing the annual Wage & Salary and Executive/Department Head Salary Surveys. Each year HR on Call assures that all participant information is held in strictest confidence and that no individual organization’s data has been or will be released to any organization. The professional way in which HR on Call tabulates and summarizes the information and reviews all data for completeness and consistency, has been appreciated by all. Randy announced his intent to make this the last year of providing this service as he will be retiring and taking time to catch up on many projects placed on the back burner.

In appreciation for the excellent work by Randy over the years the HR Divisional Group presented him with a crystal award and certificate at their quarterly meeting on June 25, held at Sibley Hospital. Queenie Plater, Chair of the HR Divisional Group announced his retirement. Les Pitton, President & CEO and Cheryl Thomas, Executive Assistant at HCNCA presented the award. Appreciation was expressed for the excellent work provided by Randy and HR on Call. Randy thanked the group and spoke about his association with the HR Executives over the years and what a pleasure it was working with them in producing the surveys each year.
Did You Know?

The Book World Staff, of The Washington Post in June published their picks for worthwhile books to read during each year of life, from 1 to 100, along with some of the age-appropriate wisdom they impart. They admit there’s no definitive way to do this. What moves one reader may not resonate with another, regardless of their birth year. Think of this list as a starting point, plus an invitation to look back at your own literary chronology: What spoke to you during a certain time in your life - and why? https://www.washingtonpost.com/graphics/2019/.../books/100-books-for-the-ages/