



Maxwell Healthcare Associates Partners with Home Health and Hospice Coding and Appeals Company, Gateway Home Health Coding & Consulting

SHOREVIEW Minn. and MADISON HEIGHTS, Mich. – Aug. 14th, 2018 – Maxwell Healthcare Associates (MHA), a post-acute operational, financial, technological, clinical and regulatory consulting firm and Gateway Home Health Coding & Consulting, a home health and hospice coding, recovery and appeals company, today announced their alliance. The union will add a coding and recovery arm to MHA’s services and full-service home health and hospice consulting to Gateway’s -- facilitating additional service lines to both entities’ clients.

“We started MHA to help our friends in the industry best navigate this challenging time of reforms and regulations,” said MHA CEO and co-founder, Tom Maxwell. “Accurate, fast and affordable coding combined with recovery and appeals expertise is more important than ever as providers address new payment models.”

“Coding is an essential task that when offloaded to external experts like Gateway, offers providers more time to work on the big picture aspects of their businesses and better serve patients,” said MHA president and co-founder, Jennifer Maxwell. “After vetting handfuls of coding companies, Gateway is the only one we’d entrust with our clients.”

Gateway coding boasts:

- Guaranteed 48-hour turnaround (24-hour average turnaround)
- Lowest industry pricing
- No record minimum
- No long-term contracts
- Certified OASIS coders
- Ensured accurate reimbursement
- In-EMR Coding
- Supplementary data review to help agencies see opportunities for optimization

“Maxwell Healthcare Associates has quickly become one of the most recognized and distinguished names in home health and hospice consulting,” said Gateway co-founder and president, Rob Drew. “We are thrilled to be their “gateway” into coding by providing coding services to their top-of-the-line clients.”

This is the second partnership announcement this month for MHA. Company leaders say the industry should expect more announcements as MHA forms additional partnerships to better serve its customers.

“We pride ourselves on being the leader in home care and hospice consulting. We want to partner with those who can best serve our customers. This is the formula that allows us to provide next-level service and expertise to our home health and hospice clients and their patients,” said Tom Maxwell.

To ensure MHA and Gateway’s existing clients experience seamless onboarding to each organizations’ service offerings, both organizations will work hand-in-hand behind the scenes to reduce duplicative communications and other redundancies.

Additional perks for MHA clients to work with Gateway for their coding needs and vice versa include:

- Dedicated project manager who streamlines communications, objectives and updates
 - Reduced initial pricing
 - Free initial coding comparison (for MHA clients)
 - Free operational assessment (for Gateway clients)
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About Maxwell Healthcare Associates

Tom and Jennifer Maxwell founded MHA to help their friends in the post-acute healthcare space succeed amid healthcare's transition from volume to value. Providers have tighter budgets with less room for error and need to be more efficient than ever. That's where outside and knowledgeable perspectives and a focus on technology become invaluable and necessary. Tom and Jennifer have assembled the most elite group of experts with a combined knowledge base unlike any other consulting team in the industry to help home health and hospice providers best optimize their operational, technological, regulatory, clinical and financial processes. For more information visit: maxwellhealthcareassociates.com

About Gateway Home Health Coding & Consulting

Rob Drew and Ronnie Sheikh launched Gateway Home Health Coding & Consulting with a mission to provide better, faster and more affordable coding services to home health and hospice providers — all in effort to improve agencies' operations and bottom lines amid payment reforms. Rob and Ronnie's wide-ranging experience in the home health and hospice industry enables them to lead a team of certified coders who boast the industry's highest accuracy rating at the most affordable cost. In addition to their coding expertise, Gateway team members leverage their knowledge of Medicare, Medicaid and other payors' regulations to assist with ADR, ZPIC and RAC reviews and appeals. Their extensive experience with administrative law judges across the country combined with their hands-on knowledge of home health rules and regulations leads to unparalleled representation and outcomes. For more information visit: gatewayhhc.com

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