




Joette Derricks,

EMPA, FACMPE, Fellow-AAPC, CHC, CPC, LSSGB

Director, Revenue Cycle and Compliance

 jpd@granitegrcconsulting.com

 717.877.5416

Experience

Joette Derricks is the Director, Revenue Cycle and Compliance at Granite GRC Consulting. She brings more than 35 years of experience working with healthcare organizations providing practice management expertise, guidance in revenue cycle management, conducting denial management audits, optimizing and implementing EHR setups and transitions, evaluating policies and procedures and helping practices navigate the complexities of telehealth coding and billing.

Throughout her career, Joette has guided C-level executives in enhancing performance within their organizations. She has served as a qualified expert witness and has given testimony and provided expert reports for national healthcare clients. Joette has helped clients eliminate millions of dollars of lost revenue resulting from denials and debt and provided direction to ensure productivity, profitability, and compliance within every type of healthcare organization and physician specialty.

Joette has helped organizations assess and build effective teams, providing direction to guide them in achieving performance goals and business growth. Through her educational background and years working with organizations, she brings broad experience in strategic and organizational performance measurement, business reengineering, process and procedure development and revenue growth initiatives to working with Granite GRC's clients.

As a nationally recognized leader in her field, Joette has been invited to speak at numerous, prestigious events. Highlights include: The AAPC Annual Healthcon Conference, American Health Information Management Association (AHIMA), Medical Group Management Association (MGMA), Healthcare Care Compliance Association (HCCA), and numerous additional national conferences.

Types of Engagements

- Billing, Coding and Denial Management Audits
- Compliance Program Design, Training and Effectiveness Reviews
- Comprehensive Practice Management Reviews
- EHR Optimization and Documentation, Coding and Billing Reviews
- Healthcare Regulatory Integrity Analysis Support
- HIPAA Privacy and Security Assessments Process Improvement
- Litigation Support, Expert Reports and Testimony
- Physician and Staff Coding and Billing Education
- Policies, and Procedures Evaluation and Improvement Design
- Revenue Cycle Evaluations
- Strategic and Operational Advisory

GRANITE
GRC

280 Granite Run Drive,
Lancaster, PA 17601

granitegrcconsulting.com

Optimize resources.
Manage risk.

Joette Derricks,

EMPA, FACMPE, Fellow-AAPC, CHC, CPC, LSSGB

Relevant Experience

- Qualified as an Expert in Medicare, Medicaid and Third-party Payor Regulations in Early 90s.
- Worked as the Contract Performance Officer for a Medicare Contract.
- Improved revenue flow and maximized reimbursement within a 40+ hospital-based group by conducting a strategic and operational assessment.
- Ensured a successful compliant operations center for a large diagnostic radiology center health information system by eliminating weaknesses in computer systems and establishing new processes and procedures.
- Eliminated \$1.5 M in annual debt within one year by implementing significant improvements in clinical and administrative operations at a large independent surgical group practice within an ambulatory surgical center.
- Integrated three not-for-profit health systems' revenue cycles 90 days after merger. Reengineered and transitioned workflow and personnel including information technology enhancements and resources.
- Developed and presented hundreds of seminars, workshops, and webinars on emerging coding and billing issues.
- Prepared expert reports and testified in federal, state, and local hearings.
- Served as an Independent Review Organization and Independent Coding Officer for entities under a Department of Justice Corporate Integrity Agreement.
- Eliminated \$1.2 M in denials in a nine-month period by implementing an integrated denial management system within a hospital's physician enterprise. Reengineered a 57-provider entity workflow including EMR templates and other information technology enhancements to obtain over \$6 M in new revenue.
- Developed and trained the entire workforce of 250 employees in HIPAA, HITECH, billing, and other compliance areas.
- Engaged by national law firms to aid in defense of hospitals, clinics, and physicians as a Certified Professional Compliance Expert

Memberships

Master of Public Administration, Pennsylvania State University
Bachelor of Arts in Political Sciences, Gannon University
Fellow, American College of Healthcare Executives (2015-Present)
Fellow, Certified Professional Coder, American Academy of Professional Coders (1999-Present; Fellow Status Awarded September 2019)
Certified Professional Coder, American Academy of Professional Coders (1999-Present)
Certified in Healthcare Compliance, Healthcare Compliance Association (1999-Present)
Certified in Six Sigma, Green Belt in Lean and Lean Six Sigma, Villanova University (2010-2016)

Selected Speaking Engagements

An Effective Compliance Program Requires a Commitment Beyond the Compliance Officer" Durham, N.C. AAPC Chapter, May 18, 2019

New Trends in FCA Prosecutions: An Update for Administrators, Coders and Billers" Radiology Billing Managers Association (RBMA) Learn 18 Conference, Washington, D.C. September 25, 2018

Compliance and Interventional Radiology" RBMA Interventional Radiology Coding Course, Washington, D.C., September 24, 2018

Effective Internal Audits and Monitoring for Change Management," Pennsylvania MGMA 2018 State Conference, King of Prussia, PA, April 26, 2018

How to Evaluate Your Compliance Program Like the Government," AAPC 2018 National Healthcon Conference, Orlando, FL, April 9, 2018



Joette Derricks,

EMPA, FACMPE, Fellow-AAPC, CHC, CPC, LSSGB

Speaking Engagements Continued

2018 Medicare Physician Reimbursement Updates," Charm City AAPC Meeting, Towson, MD, November 07, 2017

Operational Compliance Considerations with the MIPS Incentive Program," Keystone AAHAM Conference, Keynote Speaker, Hershey, PA, July 19, 2017

What Coders Should Know About Growing Trends in False Claims," Charm City AAPC Meeting, Towson, MD, March 17, 2017

Making Sense of MACRA: Transformation, Timeline and Tips," Maryland Coding with The Experts Conference, Towson, MD, November 4, 2016

Shades of Gray in Evaluation & Management Documentation and Coding" 2015 AAHAM Annual National Institute. Orlando, FL. October 15, 2015

Security Risk Assessment for Small Practices," 2015 HCCA Clinical Practices Compliance Conference. Philadelphia, PA. October 11, 2015

Using CERT Data to Fine Tune Your Audits," 2015 HCCA Clinical Practices Compliance Conference. Philadelphia, PA. October 12, 2015

Fraud and Abuse Concerns for Anesthesiologists and Pain Management," 87th Annual AHIMA Convention and Exhibit. New Orleans, LA. September 26, 2015.

Shades of Gray in Evaluation & Management Documentation and Coding" 2015 HEALTHCON Las Vegas, NV. March 31, 2015

Security Risk Assessment for Small Practices – Tools and Case Studies" NSCHBC 2015 Winter Retreat. Fort Myers, FL. January 8, 2015

Who Is a Qualified Health Care Professional (QHP)? A Compliance Update on Using Extenders from CRNAs to PAs", Health Care Compliance Associations 18th Annual Compliance Institute, CA. March 31, 2014

Are You Ready for ICD-10? The Impact on Coding & Billing" National Medical Association Region IV Annual Meeting. Indianapolis, IN. May 31st, 2013

Effective Physician Contracting", AAPC Orlando National Conference, Orlando, FL, April 17, 2013

Update on Using Extenders from CRNAs to PAs", Anesthesia Billing and Practice Management Seminar, Las Vegas, NV, April 2013

Lessons Learned from Leading a Hospital-Owned Physician Business Office," HFMA Region 4 Annual Conference, Lexington, KY, August 2, 2012

Evaluating Your Training Effectiveness, *HCCA Compliance Today*, May 2018

Are LCDs and Other Guidance Documents Binding?, *AAPC Healthcare Business Monthly*, May 2018

Monitoring and Auditing for Change Management, *PA MGMA Pulse Newsletter*, February 2018

Selected Publications



Joette Derricks,

EMPA, FACMPE, Fellow-AAPC, CHC, CPC, LSSGB

Presentations Continued

Enter the New Age of Compliance Program Effectiveness, *AAPC Healthcare Business Monthly*, October 2017

Ten Key Facts Regarding the CMS Overpayment Rule, *HCCA Compliance Today*, September 2017

15 Ways to Vet a Coding/Billing Vendor, *AAPC Healthcare Business Monthly*, September 2017

New Medicare Cards Are Coming, *PA MGMA Pulse*, March 2017

Managing Transitional and Chronic Care Profitably: A Guide for Hospital-Owned Physician Practices, *HFM*, April 5, 2017

Beyond the Medicare Annual Well Visit: Maximizing Revenue for Hospital-Owned Practices, *HFM Magazine*, March 2017

How Medicare Preventive Services can Bolster the Hospital-physician Enterprise, *HFM*, December 2016

What if Your Audit Findings are Not Favorable?, *HCCA Compliance Today*, July 2016

Ethics, Compliance and Retaliation in Healthcare Organizations, *HCCA Compliance Today*, January 2016

Preparing for the ICD-10 Transition Tsunami, *MiraMed Focus*, Fall 2015

A Basic Primer on the Bundled Payments for Care Improvement Initiative, *Anesthesia Business Consultants Communiqué*, Fall 2015

Fraud and Abuse: A Growing Trend in Criminal Cases" *Healthcare Business Monthly*, November 2015

Opportunities for Healthcare Vendors and Providers in Cuba?, *Healthcare Business Monthly*, August 2015

Is the Office of Inspector General Turning their Attention to Physician Issues?, *Anesthesia Business Consultants Communiqué*, Summer 2015

Conduct a Security Analysis for Your Practice, *Healthcare Business Monthly*, June 2015

Reviewing 2014 CERT Data to Improve Documentation and Potentially Revenue, *HCCA Compliance Today*, June 2015

Pain Medicine Providers: Review 2015 Billing Changes, *Healthcare Business Monthly*, April 2015

Reviewing Anesthesia and Pain Management 2014 CERT Data to Improve Documentation and Revenue, *Anesthesia Business Consultants Communiqué*, Spring 2015

Drug Screening Gets a Total Rewrite, *Healthcare Business Monthly*, February 2015

How One Encounter May Be Billed to Medicare as Both a New Patient Visit and an Established Patient Visit, *MiraMed Global Services The Code*, February 2015

Good Coding News for Anesthesiologists in 2015, *Healthcare Business Monthly*, January 2015

Define a Qualified Healthcare Professional, *Healthcare Business Monthly*, January 2015

