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HEALTH INFORMATION TECHNOLOGY ADDED TO HESS III CONSULTING’S ARRAY OF SPECIALIZED SERVICES FOR HEALTHCARE PROVIDER ORGANIZATIONS

Experts Positioned to Provide Efficient, Streamlined Data Management Architecture

PHOENIX, Arizona, October 1, 2020: Hess III Consulting has announced the expansion of its business to include comprehensive Health Information Technology services. Adding to its existing pillars the Arizona-based health and human services consulting firm now includes a division to provide the healthcare industry with everything needed to navigate projects associated with electronic medical records, Health Information Exchanges (HIE) and all automated and interoperable elements of healthcare data management. This includes organizational needs assessments, vendor selection, system implementation, compliance, revenue cycle management and quality review and optimization of technology infrastructures.

According to Hess III Consulting’s Founder and CEO, Robert Hess III, “Health IT is the backbone of any provider today and will make or break their business. We consistently hear from our clients that their electronic medical records and other health IT systems aren’t meeting their needs. Some clients are looking for new technology and need a trusted voice they can rely on to navigate them through vendors who promise them the world and then fail to deliver or charge exorbitant fees for each add-on. They also need someone to review their current EHR management system to ensure they are properly operationalizing it, from how their staff is trained on its use to the workflows associated with data entry.”

Because Hess III Consultants have been decision-making executives at industry-leading companies, they have personally experienced the reality of buying new health IT from conceptualization and contract negotiation to training and execution. They assess what is needed now and, because they are well-informed of all evolving technologies and changing government policies affecting healthcare data management, they recommend solutions that will be relevant, durable and applicable, well into the future. That’s why they include management and maintenance programs that will endure, long after the system is implemented and the project is complete. This includes the creation of a well-trained and easily-accessed internal help desk, a solid long-term succession plan and a continuing evaluation process.

Adds Hess, “Our consultants have been in our clients’ shoes, so they know exactly what is needed – and not needed - from an advisor. We realize that ‘IT speak’ is a foreign language to some health care executives and most end-users – so we have become experts in translating technological jargon into

relevant and relatable healthcare terms, reading between the lines and protecting our clients from blindly trusting the sales guy.”

Robin Trush, Principle Consultant for the company’s Health IT services, is originally from Chicago and now resides in the Phoenix area. She is a healthcare operations expert who has managed software project implementations in more than twenty states and provided consulting and technical expertise to organizations, counties, universities and federal institutions of every size.

Trush states, “Hess III Consulting specializes in simplifying complexity. We are really good at taking the convoluted, nuanced and intricate parts of IT and presenting them in a way that our clients can understand and effectively communicate to their colleagues in order to make the best long-term decision for their companies. My experience working in multiple levels of the healthcare industry has provided experiences and lessons-learned in many areas.”

Trush has led the success of projects inclusive of transforming care and delivery of behavioral health services for children and families state-wide, creating a county-wide expansion of behavioral health provider services and managing full-scale practice level business re-design.

Prior to establishing this new stand-alone service, the firm had already provided clients with leadership in this area. They facilitated state-wide technology capacity assessments, spearheaded the selection, implementation and management of electronic medical records and HIE solutions, provided development strategies for provider portals, member portals, mobile health applications, managed care organization and provider websites, and provided health IT training to numerous health systems and clinics. Hess commented, “the market has been asking us to do this for a long time, it was finally time to formalize our health IT services to give the people what they want.”

For further information about Hess III Consulting or becoming a Hess III Consultant, go to www.hess3.com.

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Founded in 2007 by Robert Hess III, Arizona-based Hess III Consulting, comprises a network of subject matter experts, focused on defining, implementing and optimizing health systems and has grown to be the premier practice management firm that health and human service providers trust. Additionally, Hess III Consulting has secured over \$25 billion in revenue for health systems. The group has been recognized and solicited nationally, as well as internationally, including successful projects, covering more than 25 million lives, across all 57 U.S. States and territories, for more than 100 organizations comprised of multiple Fortune 50, 100 and 500 companies, states, the United States federal government, in addition to working in Mexico, India, Costa Rica, the Republic of the Philippines, Kenya and Tanzania.