



MERCY MEDICAL CENTER  
701 10th Street SE  
Cedar Rapids, IA  
52403-1292

To: Deb Churchill, Churchill Consulting, Inc.  
From: John Young, Administrative Director, Hall Radiation Center  
Date: May 4, 2006  
Subject: DIRECTREES®

**Regional Cancer Center**

319-398-6119

**Cancer Hopeline**

319-365-HOPE (4673) or  
1-800-642-6329

**Hall Radiation Center**

**Inpatient Cancer Care**

**Genetics Counseling**

**Cancer Registry**

**Mammography**

**Imaging**

**Palliative Care**

**Hospice of Mercy**

Dear Deb:

I wanted to share with you our experiences with your Directrees for Radiation Billing. When I arrived at this Center some two and a half years ago, the hospital had been doing the billing through the insurance department. When I looked at the financials, I realized that we were in trouble and contacted you. If you remember I had you do an audit of the department then had you come and train one of my Dosimetrists as a Billing Manager, along with all my staff on how to enter charges by those doing the work using the Directrees. We have since been a client of yours for over two years now. I thought you might be interested in knowing that within 9 months of completion of training, we increased our gross charges by 4.2 million dollars compared to the previous nine months. I know this number is correct because I had told our President and CEO that we had an increase of about 4 million, so he had the CFO do an audit and came up with the 4.2 million figure.

I want to thank you for all the extra little things you did for us and continue to do. The changes were tremendous from getting the staff to take ownership of their charges to the final result financially. I believe that you're credentials, background and the fact that you do auditing for Medicare on occasion provides us with a feeling of security in knowing that what we charge for and how we document our information will be Medicare compliant and thus do not fear an audit from that agency. I also want to thank you for your quick turn around when we added HDR and TomoTherapy to our line up of treatment options.

Sincerely Yours,

John R. Young, Administrative Director  
Hall Radiation Center