

MARY I. FALBO, MBA, CPC

Millennium Healthcare Consulting, Inc.® President (1995-Present)

Provides healthcare consulting services to healthcare providers (physicians) in managing the business side of medicine. The firm's areas of expertise include revenue enhancement, operational and billing assessments, coding reviews and education and business development strategies. Millennium conducts chart audit reviews to ensure CMS (HCFA) documentation compliance as well as identify potential reimbursement leaks on current billing practices. In addition, Millennium conducts educational sessions on Evaluation and Management coding, ICD-9 coding, Medicare regulations and billing updates and other coding topics as requested by clients. The firm produces customized, "nuts and bolts" compliance programs to practices in response to the OIG's compliance guidelines and special fraud alerts and identified risk areas. Millennium also provides practice management services to physicians by reviewing key indicators that measures the success of a practice such as: cash flow and accounts receivable analysis, productivity reports, provider productivity, payer mix performance, income and expense trends, fee schedule analysis, billing and collections, claim denial analyses and business development strategies.

Profit Maximizers, Inc.® President (1995-2000)

Provided freelance accounting, management consulting services and business automation solutions to small and mid-sized organizations and physician medical practices. Improved cash flow management, produced financial projections and statements, business plans and competitive industry studies and marketing programs. Assessed internal controls and accounting procedures and trained in-house staff.

RE/MAX of Southeastern, Pa, Inc., Chief Financial Officer (1990-1995)

Financial and operational responsibility of the Regional Headquarters of a national franchise organization servicing more than 80 independently owned and operated RE/MAX real estate offices. Performed all financial accounting/planning activities, accounts receivable management, cash flow management, business/marketing plans.

Honeywell, Incorporated, Supervisor of Financial Planning and Reporting (1979-1990)

Accounting experience during tenure at Honeywell included revenue enhancement, profitability improvements, financial projections and business development planning as well financial planning and reporting, financial systems automation and benchmarking analyses.

Education:

LASALLE UNIVERSITY, PHILADELPHIA, PA

Masters in Business Administration, May 1989 (G.P.A. 3.93)

Bachelor of Science Degree, May, 1980 Major: Accounting (G.P.A. 3.5)

Certified Professional Coder (CPC) with the American Academy of Professional Coders, Salt Lake City, Utah, December, 1998

MONTGOMERY COUNTY COMMUNITY COLLEGE, BLUE BELL PA

Currently enrolled in the Associates in Nursing Program

Continuing Education:

“Mastering Female Anatomy,” The Coding Institute, February 2005

“Clinical Vocabulary,” AHIMA, August 2004

“Anatomy and Physiology,” American Academy of Professional Coders, 2003

“Medical Terminology I and II,” American Academy of Professional Coders, April/May 2003

Bryn Mawr Hospital, Mini-Medical School Series, November 2007

Professional Affiliations/Committees:

PA Medical Group Management Association, American Academy of Professional Coders, AHIMA and Editorial Advisory Board for The Coding Institute’s publications of *Internal Medicine and Family Coding Alert, OB/GYN Coding Alert, Orthopaedic Coding Alert, Allergy Coding Alert and other various specialties. Technical Editor for Decision Health’s Internal Medicine Coding Newsletter and serve on Editorial Advisory Board for Decision Health’s OB/GYN Coding Pink Sheet.*

Millennium Healthcare Consulting, Inc. is also the Independent Review Organization/Billing Dispute Administrator for the Aetna/Cigna and other third-party payor class action lawsuit. Details of the settlement are available at www.hmosettlements.com.