



**R**unning a successful medical practice today is an imposing challenge. Billing, staffing, scheduling, and keeping technologically relevant are some of the issues you face managing a medical practice. At Grassi Healthcare Consulting, we help clients achieve a higher level of success, productivity and profitability. Our professionals stay informed of the latest information affecting the healthcare industry and financial trends in the marketplace. Knowledgeable, proactive, experienced advisors allow you to do what you do best—run a medical practice—while we help you maintain a higher level of financial success. Our team has deep practice management experience—our consultants have operated in the field for many years as practice managers, office staff, and as technicians. Grassi Healthcare Consulting helps prepare you and your team for the future, to ensure your practice will grow and sustain its profitability.

The healthcare industry is in a constant state of flux. To help clients manage in this dynamic environment. We assist them to run their practices more efficiently, improve their operations and office management, and increase their bottom line. The firm works with a variety of medical practices, hospitals, wellness centers, urgent care centers and healthcare suppliers. Our management consulting helps medical practices achieve the next level of success.

**In addition to audit and accounting, bookkeeping, and tax planning, some of the services that Grassi Healthcare Consulting provides include:**

- Healthcare Operational Review
- Practice Check-up
- Operational Consulting

- Practice Wellness Manager
- Outsourced Practice Administration/Virtual Office Manager
- Merger & Acquisition Consulting/Due Diligence
- Practice Establishment Consulting
- Fair Market Value Consulting
- Internal Control Review
- Cash Flow Management
- Compliance Consulting
- Coding Reviews/Documentation Audits
- Reimbursement Reviews
- Technology Consulting (EHR Compliance)

#### **Existing Practice Management Services:**

Grassi Healthcare Consulting offers existing practices day-to-day operational evaluations:

- observe flow of patient care—from the check-in process to the check-out process
- review your internal cash controls
- monitor appointment scheduling
- observe the entire staff-patient interaction process

As healthcare management experts, we can help to streamline the process for your practice and, in turn, help you to improve your patients' experience. We have observed that current patients are the biggest source of referrals for medical practices, so you must ensure total satisfaction.



**GRASSI**  
HEALTHCARE CONSULTING

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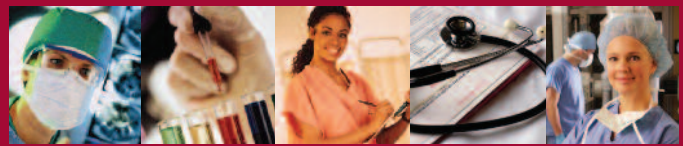


**John V. Pellitteri, CPA**  
**Partner-in-Charge**  
**Grassi Healthcare Consulting**  
John V. Pellitteri, CPA, is the partner-in-charge of Grassi Healthcare

Consulting. He brings almost two decades of experience in accounting, auditing, tax planning and business consulting to his clients. His comprehensive accounting and taxation knowledge, combined with his healthcare consulting experience, allow him to develop an all-inclusive assessment of practices and medical facilities. He also uses time-tested strategies to enhance clients' businesses in other industries, including not-for-profit, real estate and professional service firms.

Because of John's extensive experience in healthcare, he is a frequent lecturer at healthcare industry forums such as local medical societies, office management societies, and hospital councils. John has authored numerous articles on fraud prevention, human resource issues, compliance and operations and was the main author for the Financial Success Advisor column in the previously published Nassau/Suffolk Hospital Council's Health & Hospital News.

John is an active member of the American Institute of Certified Public Accountants (AICPA) and the New York State Society of Certified Public Accountants (NYSSCPA) where he served on the Federal Taxation Committee and the New York State & Local Taxation Committee. In addition, he serves as Chairman of the Medical and Professionals Committee. Additionally, John is also active in philanthropic organizations and serves on the board of the Long Island Entrepreneurs Group, Inc. (LIEG) and the Health and Business Alliance (HBA) where he also serves as the treasurer. He was also selected as one of 2005's 40 Under 40 Rising Star professionals in the Long Island area by the Long Island Business News. John is a graduate of Hofstra University with a Bachelor of Business Administration Degree in Accounting.



## Grassi Healthcare Consulting offers existing practices billing evaluations:

- Reimbursements vs. Contractual rates
- Accounts Receivable reviews
- Write-off reviews
- Follow-up protocols
- Superbill CPT posting
- Payment posting cycles

Our team creates systems to ensure every procedure you are performing will be billed to the appropriate insurance carriers, so you are fully reimbursed.

## Grassi Healthcare Consulting offers existing practices coding and documentation evaluations:

- Chart reviews
- Auditing
- Benchmarking
- Surgical compliance
- Malpractice risk management guidelines

Are you prepared for an Audit? Are you prepared for a RAC audit? Are you prepared for OIG to review compliance? Our team can help you avoid the headaches of an audit. We also work with clients to ensure coding and risk management guidelines are in order. Each insurance carrier has policies and procedures for CPT codes—do you know what they are? Our team can keep your practice healthy and ensure success for the future.

## Grassi Healthcare Consulting offers existing practices revenue enhancement strategies:

- Revenue cycle protocols
- Insurance contract review
- Staffing evaluation
- Cash controls
- Accounts payable evaluations
- Credentialing

By providing these services, Grassi Healthcare Consulting helps determine if you are under or over staffed;

improve staff evaluation systems; monitor daily revenues; anticipate cash flow issues; install checks and balances for your daily copayment receipts; and, ensure receivables are deposited in a timely and efficient fashion.

Many practices cannot focus on improving these operational functions; we can make this a simple process, one that will save you money, time, and headaches in the future.

## Grassi Healthcare Consulting offers existing practices compliance methods:

- CLIA
- COLA
- JCAHO
- Medicare
- Office Based Surgery
- Compliance for Medicare/Medicaid

Our healthcare professionals can help get your procedures up to speed. Surgical procedures, laboratory testing, and other services need to follow specific guidelines. We can perform a Practice Wellness Check-Up and determine what needs to be updated to become compliant.

## New Practice Management Services:

Our experience allows us to help physicians design and set up new practices. We can function as a Virtual Office Manager and help develop your internal systems.

## Some of the services we provide to new practices include:

- Credentialing
- Modifier credentialing
- Space Acquisition/Leasing and Construction
- Equipment Purchasing/Leasing
- Practice Management System/EMR
- Staffing
- Protocol Establishment
- Coding/Documentation
- Compliance
- Accreditation



**Melissa Messite, BSN, R.N.**  
Healthcare Consultant  
Grassi Healthcare Consulting

Melissa Messite, BSN, R.N., is a Healthcare

Consultant at Grassi Healthcare Consulting, the healthcare business consulting arm of Grassi & Co. CPAs. She offers external healthcare practice check-ups, serving as a Healthcare Practice Wellness Manager. In her role, Melissa shares her experience in cash flow management, practice establishment, accounts receivable analysis, and other healthcare operational functions.

Prior to joining Grassi Healthcare Consulting, Melissa worked in private practice medicine. With years of experience managing medical practices, Melissa has endured many of the same challenges that she now helps clients solve. During her time at private medical practices, she has focused on the processes, collections, internal controls, and patient management functions. Melissa helps her clients by taking a true pulse of healthcare practices; she can offer recommendations for operational improvements and streamline certain processes to increase their efficiency and profitability.

Melissa has more than 15 years of experience, particularly focusing on practice establishment and management, operational enhancements, fair market value assessments, cash flow guidance, and other management advisory services. With insurance reimbursements challenging many practices, Melissa has been working with practice managers and physicians to assist them in becoming more profitable and helping to streamline their operations.

Extremely active in the business networking and philanthropic arena, Melissa has been involved in organizations including the Health & Business Alliance and the Medical Group Management Association. Melissa is a graduate of Molloy College with a Bachelor of Science degree in Nursing.

