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## Hospice Fundamentals Announces Sale of Business to Acevedo Consulting Inc. Effective December 14, 2018

Subscribers set to benefit from expanded breadth and depth brought by Acevedo

TEMPE, AZ. December 14, 2018

Established in 2009, Hospice Fundamentals provides an innovative subscription package that delivers essential regulatory and compliance information, education and resources for success to hospice providers across the country. To continue and to expand the company's services, owners and founders Susan Balfour, Roseanne Berry and Charlene Ross are transferring ownership to Acevedo Consulting effective December 14, 2018

"When regulatory scrutiny went into overdrive, we recognized how much hospices needed a trustworthy source of clear, concise regulatory and compliance guidance and education - and Hospice Fundamentals was born. We are now very pleased to turn the company over to Acevedo Consulting and are confident that subscribers will benefit, not only from their long history in hospice but also, in this era of sweeping changes in the post-acute care market, from their deep knowledge and expertise in the complex areas of physician services and palliative care," states Roseanne Berry.

Founded in 2000, Acevedo Consulting was formed to assist health care providers of all sizes to be able to navigate the maze of health care reimbursement by providing compliance program development, chart auditing, education and support. As hospices began to find themselves in the government's sights in the early 2000s, these organizations started reaching out to the Acevedo group for assistance with their internal compliance programs. Today, the firm is one of the premier consulting organizations the industry relies on for guidance, chart auditing and education. Having a particular expertise as these relate to professional fee billing, Acevedo is

also recognized for its expert advice and guidance as palliative care programs are developed and mature.

“We look forward to continuing the trusted reputation Hospice Fundamentals has in the hospice industry. There is a natural synergy for our consulting firm to provide a subscription service for hospices, keeping them up to date on regulatory concerns and current trends. Additionally, we look forward to expanding the scope of the service by integrating information on palliative care into the subscription service offering. We are excited to be able to offer this additional benefit to Hospice Fundamental’s subscribers,” states Jean Acevedo.

Much planning has gone into assuring a seamless transition for subscribers. Although the offices will move to Delray Beach, FL, subscribers will continue to receive information services and support as usual.

“Roseanne, Charlene and I are so pleased that Acevedo Consulting will carry on the company’s important mission of supporting hospices. They share both Hospice Fundamental’s pragmatic approach and the belief that these services help hospices meet their very important goal - provision of the highest quality care to patients and families,” added Susan Balfour.

#### About Acevedo Consulting

Acevedo Consulting provides regulatory compliance and coding services to physician practices, hospitals, hospices and other health care provider organizations. Known for its depth of knowledge in coding, third party billing rules and quality payment program reporting, Acevedo has a unique approach to assisting providers to proactively implement effective compliance programs throughout the U.S. For more information on Acevedo Consulting, please visit: [www.acevedoconsultinginc.com](http://www.acevedoconsultinginc.com)

#### About Hospice Fundamentals

Hospice Fundamentals provides a unique and cost-effective subscription product providing regulatory updates, support and education to hospices across the country. The company was built on the belief that, regardless of size or tax status, any hospice that ignores the fundamentals incurs unnecessary risk, has an uncertain future and, most importantly, may have significant lapses in service delivery. For more information on Hospice Fundamentals, LLC, feel free to visit: [www.hospicefundamentals.com](http://www.hospicefundamentals.com)

