



July 2009

SUMMER TIME NEWS

FROM YOUR FRIENDS AT CHAMP SOFTWARE

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OUR TEAM

MEET JENNIFER



I grew up in Kentucky and moved to Minnesota 7 years ago with my daughter, parents, brother and 2 sisters. Within the first couple of months of living in Mankato, I enrolled in Minnesota State University, Mankato. Three years later, I graduated with a bachelor's degree in Business. My emphasis while studying at MSU was human resources, and I minored in Business Administration and Economics.

I began working for CHAMP in July of 2007 as a Sales Administrative Assistant. Since then I have worked closely with David Smith to familiarize our prospective customers with the products CHAMP has to offer. I also assist other departments when needed. I love working for CHAMP because the owners, David and Deb Rosebaugh, have personal values similar to mine and those values carry over into the way they run CHAMP Software.

Outside of CHAMP, I work as my church's bookkeeper. I also classically home school my daughter who is 8 years old and will be in the 3rd grade next year. I love spending time with my family and close friends, riding horses and biking whenever I get a chance.

The most exciting part of my life right now is that I am getting married this month to my fiancé Michael. We met last July though a series of amazing events that only God could perfectly orchestrate. We are very excited and busy working hard to have everything ready for our big day!!!

Tips For Making the Most of Your Nightingales Notes User Licenses

If you find you have more users trying to log into Nightingale Notes at one time than you expected, remember you can always purchase additional licenses. You can also remind employees to always "Sign Out" before closing their browser so they free up a login for others. If employees simply close the browser without signing out, their login is still considered active for 30 minutes. So be a good neighbor and always "Sign Out" before closing the browser.

BILLING TO BE RELEASED

The next release of Nightingale Notes includes a new billing feature, which many agencies have been waiting for. Our windows-based software has included billing functionality for many years. Now we have combined the best ideas of the past, plus suggestions made by our customers at user group meetings starting last fall, to create the new billing feature in Nightingale Notes. The initial release includes electronic claims for Medicaid and insurance. Some of the exciting new capabilities include the ability to handle resubmission codes and adjustment amounts on the fly. Claims can be progressed to the next subscriber (payer) with a click.

The screenshot displays the Nightingale Notes web application interface. At the top, the user is logged in as Crawford, Joan, with options for Reports, Setup, and Sign Out. A [change password] link is also visible. The main navigation menu includes Clients, Activities, Reports, and Billing. Below this, there are sub-menus for Claim Management and Payments. The current view is the Claim Management section, which includes a 'View Date Ranges' link and a '+ New Billing Cycle' button. The 'Billing Cycles' section shows a table with columns for Pay Source and Date Range. One entry is visible: Insurance for the period July 01, 2007 thru July 31, 2007. Below this is the 'Billing Cycle Details' section, which includes a 'Batches' list with two entries: Casey, Jenny and Smith, Diane. The Smith, Diane entry shows dates July 26, 2007 | Home Visit and July 09, 2007 | Assessment. There are checkboxes for each batch, a 'Check All | None' link, a 'Description' field, and a 'Generate 837 File' button. The 'Generated Claims' section at the bottom shows a message: 'No Claims have been submitted for this time period and pay source'. The footer of the interface reads 'Copyright © 2009 CHAMP Software Inc.'

One user had a sneak preview and said, "The billing feature

in NN looks really good - great, in fact!"
~ Greta, Douglas County, MN.

NEW VIRTUAL TRAININGS

CHAMP always strives to meet the changing needs of our clients. We understand that the economy affects you. That is why we are moving our training toward an all-virtual classroom. The goals of our training remain the same:

- ~High retention of materials
- ~Minimized time away from work to learn new software and concepts
- ~Employees who are ready to hit the ground running after training
- ~Decreased calls to support by educating learners during the training and implementation process

We are adding two more goals.

- ~Shorten the implementation and training cycle
- ~Reduce training costs by offering training in an all-virtual classroom with no travel expenses!

By early next year, you will be able to complete your entire CHAMP training virtually. We are using the latest technologies to create interactive, hands-on workshops that take the place of physical, on-site training sessions. The materials normally covered in our on-site trainings are being incorporated into virtual sessions. You still get all the great materials, information and hands-on practice that CHAMP offers without taking 2-3 full days of time to attend physical on-site sessions.

- ~You will get to play games - learning should be fun!
- ~You can interact with your peers in small groups. Peer to peer interaction is one of the most valuable learning methods available.
- ~You will share a view of the software with your peers and work together on charting clients.
- ~Hands-on clinical workshops are not just for the physical classroom, they work in a virtual classroom too.

Our training is still "all about you."

We continually work hard to meet your specific needs. Our implementation team will customize materials and activities to fit your agency and build each session's agenda around your questions.

We will see you online soon!

Sincerely and Virtually,
The CHAMP Training & Implementation Team

WHERE WE'VE BEEN

David Smith attended MALPH (Michigan Association for Local Public Health) in Lansing Michigan in March. On his tour, he visited Berrien, Van Buren, Ingham, Tuscola/Huron, Lenawee, Allegen and Calhoun Counties.



(Silver Beach on the West Coast of Michigan)

In June David assisted Judy Riemer in an on-site training in Placer County California and visited Sonoma County while he was there.



(Old Sacramento)

In the last four weeks David Smith and David Rosebaugh made their first sales trip to Oregon following a swing through the state of Washington. While they were in Astoria, Oregon enjoying a brisk Pacific breeze, they assembeled a 50-page proposal for a county in Michigan.



(Upper Falls in Spokane, WA)

Everywhere we have been this year, demo participants have been excited to see what Nightingale Notes could do for them.

WHERE WE'RE GOING

This month David will be making his second trip into North Dakota and conducting a special preview of Nightingale Notes in Appleton, Wisconsin for all Public Health agencies across the entire state at the WPHA-WALHDAB Annual Conference. This will be followed by a 1-day stop in Oakland County, MI.

During the last week of August (24-31) David will be traveling through lower Michigan to the U.P. In October, he will be making a return trip to Oregon and Washington.

If you are located in Michigan, Oregon or Washington and are interested having an on-site demonstration of the latest version of Nightingale Notes, contact us now to lock in a time and date for your demo. Appointments are limited.

MILLE LACS & ISANTI TRAINING



Foam trees, rubber balls, markers and posters! What do

these things have in common? Well, in April of this year, Mille Lacs County and Isanti County clinicians and administrative staff attended a joint Nightingale Notes onsite workshop in Cambridge, MN with Judy Riemer, one of our Implementation Consultants. Using the aforementioned items, plus workbooks and audiovisual aids, they enjoyed a participant-centered workshop that covered the Omaha System, pathway design, data entry into Nightingale Notes and more! Fun (and productive work time) was had by all!



RECENT SALES

Counties in several states are pursuing the purchase of Nightingale Notes. Some most recent purchases of both Nightingale Notes and TouchPoint Symphony include Kitsap County, WA, Rusk and Pierce Counties in WI.

LATE BREAKING NEWS!

We have just invoiced our first account in Oregon! Columbia County is moving forward to implement Nightingales Notes for use in their school based clinics by September.

OMAHA SYSTEM



CHAMP Software's Deb Rosebaugh (left) and Rebecca Bedore (right) along with David Rosebaugh, Nicole Sowers and David Smith exhibited at the April Omaha System International Conference in Eagan, MN. The clinical portion of all CHAMPs' products is based on the Omaha System. The Omaha System provides a structure for nurses, social workers, therapists and other clinicians to document client needs and strengths, relate interventions and measure client outcomes in a simple yet comprehensive manner. Designed to enhance practice, documentation and information management, it is easy to use. The Omaha System generates data that administrators can use for reports and to compare outcomes of care among agencies that is not possible with other systems. It is recognized by the American Nurses Association and has been integrated into SNOMED CT.



Dr. Toby Adelman, Dr. Phyllis Connolly and a nursing student (all pictured above) from San Jose State University introduced their use of Nightingale Notes, for the Nursing Program, at the Omaha System International Conference.

NEXT OMAHA SYSTEM BASIC WORKSHOP

with Karen Martin

Pine City, MN ~ July 24, 2009

To view a flyer for this event please click [here](#).

Dakota County, MN ~ September 22, 2009

Chippewa County ~ September 23, 2009

University of Wisconsin-Milwaukee (College of Nursing)

~ September 25, 2009

To register or get more information please contact [Karen Martin](#).

Introductory, refresher workshops are available to practitioners, manager, faculty, students and programmers/IT Staff. Additional workshops are being planned for the fall. Click [here](#) for updates.

Sincerely,

Your Friends at CHAMP Software

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