

## Comstar Billing Collects Information Life Cycle Management Solution



### Success Story: Comstar Billing

#### Comstar Billing benefits from Focus Solutions

Comstar Billing is a Massachusetts corporation that processes medical claims and provides billing and collection services to ambulance companies. Comstar Billing was created to provide EMS organizations with a tool that not only streamlines the insurance and Medicare reimbursement process, but also maximizes the organization's ability to recover insurance dollars quickly. Comstar eases the difficulties and reduces the overhead and costs associated with the billing process.

#### Business Challenge

Due to growth, government compliance regulations and the desire to provide exceptional service for their clients, Comstar Billing required technology solutions that would enable them to manage electronic health care documents and remain HIPAA compliant for themselves and their customers. They needed to be able to scan, store and retain sensitive documentation for 7 years. Additionally, they needed a solution that would allow for their future growth and expansion.

*"We are committed to maintaining the "one-on-one" personalized service that Comstar was founded on over 22 years ago. We are pleased to be able to augment this commitment with a depth of staff, experience and technology resources that will ensure that Comstar meets all our client's ambulance billing needs, today and in the future."*

Comstar Billing

#### FAST FACTS

**COMPANY**

Comstar Billing

**INDUSTRY**

Medical Billing

**FOCUS SOLUTIONS**

EMC CLARiiON  
VMware Virtualization  
HP Blade Server  
Cisco MDS

**WEB SITE**

[www.comstarbilling.com](http://www.comstarbilling.com)

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Tel: 603.766.0000 | [www.focustsi.com](http://www.focustsi.com)

## Focus Solution

Focus designed and deployed an extensive information lifecycle strategy to not only meet but exceed regulatory compliance rules. In addition, this solution will grow with the company over time. Focus also utilized virtualization and HP Blade Server technology to improve their overall IT efficiency. Focus met all of Comstar's objectives and provided exceptional service.

## The Impact

The completion of this project enabled Comstar to shift the burden of compliance off their clients by meeting these regulations on their behalf. Comstar is now more competitive in their industry due to their ability to hold data for their customers and provide them with new services. Furthermore, no additional IT infrastructure costs need to be absorbed by the client.

## Focus Implemented

EMC CLARiiON  
VMware Virtualization  
HP Blade Server  
Cisco MDS

## Focus Strategic Partnerships

Microsoft Certified Gold Partner  
Cisco Systems Premier Partner  
VMware Enterprise VIP Partner  
EMC Velocity Partner  
Symantec Enterprise Partner