

Georgeann Edford, MBA, RN, CCS-P

Educational Background

Masters in Business Administration – Accounting and Finance
University of Michigan; 1981 - 1986
Wayne State University, 1986 - 1987

Bachelor of Science; 1986
University of Detroit

Registered Nurse; 1969
Mercy School of Nursing, Detroit

Certified Coding Specialist – Physician Services; 1999

Significant Career Experience

Prior to forming her own company, Ms. Edford was a former Director of a big Six Health Care Regulatory Compliance Group specializing in coding and billing compliance. Ms. Edford has over 20 years of experience in working with hospitals, physicians and other health care providers. Prior to her consulting career, Ms. Edford was the administrator for a 120-member university-based physician group practice in Michigan where she was responsible for managing the business and clinical aspects of the practice.

Ms Edford also worked at a Hospital for 14 years. During that period of time, her responsibilities ranged from staff nurse to an Administrative Director in the Department of Surgery where she was responsible for billing and coding of services performed by resident and teaching physicians.

Since starting her own Firm, the following type of engagements has been performed.

- Acted as lead auditor or shadow auditor of coding and billing of teaching physician services as part of HCFA Physician At Teaching Hospital (“PATH”) investigation. Total number of PATH audits are 9
- Assisted legal counsel by analyzing and accumulating documents used to assist in the defense of fraud and abuse investigations of various types of clinical services. Developed physician compliance programs outlining approach to conducting focused and monitoring of coding and billing activities.
- Provide support to legal counsel for analyzing coding and billing activities in numerous investigations regarding such issues as:
 - Medical Necessity of ancillary services
 - Critical Care Services
 - Physician billing
 - Hospital outpatient services

- Appropriateness of Psychiatric Services
- Medical necessity of Hospital outpatient laboratory services
- Act as Independent Review Organization for performance of Auditing and Monitoring in accordance with 3 Corporate Integrity Agreements.
- Developed documentation guides to assist physicians meet the documentation requirements of evaluation and management services.
- Act as technical advisor to Consulting Firm who is responsible for conducting engagements regarding the appropriateness of coding and billing issues for inpatient Hospital services, representation of outpatient services and physician services for State Medicaid Agencies.
- Conducted over 1450 (since 1990) physician, coder and biller training programs outlining documentation requirements for CPT coding.
- Developed a hospital charge master for an Indian health service hospital and trained staff to update and maintain charge master on an annual basis.
- Performed assessment of physician fee structure and identified over \$1,000,000 in lost charges for a small physician group.
- Conducted analysis of reference laboratory billing operations as part of a due diligence acquisition.
- Developed and performed physician, office personnel and manager training programs regarding the medical necessity documentation requirements for ordering and performing outpatient laboratory and other ancillary services.

Ms. Edford is the former editor of “A Guide to Health Care Auditing and Monitoring” published by Atlantic Information Services. Additionally, she has given more than 800 speeches and presentations related to billing and coding initiatives to organizations and clients across the U.S. Ms. Edford is a frequent presenter to Hospitals and physician groups on the coding and billing issues and has authored several articles on these issues. She has authored numerous articles and publications related to coding and billing. Most recently, Ms Edford wrote a chapter on billing and auditing Clinical Trials for the Health Care Compliance Associations Compliance training Manual.

Professional Organizations & Certifications

RN, State of Michigan Licensure
 Certified Coding Specialist – Professional, AHIMA
 Medical Group Management Association
 Healthcare Financial Management Association
 Health Care Compliance Association; Michigan Liaison
 National Health Lawyers Association
 American Health Information Management Association
 Michigan Health Information Management Association