



## Practice Management Directory

**Organization:** HBP (Hospital Based Physicians) Services, Inc.

### Description of Organization’s Services:

HBP provides management and financial services tailored to each Practice. We have a reputation for building long term relationships, challenging clients to explore unique income opportunities and maximizing third party reimbursement. HBP translates data into accrual information used for in-depth reporting and insightful financial management.

Our consultation services include: Hospital support for Part A services, Hospital negotiations, third party contracting, mergers/ acquisitions and fair market value for technical services. Billing audits have been performed for clients using in-house billing or service bureaus. Our fees are based on hourly rates, fixed monthly fees with performance incentives or contingency arrangements.

### About the Organization:

| Established                                 | Number of FTEs  | Listed in this Directory since                              |
|---|---|---|
| 1982  | 12  | 2012  |
| Started working with pathology practices in | Number of pathology practices with whom firm is currently working | Number of pathology practices with whom the firm has worked |
| 1982  | 15  | 75+   |

*References Available*

### Organization’s Practice Management Services:

#### Coding and Payment

- Billing system audits (in-house and service bureau)
- Third party strategy and negotiations
- Selective contracting
- Practice Compliance Plans

#### Business Development and Marketing

- Joint ventures

*THE CAP IS NOT ENDORSING OR RECOMMENDING ANY FIRM INCLUDED IN ITS PRACTICE MANAGEMENT DIRECTORY. Likewise, the omission of any firm in the directory should not be construed as the CAP's disapproval of a firm. Firms voluntarily determine whether they want to apply and pay for inclusion in the directory. The information listed for each firm is self-reported.*



- Practice mergers
- Strategic Planning
- Designing new models to deliver professional and technical services
- Pathology contracts (with Hospitals and POLs)

**Financial Management/Governance/Business Operations**

- Benchmarking and Pathologist workload productivity
- Billing system audits
- Cost center accounting
- Accrual reporting
- Practice Plans to reward Administration, Patient Care, and Good Citizenship
- Valuation for buy-in / buy-out
- Sale and Merger calculations
- Succession planning
- Flexible benefit plan development and management

**Other:**

- Evaluation of Part A Support / Fact Books including custom time studies
- Developing Part A performance based incentives
- Maximizing Professional Component Clinical Pathology (PCCP) billing income
- Facilitator at Practice/Department retreats

**States Serviced:** All

**Contact Information:**

| Organization  | Primary Contact   |
|---|---|
| HBP Financial Services Group, Ltd.<br>11 Research Drive, Suite #2<br>Woodbridge, CT 06525<br><a href="http://hbpworld.com">hbpworld.com</a> | Robert H. Tessier<br>Senior Reimbursement Consultant<br>203-397-8000 Ext. 101 (Phone)<br>203-389-1540 (Fax)<br><a href="mailto:rtessier@hbpworld.com">rtessier@hbpworld.com</a> |
| Additional Contact  |   |

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COLLEGE of AMERICAN  
PATHOLOGISTS

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John Pacileo  
Vice President - Management Services  
203-397-8000  
[jpacileo@hbpworld.com](mailto:jpacileo@hbpworld.com)

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