

A CASE STUDY:

## *MMP Works On Site to Manage Largest and Smallest Details for Jackson Anesthesia Associates*

JACKSON ANESTHESIA ASSOCIATES, PA | JACKSON, MISSISSIPPI

### The Organization

**President:**

Dr. Keith Carter

**Number of Sites:**

2 large hospitals; 5 surgery centers

**Number of Physicians:** 24

**Year Founded:** 1961

**MMP client since 1997**

“MMP is considered a member of the Jackson Anesthesia Associates family, and like a family member, is steeped within the cultural, financial, and managerial functions of our group while also looking out for its success and well-being in all those areas. MMP’s on site presence also means we are never lacking for assistance or expertise in any area of our practice.”

~ Dr. Keith Carter  
President

Since 1997 Medical Management Professionals, Inc. (MMP) has worked with Jackson Anesthesia Associates (JAA) to manage its day-to-day billing, business and administrative workload. An MMP operations manager serves as the administrator for JAA and is considered a true “employee” of the practice. There is no aspect of the practice that MMP does not oversee – including billing, payroll, benefits, stipend negotiations and recruiting, to name a few. While daily administrative tasks vary greatly, this case study will touch upon three large “big picture” projects which MMP directed that, combined with the “small stuff,” equal one nicely wrapped, on site practice management package.

### BILLING SYSTEM TECHNOLOGY

**Large:** For many years the billing technology for the group was under a system which eventually became outdated. Over the years MMP implemented newer systems including MMPact<sup>sm</sup> Billing, which utilizes best-of-breed billing technologies, and set up a lockbox for the practice. MMP also designed a secure portal that allows patients to make payments through JAA’s website.

**Small:** Beyond technology improvements and payment portal design, MMP handles daily front and back-end billing operations for the group. Transparency and attention to detail are delivered with each step of the billing process, including but not limited to coding, denial management, charge capture and collections.

### PAYROLL SYSTEM

**Large:** Originally the group was set up on an “eat what you kill” system versus a productivity system. MMP organized a five-man committee to steer it towards a productivity system whereby the group’s money would go into one bucket and be allocated on time spent per each case. MMP was able to translate what the anesthesiologists wanted into a more democratic productivity system, whereby the harder each physician works, the more money each physician makes.

**Small:** An onsite MMP bookkeeper manages day-to-day accounting tasks, payroll and benefits for the group’s physicians. In order to ensure the group is financially sound, the bookkeeper also works closely with the practice administrator and the billing team.

# ANESTHESIOLOGY CASE STUDY

## RECRUITING

**Large:** MMP began creating and directing all corporate documents and employment agreements for the group when it discovered that shareholders did not have access to this information. Specifically, MMP developed non-compete clauses in JAA's agreements and assists the group in navigating through contract clauses with new physicians.

**Small:** MMP conducts hiring outreach, reviews and provides opinion on new physicians to the group while also manning human resources tasks for JAA. New employees are put into the system, assuring they are on the payroll and provided with benefits as stipulated in their contracts.

Because MMP directs large strategic projects while also managing ongoing administrative tasks, JAA is fully dedicated to the clinical aspects of the practice, which in turn enhances its reputation and referral base. MMP continues to improve the group's administration and positively impact its revenue both day-to-day and on a grand scale because it is on site, communicative and proactive.



For additional information, or to receive a proposal,  
please call **1.877.541.9690** or email  
**[anesthesiology@cbizmmp.com](mailto:anesthesiology@cbizmmp.com)**

Medical Management Professionals, Inc. (MMP) was founded in 1993 and is a leading provider of billing and practice management services to anesthesiologists. It currently serves more than 60 anesthesiology practices with more than 1100 anesthesia providers combined. MMP's flexible solutions range from billing-only services to full-practice management services. For more information about MMP, visit [www.cbizmmp.com](http://www.cbizmmp.com).