

STRATFORD

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Healthcare EDI and Practice Management Software

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If you have a broadband connection and would like to try the new windows version, send an email to: trial@stratfordsoftware.com. We can send you an id and password that will

***stratford notes* allow you to download the software from our web site at no charge. (if you subscribe to software support, of course)** The size of the download file is about 60 megabytes so we don't recommend it for slow (modem) Internet connections. You can get the new program on CD for a small media charge, usually about \$2 (only if you subscribe to support, of course).

If you have not received an update since July 1, then you are not HIPAA compliant. We released v4010-A1 (addendum) on June 25. Please contact support if you need an update. We expect several more updates will be necessary to be HIPAA compliant in the near future. If you bill Medicare, the present update is necessary to avoid claim rejection.

HIPAA—business associate agreements. The most common question (probably) was “do I need a ‘BA’ agreement from Stratford?”. Our opinion is that you do not unless you send some of your patient data to us for testing. Please visit our web site for more information on HIPAA. If you believe you need a BA agreement from Stratford please download it from our web site or request it from the support group. Please do not send a copy of an agreement you picked up at a meeting or got from a brochure. We cannot sign any agreement unless we are certain that it complies with the federal laws. Our agreement is supplied by the government.

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Stratford has more than **5,000** licensed users

Stratford's software is now officially HIPAA compliant. If you subscribe to our software support on a continuing basis, you will receive an update automatically. CD updates are sent at least quarterly. Internet downloads are available at least monthly. •

Each month more of our customers take advantage of this way to cut your support costs. **You can auto-pay your bill by having credit card information on file.** If you pay for a full year in advance, you receive the 11th & 12th months at no charge. You will continue to get a fully itemized monthly statement and newsletter. •

Pre-paid support customers may use email for the fastest response:

support@stratfordsoftware.com

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**You can find Stratford's Internet server at this address:
<http://www.stratfordsoftware.com/>**

Training Classes ***SHS Software Basic Training***

In the Stratford Classroom
by Appointment only \$275

Call for class availability at least three days in advance. On-site training with a certified Stratford trainer may be available (*by appointment only*). The cost is \$250. Telephone training is also available (*by appointment only*).

FROM THE EDI CORNER

Stratford is fully compliant with the new HIPAA federal law as it applies to software vendors like us. We are ready to test our ANSI X.12 version 4010-A1 format with any payer. •

We are now approved for v4010-A1 by Blue Shield of California, New England NHIC Medicare, California NHIC Medicare, Blue Cross CA, Sutter Connect – Sacramento CA, Riverbend Medicare, We are beginning to convert Ca Blue Cross people now. If you want to be converted, let us know.

We are presently testing for v4010-A1 Mass Health & Value Options, Rengence Blue Cross, and New York Medicare, (Empire Medicare), Medi-Cal / Central Coast Alliance—CA / Santa Cruz CA, Riverbend Medicare Part A—Tennessee, Noridian (Medicare contractor for several states), Trail Blazer—Virginia Medicare, XACT—Pennsylvania Medicare, Administar—Indiana, WPS—Wisconsin, Florida Medicare Part A, Palmetto / Railroad Medicare, and others.

ProxyMed (a clearinghouse that we recommend) will send your claims at no

charge except for government claims: Medicare, Medicaid, railroad, DME, and payers that don't cooperate with clearinghouses. Of course, with Stratford software, you can send direct to Medicare at no charge.

ProxyMed will be able to accept UB-92 claims as well as dental claims in the future. They accept v4010 now. ProxyMed will process Aetna claims at no charge now. •

MORE SUPPORT NOTES

CD Updates are now being shipped to our clients at least once per quarter.

Our new system of insuring that each customer gets an update at least once per 90 days should help eliminate most payer claim rejections. This service is only available if you subscribe to software support continuously and accept updates on CD. •

A new manual format is available. If you have wanted a manual that would lay flat on the table and have pages that could be removed, you can now have it. We have a new vendor that is supplying the manual in a small 3-ring binder format. It looks like the old manual in size and design but is much more convenient to use. The price is \$25 (+ tax & shipping). •

Your clearinghouse may have setup fees and/or charge you for EDI claims, but Stratford does not. •

EDI “per-claim” charges

Stratford does not have any “per-claim” or other charges related to transmitting claims to Medicare or any other carrier. We only charge (optional) for providing software support.

QUESTIONS AND ANSWERS

Q: What does Stratford recommend for a backup method?

A: We recommend using a CD. You can backup daily for less than \$1.00, and if you buy in quantities of 100 it may only be 39-49 cents per day. That is really cheap insurance. If you are careful with a CD, it can last up to 100 years. Be sure to take it home or somewhere away from your computer. We really like a CD, because almost any computer can read it. If you use tape and you ever need to restore, it may be very difficult to find the same model and backup software on a different computer. We no longer have any tape units at Stratford because of the compatibility problems.

Q: I just got DSL service in my office and I can now download large files very fast. Can I download updates to my Stratford program? It seems to me that this would be the ideal way to receive updates instead of waiting on the mail. Also, I could get an update at my convenience, any day, any time.

A: You are absolutely correct. Internet download is the perfect way to get your updates. If you subscribe to software support, send an email to:
update@stratfordsoftware.com
and we will send you an ID & password. The ID and password will change periodically. We plan to automate this service in the future if there is sufficient demand. Let us know what you think. The update is very large: about 60 megabytes and so is not suitable for modem connections.

Stratford will run your Stratford software related classified ad in our monthly newsletter *free*, upon SHS approval! Fax your ad to us at (650) 692-1073.



Q: I just came back from a seminar on HIPAA. I am wondering about my relationship with Stratford since you provide me with software. I, of course, use your software to do my billing. That billing information contains a patient's diagnosis code as well as my procedure code. Technically that seems like it would be 'protected patient information' under the HIPAA definition. Do I need a special 'Business Associate' contract with Stratford? Also, I use the 'Notes' area of the Stratford program to record office notes, which I am pretty sure would be 'confidential/protected' information in many cases. At least, I certainly would not want that information released without a court order.

A: Our answer is "Probably not" because Stratford cannot access its client's patient information. In December 2002 there is 'OCR Guidance' that, we believe, is on this specific point: "The mere selling or providing of software to a covered entity does not give rise to a business associate relationship if the vendor does not have access to the protected health information of the covered entity." •

SOFTWARE SUPPORT NOTES

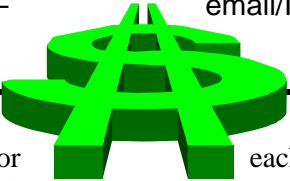
- 1 Email requests for support get Priority Service.
- 2 If you send an Email or fax with a description of the problem, your call is given priority over other Emails and faxes.
- 3 Do not call more than one time. The second call places your first call at the bottom of our callback list.

We can receive many support requests in the first few hours each day. It usually is not possible for us to have a technical support person waiting to take your call. If you just call and leave the message "please call", your call is placed at the bottom of the callback list. We must do everything we can to avoid "phone-tag". Hand-written faxes can be almost impossible to read, so please type them whenever possible. Include the best time to call you.

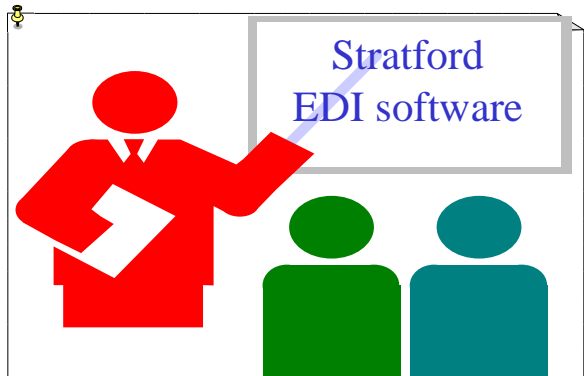
At this time we can deliver support best by email. If you check your email each day, you may find this to be easier than faxing us. We check our email constantly — at least every 5 minutes. We are putting most of our resources into email and other methods that utilize the Internet. If you have an ICQ number, we can support it. Let us know.

We are interested in hearing from people who would like to receive support by Internet — email/ICQ, etc.

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Stratford  will pay you \$100 for each person* you refer who purchases Stratford Software at full price (\$895). Simply fax or write to give us your referral. **We must receive the referral notice in advance of the sale. We cannot pay for a referral if you notify us after the sale.**

*Subject to restrictions



INTERNET RESOURCES

HIPAA—October 15th will be here soon. Do you need to update your clearinghouse connection?

◆ HIPAA—Privacy rule summary
<http://www.hhs.gov/ocr/privacysummary.pdf>

◆ HIPAA—Frequently Asked Questions, etc.
<http://www.hhs.gov/ocr/>

◆ Most recent taxonomy codes:
http://www.wpc-edi.com/organizations_40.asp

◆ HIPAA—filing a complaint
<http://www.hhs.gov/ocr/howtofileprivacy.htm>

◆ HIPAA— money penalties
<http://www.hhs.gov/ocr/moneypenalties.html>

The Stratford HIPAA-BA agreement is on our web site. Download it, sign, send to us and we will return a copy for your records.

Stratford Newsletter

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<http://www.stratfordsoftware.com/>

New Software Sales Only (800) 274-4594