

GREGORY W. HUFSTETLER, CPA, MBA, FHFMA
Healthcare Reimbursement Consultant (in Retirement)

**[Pre-Retirement: Vice President Reimbursement & Regulatory Affairs
Reimbursement Technologies, Inc. (RTI)]**

Biographical Profile

Greg holds an MBA from the Fox School of Business at Temple University in Philadelphia, Pennsylvania; he is a Certified Public Accountant (CPA) in Pennsylvania and a Fellow in the Healthcare Financial Management Association (FHFMA).

Greg's 40-year employment history in healthcare in the Philadelphia area includes Senior Auditor positions at Thomas Jefferson University Hospital and Aetna Medicare (as a Medicare Part A Intermediary Hospital Auditor). He was a national Reimbursement Specialist at the corporate headquarters of Laventhol and Horwath, a national accounting firm. Additional work within the hospital environment includes over ten years of directorships in the budget and reimbursement departments at Roxborough Hospital (more than four years) and Crozer-Chester Medical Center (more than six years), including expertise in the complex area of Medicare cost reports.

Greg joined Reimbursement Technologies, Inc. (RTI, Conshohocken, Pennsylvania) in 1994 to direct the reimbursement and regulatory function. Over the next 23 years he continued in that role, eventually as Vice President of Reimbursement and Regulatory Affairs. At his retirement on October 1, 2017 RTI was billing physician services in approximately 40 states, representing 15 million annualized emergency department physician visits and hospital medicine encounters. For many years RTI was a wholly owned subsidiary of EmCare, one of the nation's largest staffing companies for hospital-based physician services, including emergency medicine, anesthesia, hospitalists, radiology, and surgery. A large non-EmCare client base is also serviced. When EmCare's parent company (Envision) merged with AmSurg/Sheridan in December 2016, RTI became part of the newly merged Envision Healthcare Corporation (EVHC).

At RTI Greg managed seven key functions to support EVHC's national practice management services. Those functions were: (1) government advocacy; (2) provider enrollment support; (3) revenue recovery (of third party underpayments); (4) managed care negotiations (pre-merger); (5) feasibility studies/marketing support; (6) payor affairs and operational support (billing logic as derived from payor rules and policies); and (7) revenue analytics (fee schedule maintenance, special database development and control, and the like).

Greg was a founding member of the Emergency Department Practice Management Association (EDPMA), the nation's largest trade association of emergency department staffing and billing companies. He has served on the Executive Committee, held the post of Secretary/Treasurer, and was active in several key task forces over the years. Greg received EDPMA's Founder's Award in June of 2009. In 2014 Greg was featured by the American College of Emergency Physicians (ACEP) as one of five non-clinical professionals who were "unsung heroes of emergency medicine," and whose interviews on the future of emergency medicine were published in one of ACEP's national publications. He was/is regularly utilized as a source of industry information and an advocate for fair and progressive policies and payments in emergency medicine. Greg has been a speaker and panelist at many conferences and seminars in the area of physician billing and regulatory issues.

Though officially now in "retirement," Greg has agreed to a consulting arrangement with Envision Healthcare Corporation, and continues a specialized role in selective assignments, reviews, assessments, negotiations, and projects. His contact information is noted below. Greg is available to discuss specialized needs and potential solutions for your practice or company.

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