Important Data Points for Your Cancer Program's Financial Health

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Revenue Cycle Oncology Staffing

- Each billing team member has separate section of the patient alphabet
- Obtains all preauthorization
- Patient financial counseling
- Assures coding of claims is correct and then submits claims
- Post payments and remittances
- Follow up on unpaid claims and questions from patients on accounts



Collections Percentage

- Total receipts since inception to now = \$15,692,907
- Total adjustments associated with receipts = \$33,978,801
- Collection % = 31.59%
- After \$1 million of write-offs with no further collections
- Receipts the same as above
- Total adjustments = \$34,978,801
- Collection percentage = 30.97%
- This equals a .64% difference



Days in Accounts Receivable

- Overall days in A/R at end of 2017 was 29.8
- Overall days in A/R for Medicare was 23.2
- Overall days in A/R for Anthem was 43.34
- Your team works the Anthem A/R hard
- New days in A/R for Anthem in June 2018 becomes 32.45
- Overall days in A/R becomes 26.3
- Most practices are between 20 to 30 days
- Hospitals tend to be between 30 to 50 days



Technical Denials Report

Transaction SubSubGroup		January	February	March	April	May	June	July	2011
Eligibility									
	00000826 - NO AUTHORIZATION (OUTPATIENT)	-496	1,619	-94		-15,665		1,562	-13,074
Total: Eligibility		-496	1,619	-94		-15,665		1,562	-13,074
Med.Records									
	00000835 - TIMELY FILING W/O MED RECORDS					-2,881			-2,881
Total: Med.Records						-2,881			-2,881
Pt Accting									
	00000260 - CLOSE ACCOUNT	-18							-18
	00000262 - SMALL BALANCE W-O	-57	-85	-140	1	-55	-30	-9	-374
Total: Pt Accting		-75	-85	-140	1	-55	-30	-9	-392
Pt Care									
	00000907 - MEDICARE LCD	-17,168	3,038		10,322	-4,334	-7,914	-3,180	-19,237
Total: Pt Care		-17,168	3,038		10,322	-4,334	-7,914	-3,180	-19,237
Total: Technical Denials		-17,739	4,572	-234	10,323	-22,935	-7,944	-1,627	-35,584

Review A/R adjustments and write-off reports for which you have more control over (such as for timely filing, no preauthorization, appeals being denied, etc.)



INSURANCE COMPANIES ACCOUNT AGING REPORTS

	<u>OVERPAID</u>	CURRENT	<u>31-60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>120 - 150</u>	<u>>150</u>	<u>TOTAL</u>	<u>>60</u>
FEBRUARY	-3,815	1,002,310	79,177	13,980	4,109	126	1	1,095,888	18,216
	-0.35%	91.46%	7.22%	1.28%	0.37%	0.01%	0.00%	99.99%	1.66%
MARCH	-9,955	1,089,917	49,670	11,704	18,256	3,954	1	1,163,547	33,915
	-0.86%	93.67%	4.27%	1.01%	1.57%	0.34%	0.00%	100.00%	2.91%
APRIL	-5,439	979,756	43,050	32,522	8,112	13,993	3,838	1,075,832	58, 465
	-0.51%	91.07%	4.00%	3.02%	0.75%	1.30%	0.36%	99.99%	5. 43%
MAY	-6,006	1,298,951	71,889	7,801	1,133	348	11,195	1,385,311	20,477
	-0.43%	93.75%	5.19%	0.56%	0.08%	0.03%	0.81%	99.99%	1.48%
JUNE	-6,959	994,191	103,818	10,807	1,502	338	30	1,103,727	12,677
	-0.63%	90.09%	9.41%	0.98%	0.14%	0.03%	0.00%	100.02%	1.15%
JULY	-6,281	1,152,745	37,908	14,259	2,060	837	159	1,201,687	17,315
	-0.52%	95.93%	3.15%	1.19%	0.17%	0.07%	0.01%	100.00%	1.44%
AUGUST	-4,938	1,017,155	23,245	19,560	7,118	822	5,633	1,068,595	33,133
	-0.46%	95.18%	2.18%	1.83%	0.67%	0.08%	0.53%	100.01%	3.10%
SEPTEMBER	-6,267	950,606	98,950	6,491	78	864	245	1,050,967	7,678
	-0.60%	90.44%	9.42%	0.62%	0.01%	0.08%	0.02%	99.99%	0.73%
OCTOBER	-6,545	1,026,980	120,658	16,191	843	40	1,066	1,159,233	18,140
	-0.56%	88.59%	10.41%	1.40%	0.07%	0.00%	0.09%	100.00%	1.56%
NOVEMBER	-6,906	1,063,303	88,694	7,178	293	0	421	1,152,983	7,892
	-0.60%	92.22%	7.69%	0.62%	0.03%	0.00%	0.04%	100.00%	0.68%
DECEMBER	-7,627	930,164	84,991	12,522	474	57	94	1,020,675	13,147
	-0.75%	91.13%	8.33%	1.23%	0.05%	0.01 %	0.01%	100.01%	1.29%
JANUARY	-3,096	1,270,458	127,691	8,533	330	110	105	1,404,131	9,078
	-0.22%	90.48%	9.09%	0.61%	0.02%	0.01%	0.01%	100.00%	0.65%



Total Aged Accounts Receivables

		Deposit	0 - 30	31-60	61-90	91-120	<mark>1</mark> 20+	Total
Patient Total		(\$6,010.19)	\$6,177.45	\$5,234.65	\$4,767.60	\$6,325.68	\$22,925.47	\$39,420.66
Insurance Total	%	(15.25) \$0.00	15.67 \$927,126.26	13.28 \$168,565.64	12.09 (\$1,041.25)	16.05 \$8,640.05	58.16 \$2,762.96	3.44 \$1,106,053.66
	%	0.00	83.82	15.24	(0.09)	0.78	0.25	96.56
Total	%	(\$6,010.19) (0.52)	\$933,303.71 81.48	\$173,800.29 15.17	\$3,726.35 0.33	\$14,965.73 1.31	\$25,688.43 2.24	\$1,145,474.32

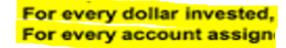
- Insurance balances over 90 days If number is high then think of hiring an outside company to catch your staff up and then hold your staff accountable
- Refunds found after 60 days should be refunded immediately

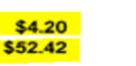


Order Summary (Includes all orders for this client)

Cost Per Account :	
# Assigned:	215
Avg Balance:	\$524.92
Avg Age of Accounts Assigned (Months):	4.2
Recovery Rate	
Total Dollars Assigned:	\$112,857.62
Less mail skips:	- \$12,780.08
Less accounts still active:	- \$460.18
Net Dollars Assigned:	\$99,617.36
Total Performance:	\$11,271.06
Paid in Full:	\$5,533.65
Cancelled (Fully Resolved):	\$4,125.93
Suspended:	\$1,149.51
Partial Payments:	\$461.97
% Recovery Rate on Net Dollars Assigned:	<mark>11.3%</mark>
% Recovery Rate on Total Dollars Assigned: (less mail skips)	11.3%
% Accounts Responding:	32.56%

Patient balances over 6 months without a payment – Use other billing companies to follow up on collections of these balances







Assignment Summary Transferred from TSI (Phase 1) Direct Assign to CMS (Phase 2) Total CMS Placements Average Balance Assigned	# Assigne 10 11	2 82,806.26 9 8,419.80	\$ Recovered 961.31 277.97 1,239.28
Performance Summary Total Assigned Placed in Error, Deceased, Bankrupt Less Active Accounts Net Assigned	# Assigned 11 3 3	91,226.06 11,518.46 30,356.50	\$ Recovered 1,239.28 0.00 81.58 1,157.70
Performance Total Recovered			1,239.28
Recovery Rate on Net Assigned Recovery Rate on Total Assigned			2.51% 1.36%
Account Detail Summary Paid Accounts	# Assigned	\$ Placed	\$ Recovered
Paid In Full	5		1,057.10
Settled In Full			0.00
Paid Service Fee Returned Merchandise	0		0.00
	-		
Open Accounts Collection Efforts Continuing	30	24,114.06	81.58
Forward to Phase 3	2		0.00
Legal	1	2,425.86	0.00
Closed Accounts			
Collection Efforts Exhausted	59		100.60
Less: Skip-Cannot Locate Deceased	6		0.00
Bankrupt / Defunct	2	98.75	0.00
Placed In Error	2	2,931.54	0.00
Disputed-Suit Not Advisable	. 0		0.00
Other	0	0.00	0.00

ACCOUNTS PLACED IN COLLECTIONS – PATIENTS WHO HAVE BEEN DISCHARGED FROM PRACTICE



Missed Drug Report for Supportive Care

J0885

J0881

J2505

J1442

All offices

	INVENTORY BALANCE May	PURCHASES May	INVENTORY BALANCE May	TOTAL USED May
PROCRIT 60K	iviay 0	0	iviay 0	lviay 0
		0	•	-
PROCRIT 40K	0	4	2	2
PROCRIT 20K	0	0	0	0
ARANESP 200 MCG	7	14	9	12
ARANESP 300 MCG	6	3	7	2
ARANESP 100 MCG	2	8	5	5
ARANESP 150 MCG	0	0	0	0
ARANESP 500 MCG	2	3	2	3
ARANESP 25 MCG	0	0	0	0
ARANESP 40 MCG	4	8	11	1
ARANESP 60 MCG	9	4	7	6
NEULASTA 6MG	13	60	25	48
NEUPOGEN 300MCG	2	0	2	0
NEUPOGEN 480MCG	7	1	3	5

	TOTAL BILLED <u>OUT</u>	TOTAL <u>USED</u>	DIFFERENCE
PROCRIT 1K ARANESP 1MCG NEULASTA 6MG NEUPOGEN 1MCG	80 5400 48 2400	80 5400 48 2400	0 0 0

Office Location 1

	INVENTORY BALANCE May	PURCHASES May	INVENTORY BALANCE May	TOTAL USED May
PROCRIT 60K				0
PROCRIT 40K	0	4	2	2
PROCRIT 20K				0
ARANESP 200 MCG	1	4	3	2
ARANESP 300 MCG	1		1	0
ARANESP 100 MCG	2	4	3	3
ARANESP 150 MCG				0
ARANESP 500 MCG	1	1	1	1
ARANESP 25 MCG				0
ARANESP 40 MCG	1	4	5	0
ARANESP 60 MCG	3	4	2	5
NEULASTA 6MG	8	32	9	31
NEUPOGEN 300MCG	1		1	0
NEUPOGEN 480MCG	4		2	2

		TOTAL BILLED <u>OUT</u>	TOTAL <u>USED</u>	DIFFERENCE
J0885	PROCRIT 1K	80	80	0
J0881	ARANESP 1MCG	1500	1500	0
J2505	NEULASTA 6MG	31	31	0
J1442	NEUPOGEN 1MCG	0	960	-960



Missed Drug Report for Supportive Care

J0885

J0881

J2505

J1442

J0885

J0881

J2550

J1442

Office Location 2

	INVENTORY BALANCE May	PURCHASES May	INVENTORY BALANCE May	TOTAL USED May
PROCRIT 60K				0
PROCRIT 40K				0
PROCRIT 20K				0
ARANESP 200 MCG	3	2	2	3
ARANESP 300 MCG		3	1	2
ARANESP 100 MCG				0
ARANESP 150 MCG				0
ARANESP 500 MCG		2		2
ARANESP 25 MCG				0
ARANESP 40 MCG	2		2	0
ARANESP 60 MCG	3		2	1
NEULASTA 6MG	1	20	9	12
NEUPOGEN 300MCG	1		1	0
NEUPOGEN 480MCG	1			1

	TOTAL BILLED <u>OUT</u>	TOTAL <u>USED</u>	DIFFERENCE
PROCRIT 1K ARANESP 1MCG NEULASTA 6MG	2260 12	0 2260 12	0 0 0
NEUPOGEN 1MCG	1440	480	960

Office Location 3

	INVENTORY BALANCE May	PURCHASES May	INVENTORY BALANCE May	TOTAL USED May
PROCRIT 60K				0
PROCRIT 40K				0
PROCRIT 20K				0
ARANESP 200 MCG	3	8	4	7
ARANESP 300 MCG	5		5	0
ARANESP 100 MCG		4	2	2
ARANESP 150 MCG				0
ARANESP 500 MCG	1		1	0
ARANESP 25 MCG				0
ARANESP 40 MCG	1	4	4	1
ARANESP 60 MCG	3		3	0
NEULASTA 6MG	4	8	7	5
NEUPOGEN 300MCG				0
NEUPOGEN 480MCG	2	1	1	2

	TOTAL BILLED <u>OUT</u>	TOTAL <u>USED</u>	DIFFERENCE
PROCRIT 1K		0	0
ARANESP 1MCG	1640	1640	0
NEULASTA 6MG	5	5	0
NEUPOGEN 1MCG	960	960	0



Payer Contracting

- New payment methodologies to replace pay for service
 - Oncology Care Model, Episodes of Care, Accountable Care Organizations
- Negotiating in the hospital versus the private practice setting with payers
- Negotiating with employers
- Private payers
 - Focus on the 5 biggest private payers
 - Focus on the CPT codes that are billed out the most when contracting (in the infusion center focus on 96413, 96415, 96367, & 96372) (office 99204, 99205, 99214, & 99215) (hospital 99223 & 99233)



Contract Negotiation Example

	# OF TIMES			TOTAL
	PERFORMED	COST PER	MEDICARE	REIMB VS
CPT CODE DESCRIPTION	All Insurance	CPT CODE	COST	
38221 BONE MARROW BIOPSY	9	357.49	170.19	-1,685.70
99201 Office/outpatient visit, new	1	109.75	43.98	-65.77
99202 Office/outpatient visit, new	1	195.42	75.08	-120.34
99203 NP DETAILED, LOW COMPL		279.05	109.05	-7,820.00
99204 NP COMPREHENS, MOD CM	IPLX 252	318.27	165.90	-38,397.24
99205 NP COMPREHENS, HIGH	225	413.33	208.45	-46,098.00
99211 ESTAB PT-NP PHYSCIAN	393	39.64	20.02	-7,710.66
99212 PROB FOCUSED, STRTFWD	674	81.39	43.98	-25,214.34
99213 EXPANDED, LOW COMPLX	1103	115.41	72.94	-46,844.41
99214 DETAILED, MOD COMPLX	2576	184.56	108.34	-196,342.72
99215 COMPREHENS/HIGH COMP	LX 1541	280.78	146.24	-207,326.14
99221 H&P/LOW	8	179.09	102.62	-611.76
99222 H&P/MODERATE	159	298.48	138.37	-25,457.49
99223 H&P/HIGH	173	416.65	204.87	-36,637.94
99231 HOSP/PROB FOCUS/LOW	338	89.68	39.33	-17,018.30
99232 HOSP/EXPANDED/MOD	652	147.82	72.94	-48,821.76
99233 HOSP/DETAILED/HIGH	546	210.30	105.12	-57,428.28
96360 IV infuse hydration, initial	41	89.30	57.92	-1,286.58
96361 Each additional infuse hour	82	30.01	15.37	-1,200.48
96365 IV infusion therapy/diagnost	860	109.53	70.08	-33,927.00
96366 Each additional hr up to 8hr	692	43.86	18.95	-17,237.72
96367 Additional sequential infuse	2370	64.27	30.39	-80,295.60
96368 Concurrent infusion	960	41.20	20.74	-19,641.60
96372 Therapeutic/diagnostic injec	1913	37.72	25.39	-23,587.29
96374 IV push, single orinitial dru	16	85.60	57.21	-454.24
96375 Each addition sequential IV	395	39.86	22.53	-6,845.35
96401 Chemo adminisrate subcut/IM		90.10	75.08	-1,772.36
96402 Hormonal anti-neoplastic	37	68.47	32.54	-1,329.41
96409 IV push single/initial subst	80	168.64	111.20	-4,595.20
96411 IV push each additional drug	36	101.39	62.21	-1,410.48
96413 Chemotherapy IV one hr initi	1736	230.04	135.87	-163,479.12
96415 Each additional hr 1-8 hrs	1626	60.08	28.25	-51,755.58
96416 Prolong chemo infuse>8hrs p	u 53	241.66	140.87	-5,341.87
96417 Each add sequential infusion	820	117.68	62.93	-44,895.00
Total Loss if all patients were	-1,222,655.73			

\$1,222,656 Medicare loss if all patients were reimbursed at Medicare rates

Contract Negotiation Example with Anthem

CPT CODE DESCRIPTION CPT CODE ALLOWABLE Anthem COST-Anthem Rates COST-Anthem 38221 BONE MARROW BIOPSY 337 49 170 19 2 374 60 0.00 0.00 0.00 99201 Office/outpatient visit, new 109 75 43 98 0 0.00 0.00 0.00 99203 NP DETAILED, LOW COMPLEX 279 05 109 05 12 2.040.00 -2.2040.00 99205 NP COMPREHENS, HIGH 413.33 206 45 56 -11.473.28 -11.473.28 99211 ESTAB PT-NP PHYSOLAN 39 84 20.02 9 -1.922.76 -1.922.76 99212 PROB FOCUSED, STRTFWD 81.39 43.98 169 -6.322.29 -6.322.29 99213 EXPANDED, LOW COMPLX 184 56 108.34 644 4.90.65.68 135.43 -11.721.72 99214 DETAILED, NDO COMPLX 280 78 146.24 385 -1.79.79 148.28 -37.722.30 992221 H&PINODERATE 298.48 133.37 <th></th> <th></th> <th></th> <th></th> <th># OF TIMES</th> <th>TOTAL</th> <th>New</th> <th>TOTAL New</th> <th></th>					# OF TIMES	TOTAL	New	TOTAL New	
38221 BONE MARROW BIOPSY 357.49 170.19 2 374.60 -374.60 99201 Office/outpatient vist, new 109.75 43.98 0 0.00 0.00 99202 Office/outpatient vist, new 109.75 43.98 0 0.00 2.040.00 99202 Office/outpatient vist, new 109.75 109.05 12 2.040.00 -2.040.00 99204 NP COMPREHENS, MOD CMPLX 318.27 105.90 63 -9.599.31 -9.599.31 99205 NP COMPREHENS, HIGH 413.33 208.45 56 1.1.473.28 -11.473.28 99211 PROB FOCUSED, STRTFWD 81.39 43.98 169 6, 322.29 -6, 322.29 99212 PROB FOCUSED, STRTFWD 81.39 43.94 644 49.085.68 135.43 -31,639.72 99214 DETALLED, MOD COMPLX 1184.56 108.34 644 49.085.68 135.43 -31,639.72 99221 H&PINODERATE 209.78 146.24 385 -11,721.72 10 <td></td> <td></td> <td>COST PER</td> <td>MEDICARE</td> <td>PERFORMED</td> <td>REIMB VS</td> <td>Negotiated</td> <td>REIMB VS</td> <td></td>			COST PER	MEDICARE	PERFORMED	REIMB VS	Negotiated	REIMB VS	
99201 Office/outpatient visit, new 109 75 43.98 0 0.00 0.00 99202 Office/outpatient visit, new 195 42 75.08 0 0.00 0.00 99203 NP DETAILED, LOW COMPLEX 279.05 106.05 12 -2.040.00 -2.040.00 99204 NP COMPREHENS, MOD CMPLX 318.27 165.90 63 -9.599.31 -9.599.31 99201 ESTAB PT-NP PHYSCIAN 39.64 20.02 98 -1.922.76 -1.922.76 99213 EXPANDED, LOW COMPLX 115.41 72.94 276 -1.1721.72 -11.721.72 99215 COMPREHENS/HIGH COMPLX 184.56 108.34 644.49.085.68 135.43 31.639.72 99215 COMPREHENS/HIGH COMPLX 280.78 146.24 385 -51.797.90 182.80 37.722.30 992221 H&PINODERATE 298.48 133.37 40 -6.404.40 -6.404.40 99223 HASPINODERATE 298.48 133.37 40 -6.404.40 -9.106.54							Rates		
99202 Office/outpatient visit, new 195 42 75.08 0 0.00 0.00 99203 NP DETAILED, LOW COMPLEX 279.05 109.05 12 2.040.00 -2.040.00 99204 NP COMPREHENS, MOD CMPLX 318.27 165.90 63 -9.599.31 -9.599.31 99205 NP COMPREHENS, HIGH 413.33 206.45 56 -11.473.28 -11.473.28 99211 ESTAB TNP PHYSCIAN 39.64 20.02 98 -1.922.76 -1.922.76 99212 PROB FOCUSED, STRTFWD 81.39 43.98 169 -6.322.29 -6.322.29 99213 EXPANDED, LOW COMPLX 115.41 7.79.42 265 -1.97.90 182.80 -37.72.30 99221 H&P/LIOW 179.09 102.62 2 -152.94 -152.94 99223 H&P/RIOW 416.65 204.87 40 -6.404.40 -6.404.40 99223 H&P/RIOH 416.65 204.87 43 -9.106.54 -9.202.32 -9.923.32 -9.232.32 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
99203 INP DETAILED, LOW COMPLEX 279.05 108.05 12 -2.040.00 -2.040.00 99204 NP COMPREHENS, MIGH 413.33 208.45 56 -11,473.28 -11,473.28 99205 NP COMPREHENS, HIGH 413.33 208.45 56 -11,473.28 -11,473.28 99211 ESTAB FT.NP PHY SCIAN 39.64 20.02 98 -1,922.76 -1,922.76 99213 EXPANDED, LOW COMPLX 115.41 72.94 276 -11,721.72 -11,721.72 99215 COMPREHENS/HIGH COMPLX 118.46 108.34 644 49.065.68 135.43 -31,639.72 99215 COMPREHENS/HIGH COMPLX 280.78 140.24 385 -51,797.90 182.80 -37,722.30 99221 HAP/IOW 179.09 102.62 2 -152.94 -152.94 99223 HAP/INCH 416.65 204.87 43 9.106.54 -9.106.54 99223 HAP/INCH 418.65 204.87 43 9.106.54 -9.275.54					_	I		I	
99204 IP COMPREHENS, MOD CMPLX 318.27 165.90 63 9.599.31 9.999.31 99205 IP COMPREHENS, HIGH 413.33 208.45 56 11,473.28 .11,473.28 99211 ISTAB FT.NP PHY SCIAN 39.64 20.02 96 -1,922.76 .1,922.76 99212 IPROB FOCUSED, STRTFWD 81.39 43.98 169 -6,322.29 .6,322.29 99213 EXPANDED, LOW COMPLX 1115.41 72.94 276 .11,721.72 99214 DETALED, MOD COMPLX 184.56 108.34 644 49.055.68 135.43 .31.639.72 99212 HAP/LOW 179.09 102.62 2 .152.94 .51.79.90 .92.80 .37.722.30 99221 HAP/HOH 416.65 204.87 43 .9.106.54 .9.106.54 .9.106.54 99231 HOSPIPENDE FOCUSILOW 89.68 39.33 85 -4.279.75 -4.279.75 .4.279.75 99233 HOSPIPENDEDMOD 147.82 72.94 163 12.05	99202	Office/outpatient visit, new							
99205 NP COMPREHENS, HIGH 413.33 208.45 56 -11.473.28 -11.473.28 99211 ESTAB PT-NP PHYSCIAN 39.64 20.02 98 -1.922.76 -1.922.76 99212 PROB FOCUSED, STRTFWD 81.39 43.98 169 -6.322.29 -6.322.29 99213 EXPANDED, LOW COMPLX 115.41 77.294 276 -11.721.72 -11.721.72 99215 COMPREHENS/HIGH COMPLX 184.56 108.34 644 49.085.68 135.43 -152.94 99215 COMPREHENS/HIGH COMPLX 280.78 146.24 385 -51.797.90 182.80 -37.722.30 99221 H&P/HOW 179.09 102.62 2 -152.94 -9106.54 -9106.54 99223 H&P/HODERATE 298.48 138.37 40 -6,404.40 -6,404.40 99223 HASP/PROB FOCUSLOW 89.68 39.33 85 -4.279.75 -4.279.75 99232 HOSP/PROB FOCUSLOW 89.68 39.33 51.42.91.91.18 -9232.32									
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99222 H&P/MODERATE 298.48 138.37 40 -6,404.40 -6,404.40 99223 H&P/HIGH 416.65 204.87 43 -9,106.54 -9,106.54 -9,106.54 99223 HOSP/PROB FOCUS/LOW 89.66 39.33 85 -4,279.75 -4,279.75 -4,279.75 99232 HOSP/PROB FOCUS/LOW 89.30 37 -14,409.66 131.40 -10,809.30 99233 HOSP/DETALED/HIGH 210.30 105.12 137 -14,409.66 131.40 -10,809.30 96360 Iv infuse hydration, initial 89.30 57.92 10 -313.80 -313.80 -313.80 96366 Each additional infuse hour 30.01 15.37 21 -307.44 -307.44 96366 Each additional hr up to 8hr 43.6 18.95 173 -4,309.43 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,910.40 -4,913.56 -1,715.67 -1,715.67 <td></td> <td></td> <td></td> <td></td> <td>385</td> <td></td> <td>182.80</td> <td>-37,722.30</td> <td></td>					385		182.80	-37,722.30	
99223 H&P/HIGH 416.65 204.87 43 .9,106.54 .9,106.54 99231 HOSP/PROB FOCUS/LOW 89.68 39.33 85 -4,279.75 -4,279.75 99232 HOSP/PROB FOCUS/LOW 89.68 39.33 85 -4,279.75 -4,279.75 99233 HOSP/DETAILED/HIGH 210.30 105.12 137 -14,409.66 131.40 -10,809.30 99360 IV infuse hydration, initial 89.30 57.92 10 -313.80 -313.80 96361 Each additional infuse hour 30.01 15.37 21 -307.44 -307.44 96365 Iv infusion therapy/diagnost 109.53 70.08 215 -8,481.75 -8,481.75 96366 Concurrent infusion 41.20 20.74 240 -4,910.40 -4,954.04 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96375 Each addition sequential IV 39.86 22.53 99 -1,715.67 <t< td=""><td></td><td></td><td></td><td></td><td></td><td>-152.94</td><td></td><td>-152.94</td><td></td></t<>						-152.94		-152.94	
99231 HOSP/PROB FOCUS/LOW 89.68 39.33 85 4,279.75 4,279.75 99232 HOSP/EXPANDED/MOD 147.82 72.94 163 -12,205.44 91.18 -9,232.32 99233 HOSP/DETALED/HIGH 210.30 105.12 137 -14,409.66 131.40 -10,809.30 96360 IV infuse hydration, initial 89.30 57.92 10 -313.80 -313.80 96361 Each additional infuse hour 30.01 15.37 21 -307.44 -307.44 96366 Each additional hr up to 8hr 43.86 18.95 1773 -4,309.43 -4,309.43 -4,309.43 96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,584.04 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push, single orinitial dru 85.60 57.21 4 -113.56 -117.15.67 96402 Hormonal anti-neoplastic	99222	H&P/MODERATE	298.48	138.37	40	-6,404.40		-6,404.40	
99232 HOSP/EXPANDED/MOD 147.82 72.94 163 -12,205.44 91.18 -9,232.32 99233 HOSP/DETAILED/HIGH 210.30 105.12 137 -14,409.66 131.40 -10,809.30 96360 V infuse hydration, initial 89.30 57.92 10 -313.80 -313.80 96361 Each additional infuse hour 30.01 15.37 21 -307.44 -307.44 96365 IV infusion therapy/diagnost 109.53 70.08 215 -8,481.75 -84,81.75 96366 Each additional hr up to 8hr 43.86 18.95 173 -4,309.43 -4,309.43 Ar 96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,584.04 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push single orinitial dru 85.60 57.21 4 -113.56 -113.56 96401 Chemo adminisrate subcut/IM	99223	H&P/HIGH	416.65	204.87		-9,106.54		-9,106.54	
99233 HOSP/DETAILED/HIGH 210.30 105.12 137 -14,409.66 131.40 -10,809.30 96360 IV infuse hydration, initial 89.30 57.92 10 -313.80 -313.80 96361 Each additional infuse hour 30.01 15.37 21 -307.44 -307.44 96365 Iv infusion therapy/diagnost 109.53 70.08 215 -8,481.75 -8,481.75 96366 Each additional hr up to 8hr 43.86 18.95 173 -4,309.43 -4,309.43 96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,84.04 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push,single orinitial dru 85.60 57.21 4 -113.56 -113.56 96375 Each additional equential IV 39.86 22.53 99 -1,715.67 -1,715.67 96402 Hormonal anti-neoplastic 68.47 32.54<	99231	HOSP/PROB FOCUS/LOW	89.68	39.33	85	-4,279.75			
96360 IV infuse hydration, initial 89.30 57.92 10 -313.80 -313.80 96361 Each additional infuse hour 30.01 15.37 21 -307.44 -307.44 96365 IV infusion therapy/diagnost 109.53 70.08 215 -8,481.75 -8,481.75 -8,481.75 96366 Each additional hrup to 8hr 43.86 18.95 173 -4,309.43 -4,309.43 An 96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,584.04 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96377 Ivanishingle orinitial dru 85.60 57.21 4 -113.56 -113.56 96401 Chemo adminisrate subcut/IM 90.10 75.08 30 -450.60 -450.60 \$6 96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 -323.37 96401 Vpush single/i	99232	HOSP/EXPANDED/MOD	147.82	72.94	163	-12,205.44	91.18	-9,232.32	
96361 Each additional infuse hour 30.01 15.37 21 -307.44 -309.43 4,309.43 4,309.43 4,309.43 An 96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,580.04 Im E8 96375 Each addition sequential infusion 41.20 20.74 240 -4,910.40 e4 96375 14.31.76 -1,715.67 -1,715.67 -1,715.67 <td< td=""><td>99233</td><td>HOSP/DETAILED/HIGH</td><td>210.30</td><td>105.12</td><td>137</td><td>-14,409.66</td><td>131.40</td><td>-10,809.30</td><td></td></td<>	99233	HOSP/DETAILED/HIGH	210.30	105.12	137	-14,409.66	131.40	-10,809.30	
96365 IV infusion therapy/diagnost 109.53 70.08 215 -8,481.75 -8,481.75 \$3 96366 Each additional hr up to 8hr 43.86 18.95 173 -4,309.43 -4,309.43 Ar,309.43 Ar,309.43 Ar,309.43 Ar,309.43 Ar,309.43 Ar,909.43 Ar,909.43<	96360	IV infuse hydration, initial	89.30	57.92	10	-313.80		-313.80	
96366 Each additional hr up to 8hr 43.86 18.95 173 -4,309.43 -4,309.43 Arg 96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,584.04 96368 Concurrent infusion 41.20 20.74 240 -4,910.40 -4,910.40 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push,single orinitial dru 85.60 57.21 4 -113.56 -113.56 96375 Each addition sequential IV 39.86 22.53 99 -1,715.67 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .450.60 .413.56 .413.56 .413.56 .440.80 .418.80 .418.80 .418.80 .480.83.37 .323.37 .323.37 .323.37 .323.37 .323.37 .323.37 .323.37 .323.37 .325.62 .352.62 .352.62 <td>96361</td> <td>Each additional infuse hour</td> <td>30.01</td> <td>15.37</td> <td>21</td> <td>-307.44</td> <td></td> <td>-307.44</td> <td><u>ہ</u>م</td>	96361	Each additional infuse hour	30.01	15.37	21	-307.44		-307.44	<u>ہ</u> م
96367 Additional sequential infuse 64.27 30.39 593 -20,090.84 37.99 -15,584.04 Al 96368 Concurrent infusion 41.20 20.74 240 -4,910.40 -2,858.44 -113.56 -113.56 -113.56 -113.56 -17,15.67 -1,715.67 -4,715.67 -4,715.67 -4,715.67 -4,910.40 -4,910.40 -4,90.40 -9,9	96365	IV infusion therapy/diagnost	109.53	70.08	215	-8,481.75		-8,481.75	ŞЗ
96367 Additional sequential infuse 04.27 30.39 393 -20,090.64 37.39 -13,364.04 96368 Concurrent infusion 41.20 20.74 240 -4,910.40 -4,910.40 -4,910.40 96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push, single or initial dru 85.60 57.21 4 -113.56 -113.56 96375 Each addition sequential IV 39.86 22.53 99 -1,715.67 -1,715.67 -1,715.67 96401 Chemo adminisrate subcut/IM 90.10 75.08 30 -450.60 -450.60 96 96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 -323.37 -323.37 -323.37 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -352.62 -35.31			43.86		173			-4,309.43	۸r
96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push, single orinitial dru 85.60 57.21 4 -113.56 -113.56 96375 Each addition sequential IV 39.86 22.53 99 -1,715.67 -1,715.67 96401 Chemo adminisrate subcut/IM 90.10 75.08 30 -450.60 -450.60 96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 96409 IV push single/initial subst 168.64 111.20 20 -1,48.80 -1,148.80 96413 Chemotherapy IV one hr initi 230.04 135.87 434 -40,869.78 169.84 -26,126.80 96415 Each additional hr 1-8 hrs 60.08 28.25 407 -1,310.27 -1,310.27 96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -242,413.36 0410 loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36 <td>96367</td> <td>Additional sequential infuse</td> <td>64.27</td> <td>30.39</td> <td>593</td> <td>-20,090.84</td> <td>37.99</td> <td>-15,584.04</td> <td>AI</td>	96367	Additional sequential infuse	64.27	30.39	593	-20,090.84	37.99	-15,584.04	AI
96372 Therapeutic/diagnostic injec 37.72 25.39 478 -5,893.74 31.74 -2,858.44 96374 IV push, single or initial dru 85.60 57.21 4 -113.56 -113.56 96375 Each addition sequential IV 39.86 22.53 99 -1,715.67 -1,715.67 96401 Chemo administrate subcut/IM 90.10 75.08 30 -450.60 -450.60 96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 96409 IV push single/initial subst 168.64 111.20 20 -1,148.80 -1,148.80 96411 IV push each additional drug 101.39 62.21 9 -325.62 -352.62 -46.126.80 96415 Each	96368	Concurrent infusion		20.74	240	-4,910.40		-4,910.40	F8
96374 IV push, single or initial dru 85.60 57.21 4 -113.56 -113.56 96375 Each addition sequential IV 39.86 22.53 99 -1,715.67 -1,715.67 96401 Chemo adminisrate subcut/IM 90.10 75.08 30 -450.60 -450.60 96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 -323.37 96409 IV push single/initial subst 168.64 111.20 20 -1,148.80 -1,148.80 Arr 96411 IV push each additional drug 101.39 62.21 9 -352.62 -362.61	96372	Therapeutic/diagnostic injec	37.72	25.39	478	-5,893.74	31.74	-2,858.44	20
96401 Chemo administrate subcut/IM 90.10 75.08 30 -450.60 -450.60 \$6 96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 01 <td< td=""><td></td><td></td><td>85.60</td><td></td><td>4</td><td>-113.56</td><td></td><td></td><td></td></td<>			85.60		4	-113.56			
96402 Hormonal anti-neoplastic 68.47 32.54 9 -323.37 -323.37 01 96409 IV push single/initial subst 168.64 111.20 20 -1,148.80 -1,148.80 9 -323.37 01 9 -323.37 01 01 9 -323.37 01 0	96375	Each addition sequential IV	39.86	22.53	99	-1,715.67		-1,715.67	40
96409 IV push single/initial subst 168.64 111.20 20 -1,148.80 -1,148.80 Ar 96411 IV push each additional drug 101.39 62.21 9 -352.62 -352.62 Ar 96413 Chemotherapy IV one hr initi 230.04 135.87 434 -40,869.78 169.84 -26,126.80 Ar 96415 Each additional hr 1-8 hrs 60.08 28.25 407 -12,954.81 35.31 -10,081.39 8 96416 Prolong chemo infuse>8hrs pu 241.66 140.87 13 -1,310.27 -1,310.27 CO 96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -11,223.75 CO Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36 -242,413.36 CO	96401	Chemo adminisrate subcut/IM	90.10	75.08	30	-450.60		-450.60	- Ş 6
96409 IV push single/initial subst 168.64 111.20 20 -1,148.80 -1,148.80 96411 IV push each additional drug 101.39 62.21 9 -352.62 -352.62 Ar 96413 Chemotherapy IV one hr initi 230.04 135.87 434 -40,869.78 169.84 -26,126.80 Ar 96415 Each additional hr 1-8 hrs 60.08 28.25 407 -12,954.81 35.31 -10,081.39 8 96416 Prolong chemo infuse>8hrs pu 241.66 140.87 13 -1,310.27 -1,310.27 CO 96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -11,223.75 CO Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36 -242,413.36	96402	Hormonal anti-neoplastic	68.47	32.54	9	-323.37		-323.37	<u></u>
96413 Chemotherapy IV one hr initi 230.04 135.87 434 -40,869.78 169.84 -26,126.80 7 96415 Each additional hr 1-8 hrs 60.08 28.25 407 -12,954.81 35.31 -10,081.39 8 96416 Prolong chemo infuse>8hrs pu 241.66 140.87 13 -1,310.27 -1,310.27 60.08 28.93 205 -11,223.75 -11,223.75 CO 96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -242,413.36 CO			168.64	111.20	20				01
96413 Chemotherapy IV one hr initi 230.04 135.87 434 -40,869.78 169.84 -26,126.80 74 96415 Each additional hr 1-8 hrs 60.08 28.25 407 -12,954.81 35.31 -10,081.39 8 96416 Prolong chemo infuse>8hrs pu 241.66 140.87 13 -1,310.27 -1,310.27 60.02 60.93 205 -11,223.75 -11,223.75 CO 96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -242,413.36 CO Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36	96411	IV push each additional drug	101.39	62.21	9	-352.62		-352.62	Δr
96415 Each additional hr 1-8 hrs 60.08 28.25 407 -12,954.81 35.31 -10,081.39 8 96416 Prolong chemo infuse>8hrs pu 241.66 140.87 13 -1,310.27 -1,310.27 0 -1,310.27 0 0 -1,23.75 -11,223.75 0 -11,223.75 CO Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36			230.04	135.87	434	-40,869.78	169.84		
96416 Prolong chemo infuse>8hrs pu 241.66 140.87 13 -1,310.27 -1,310.27 96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -11,223.75 CO Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36			60.08	28.25	407	-12,954.81	35.31		8 ł
96417 Each add sequential infusion 117.68 62.93 205 -11,223.75 -11,223.75 CO Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>									
Total loss for on all E&M codes from Anthem patients -305,666.90 -242,413.36					205				CO
Total savings if you negotiate o Exili codes as shown above 503,233.34	Total savings if you negotiate 8 E&M codes as shown above				\$63,253.54				

\$305,667 actual Anthem loss on E&M codes

\$63,254 savings on having Anthem increase 8 highly-utilized codes

Questions???