

A Note from NTENT State Board of Directors



Dear NTENT Members,

NTENT has recently been placed in a difficult situation and had to make a decision for the benefit of the group. This letter is intended to explain the situation and decision to all members.

One of our members since 2008, Keith Matheny M.D., has been building a similar organization, US ENT Partners, a for-profit entity that will directly compete with NTENT. You may have received a communication from this competing organization. This is not in our memberships' best interest and therefore NTENT has decided to dissolve the professional relationship between Dr. Matheny and NTENT. Any member of NTENT can choose to be a member of another competing organization, but it is not appropriate to have an NTENT member as an owner/manager of a competing organization.

NTENT was founded by a group of independent physicians and is a not for profit organization owned by you, independent otolaryngologist and oculoplastic physicians. The organization has over 200 members representing the state of Texas (Austin, San Antonio, Dallas, Fort Worth, Houston areas), and provides services including:

- 9 major managed care contracts that receive above average reimbursement over direct contracts. (North Texas market only)
- Representation with the payors to help on your behalf (responsible for 2016 UHC reversal of prior authorization on 31237) working on site differential payments for surgery's in outpatient hospital BCBS, ability to balance bill patients on hearing aids and more.
- Blue Cross Blue Shield Performance Reimbursement – earned over \$350,000 in three years that were distributed to members (North Texas market only - termed in 2017 due to metrics met)
- Delegated Entity - meaning a central contact for all your updates and changes to managed care contracts (North Texas market only)
- Patient Satisfaction Surveys – 2016 paper survey's and 2017 and ongoing via electronic with QM2 paid for by NTENT
- Group Purchasing Program that includes –
 1. 52% discount on your malpractice insurance premiums with TMLT or Lonestar
 2. Exclusive discounts (averaging 22%) on all 9 hearing aid brands with Elite Hearing Network
 3. Group discount (averaging 20%-25%) on property, casualty and workers comp through The Hartford Company
 4. Scope repair and replacement at a discount greater than large competitors – National GPO's \$3995 and NTENT \$3495
 5. IT support services (desktop and network services, server maintenance, business intelli9gence, security training, document digitization and more)
- Growth of Group Purchasing outside our clinical integration program which allows those collected funds to be used to keep your dues low, pay for satisfaction surveys, RegENT membership dues and group meetings, etc. In addition, any

NTENT CIN member utilizing our group purchasing programs receive a rebate back at the end of the year.

- NTENT specific coding and billing course

NTENT will continue to bring value for the independent practice. Over the next 3 years NTENT will add additional discounts for your office in some of the following areas - credit cards, medical supplies, office equipment, allergy solutions, medical waste, balloons and more.

NTENT cannot succeed unless we have the support from our members. We will stay independent and will never be sold to any organization and expect that our members have the same goals. Each member is an independent physician and has the right to choose to work with any GPO, IPA or group they wish as long as it does not affect the organization.

Thank you,
NTENT State Board of Directors

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