

# Finding the Right Vendors For You

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One Family Pediatrics

# Disclaimer

Prices have changed since my evaluation

CPT payments from insurance companies have changed since my evaluation

# Overview

Vision  
Screeners

Lead Testing

Vaccines

Telemedicine

IPA/PHO

Insurance

Large Private  
Health  
System

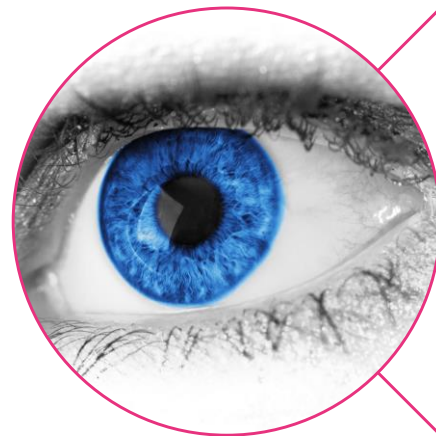
# Vision Screeners



Phone



Submit Image



All In-house

# Vision Screeners



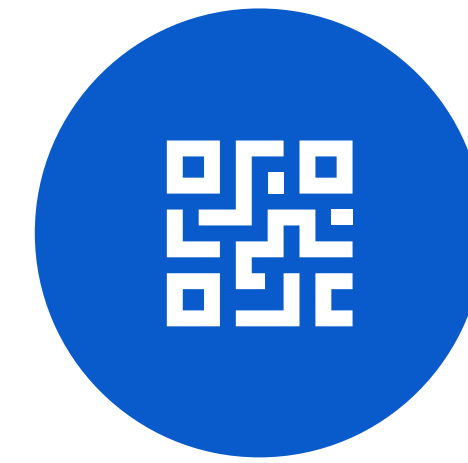
WHAT DOES IT TEST  
FOR?



EASE OF USE?



COST TO RENT/BUY?



WHAT CPT IS USED?



HOW MUCH DO YOU GET  
PAID FOR EACH CPT?

# Vision Screeners

	Screener 1	Screener 2	Screener 3
Ease of Use	Easy to take pictures, but have to upload with ethernet cable; results come back through a portal	Easy to take pictures. iPhone takes the picture, sends image, receives results	Sometimes need darker room. Results are instantaneous
Cost to rent or buy	Own: Screener: \$3450 Intro: \$3/test	Rent: \$80/month with 1 year contract	Own: \$5500 (after rebates)
CPT code	99174	99174	99177

# Vision Screeners

- We initially started with Screener 1 and they didn't ask us to renegotiate our per test prices for 2 years
- Renegotiation prices went up to \$7/test

# Vision Screeners

SMART REPORT SUITE

Report Category Selection

Custom/Homegrown Reports

Aging (A/R) Reports

Billing and Collection Reports

Charge Reports

Clinical Reports

Partner Table Lists

Patient Demographic and Policy Reports

Payment and Proving Out Reports

Provider Productivity Reports

RVU Reports

Scheduling Reports

X

Trend Analysis Reports

Visit Reports

Report Selection

Use Page Up/Page Down to view all the reports available in this category.

Trend Analysis Reports

E&M Coding Distribution by Provider

E&M Coding Distribution (Practice Total)

Gross Collection Ratio Report - Yearly Trends

Monthly New Patient Visit Trends by Type

Monthly Visit Trends by Visit Type

Number of Procedures by Month and Year

Payor Mix Analysis - Yearly Trends

X

Reimbursement Analysis (by CPT code)

Reimbursement Analysis (by Ins Group)

Reimbursement Analysis w/ RVUs (by CPT Code)

Reimbursement Analysis w/ RVUs (by Ins Group)

Total Charges by Provider and Month

Total Payments by Provider and Month

Total RVUs By Provider and Month (With Work RVUs)

Total Visits by Age Group and Visit Type - Yearly Compariso

Total Visits by Age Group - Yearly Comparison

Total Visits by Payor - Yearly Comparison

Total Visits by Provider and Month

Total Visits by Quarter - Year and Quarter Comparison

Yearly Visit Summary by Provider



# Vision Screeners

Reimbursement Analysis (by CPT code)

Date Range: from 04/30/16 to 04/30/17

Include items based on: ☒ Transaction Date  
☐ Posting Date

Select Procedures to Include.

GROUP - After Hours (6)

99051

Med Serv Eve/Wkend/Holiday

99050

OV After Hrs

99058

OV Emergent Svce

99052

OV Night Hrs (10pm-8am)

99054

OV Sunday/Holiday

99056

OV Svces Outside Office

GROUP - Confirmatory Consultations (5)

~99274

~Comp Conf Consult

~99273

~Detail Conf Consult

~99272

~Exp Foc Conf Consult

~99275

~High Complex Conf Consult

~99271

~Prob Foc Conf Consult

GROUP - E/M Miscellaneous Procedures (6)

99355

Prolong MD Svc + 30min

99359

Prolong MD Svc w/o F-F + 30m

99358

Prolong MD Svc w/o Face-Face 1st hr

99354

Prolong MD Svces 1st Hr

~99362

~Team Conference (approx 1 hr)

~99361

~Team Conference (approx 30 min)

GROUP - Emergency Room Care (5)

99284

Detail ER H&E

99282

Exp Foc ED Visit

99283

Exp Focus ED Visit

99285

High Complex ED Visit

99281

Prob Foc ED Visit

GROUP - Hospital Admissions (5)

99221

99221 IH Compr Init Care

99222

99222 IH Complex Init Care

Process

Select

Select All

Select None

List By Group

List By Pattern

View Selected

List by Pattern

# Vision Screeners

SELECT PATTERN FOR PROCEDURE

Enter a word or phrase (such as BC) in the field below, and I will list all plans or groups that have that pattern as part of their name (such as all the BCBS plans).

Pattern: 99174

Should I pay attention to the use of upper case and lower case letters? No

Answer:

NO: A phrase of "bcbs" will match with "bcbs" but also with "BCBS", "BcBs", "BCbs" or any combination of upper case and lower case.

YES: A phrase of "bcbs" will only match with "bcbs" and will NOT match with "BCBS" or any other combination of upper case and lower case.

Units	Charge Amount	Avg Charge Amount	Ins	Pmt	Avg Paid by Insurance	Personal Pmt	Avg Paid by Personal	Open Pmt Amount	Amount Deposited (all pmts)	Avg Deposited	Percent Deposited (all pmts)
245	\$9,800.00	\$40.00	\$2,242.13		\$9.15	\$965.90	\$3.94	\$164.86	\$3,372.89	\$13.77	34.42%

# Vision Screeners

- Looked at CPT payments: \$14 average. Medic aids were paying zero.
- Profit: \$7.
- What if they renegotiate again in a year?

# Vision Screeners

	▼ Screener 1	▼ Screener 2	▼ Screener 3
Cost of Analyzer/Screener	\$ 3,450.00	\$ 80.00	\$ 5,500.00
Cost of Test Kit	\$ 7.00	\$ -	\$ -
Number of Tests/Kit	1	1	1
Cost of Each Test	\$ 7.00	\$ -	\$ -
Number of Tests Completed per Year	245	245	245
Number of Tests Completed per Month	20	20	20
Insurance Payments per CPT	\$ 14.00	\$ 14.00	\$ 13.00
Profit/Test After Costs Covered	\$ 7.00	\$ 14.00	\$ 13.00
# Tests Needed to Cover Costs of Analyzer	493	6	423
Years to pay off Screener/Analyzer	2.0	0.0	1.7
Monthly Profit after Paid Off	\$ 142.92	\$ 205.83	\$ 265.42

# Vision Screeners

- Screener 2 seemed like a good option with \$200-\$205/month profit. But what if the prices changed significantly the following year?
- Screener 3 would be a different CPT code with payments of about \$13 on average. We played the long game.
- Would I do it again? Not sure. Maybe would have switched to Screener 2.
- Did not take into consideration the cost of repairs with Screener 3



# Lead Testing

Send out



Vs.

Result in office



# Lead Testing

2 offers for CLIA-waived Lead Analyzer

1. Purchase 4 kits (48 tests per kit) now and 4 within a year, get the Analyzer as a “Loan” – Have to complete 384 tests per year
2. Buy the Analyzer and receive 1 free test kit

# Lead Testing

Analyzer	\$2645.51
Test kits (48 tests)	\$429.60
Per test price	\$8.95
Insurance payments (83655)	\$9-13 (*Verified*)
Capillary draw (36416)	\$1-2



# Lead Testing

## SMART REPORT SUITE

## Report Category Selection

- Custom/Homegrown Reports
- Aging (A/R) Reports
- Billing and Collection Reports
- Charge Reports
- Clinical Reports
- Partner Table Lists
- Patient Demographic and Policy Reports
- Payment and Proving Out Reports
- Provider Productivity Reports
- RVU Reports
- Scheduling Reports
- Trend Analysis Reports
- Visit Reports

Use Page Up/Page Down to view all the reports available in this category.

## Visit Reports

<input type="checkbox"/>	New Patients by Visit Type
<input type="checkbox"/>	Per-Visit Analysis by Payor ('activity' style)
<input type="checkbox"/>	Per-Visit Analysis by Payor (Grouped by Visit Type)
<input type="checkbox"/>	Per-Visit Analysis by Provider (Grouped by Visit Code)
<input type="checkbox"/>	Per-Visit Analysis (Grouped by Visit Type)
<input checked="" type="checkbox"/>	Total Visits by Age Group and Visit Category

# Lead Testing

Total Visits by Age Group and Visit Category

Date Range: from 05/11/20 to 05/10/21

Include items using Transaction Date.

F1 all the way

Well Visit	1 Year	270
Well Visit	2 Years	218

Add up the numbers

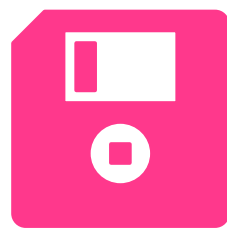
# Lead Testing

	Analyzer 1	Analyzer 2
Cost of Analyzer/Screenener	\$ 2,645.51	\$ -
Cost of Test Kit	\$ 249.60	\$ 249.60
Number of Tests/Kit	48	48
Cost of Each Test	\$ 5.00	\$ 5.00
Number of Tests Completed per Year	488	488
Number of Tests Completed per Month	41	41
Insurance Payments per CPT	\$ 10.00	\$ 10.00
Profit/Test After Costs Covered	\$ 5.00	\$ 5.00
# Tests Needed to Cover Costs of Analyzer	529	0
Years to pay off Screenener/Analyzer	1.1	0.0
Monthly Profit after Paid Off	\$ 203.33	\$ 203.33

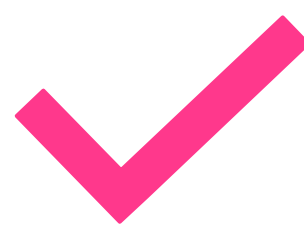
# Lead Testing



Reports → Lab Test Reports



Save as CSV



Upload to GA registry monthly

## Lab Test Report

### Date Range

From  to

### Tests

<div>Edit</div>	Lead [Mass/volume] in Capillary blood [10368-9] ug/dL
-----------------	---

### Test Results

- ☒ Include only ordered tests that have test results
- ☐ Include all ordered tests

### Visit Location

All Locations

# Lead Testing

- Currently we get \$1-2 (capillary draw) for filling out a complicated form and obtaining blood on filter paper and mailing all of this to Medtox
- Then we wait 1-2 weeks for results. Notify parents about results.
- Sometimes the sample is not saturated correctly and needs to be repeated
- It's all about patient and practice convenience



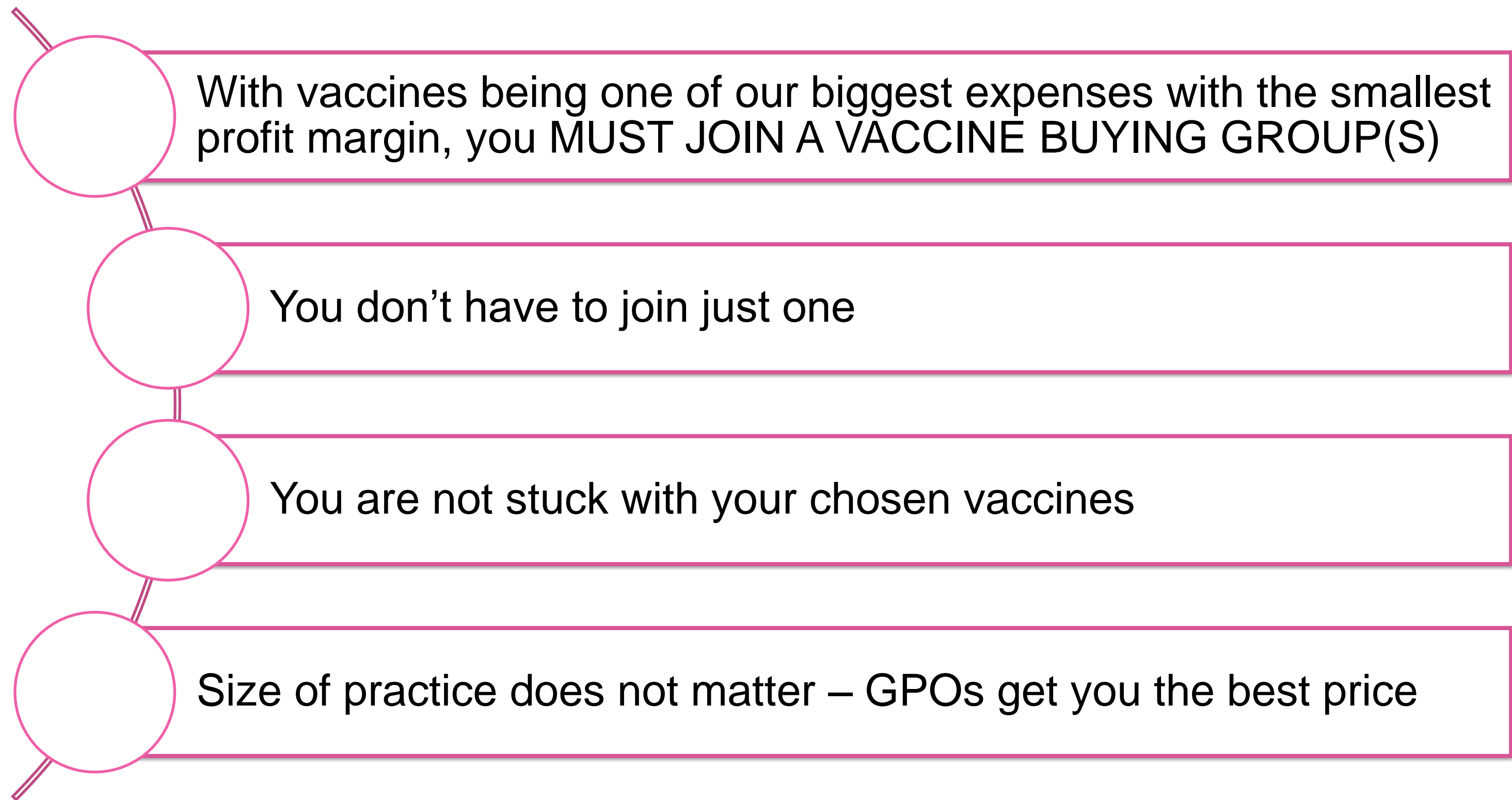


# Vaccine Buying Groups

GSK vs. Sanofi/Merck



# Vaccine Buying Groups



# Vaccine Buying Groups

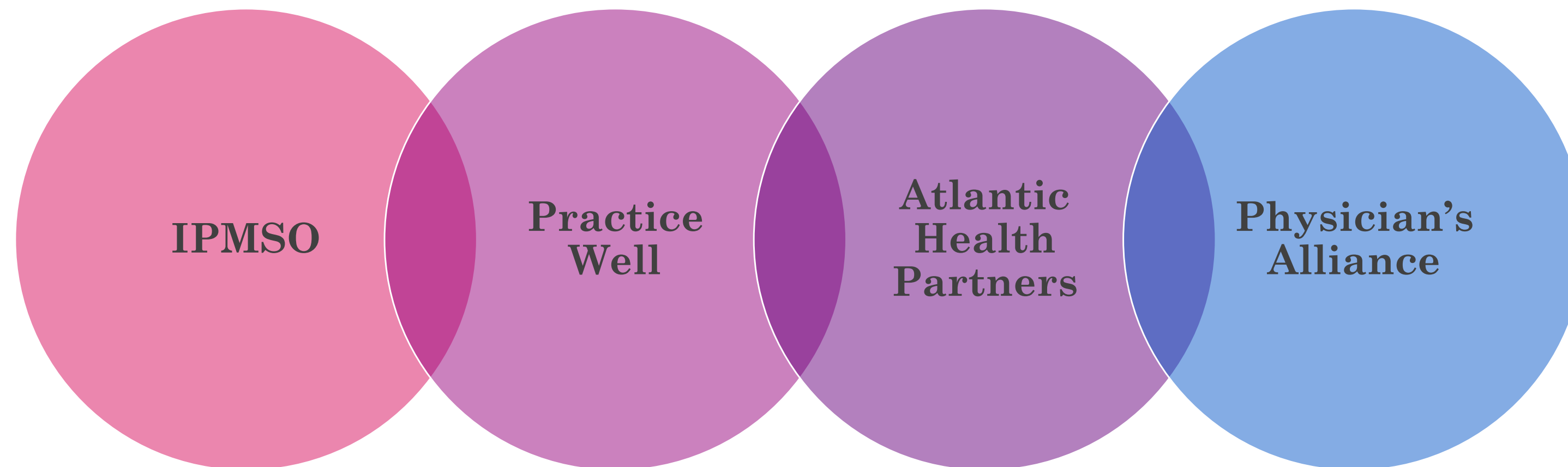
- Vaccine companies will always require you to buy a certain group of their vaccines to get the most discounts
- They can run reports to show you what your insurance payments will be based on CPT codes



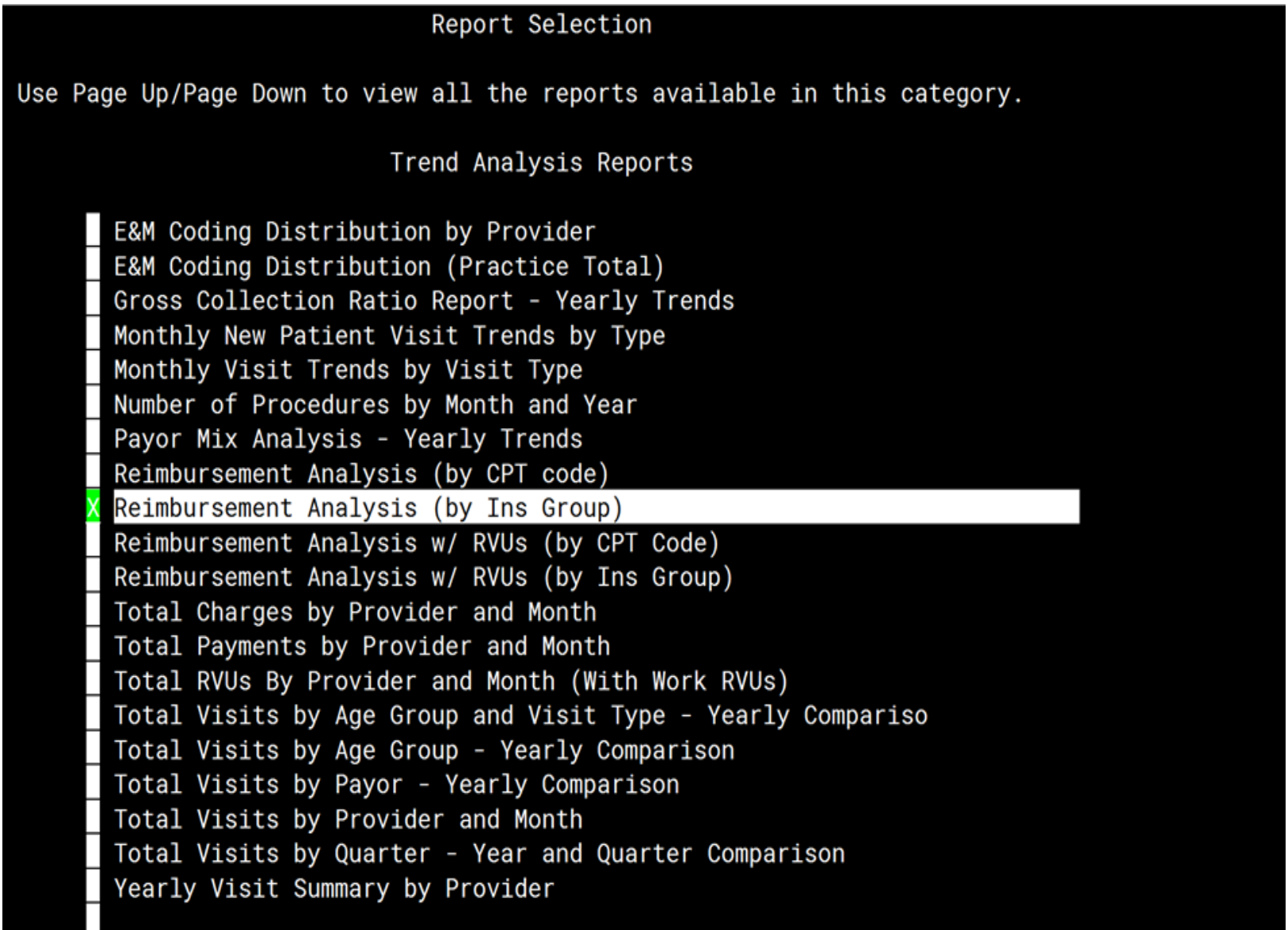
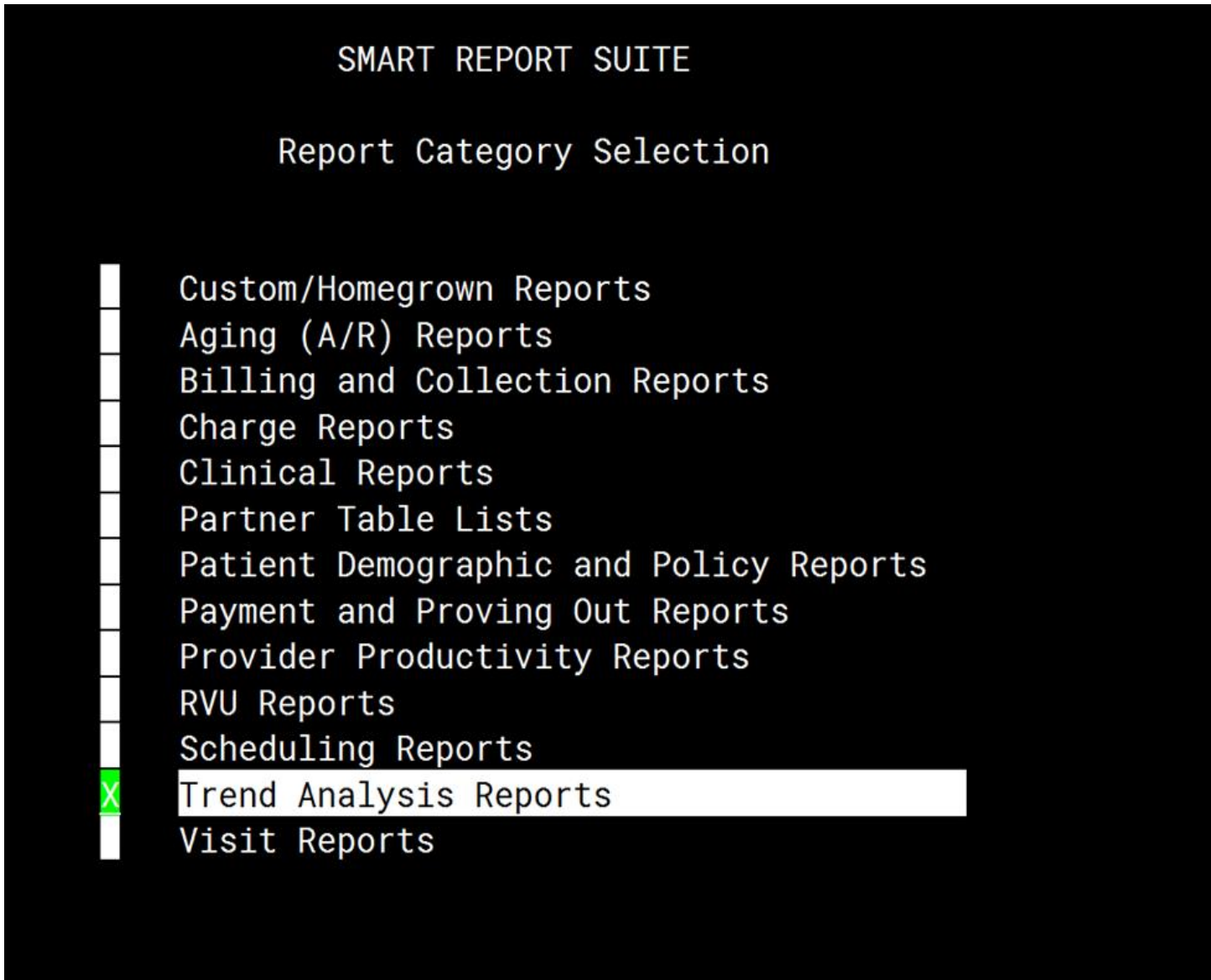


# Vaccine Buying Groups

- Vaccine buying groups can help you get more discounts with vaccines, medical supplies, insurance, discounts on travel...
- Some have a yearly fee



# Vaccine Buying Groups



Need to remove the Medicaid insurances

# Vaccine Buying Groups

Reimbursement Analysis (by Ins Group)

Date Range: from 04/23/16 to 04/22/19

Include items based on: ☒ Transaction Date  
☐ Posting Date

Select Insurance at Time of Service to Include.

GROUP - Personal (1)

Personal

GROUP - Aetna (80)

Aetna Assurant/ASA \$20 (Box 91604)

Aetna Assurant/ASA \$25 (Box 91604)

Aetna Assurant/ASA \$30 (Box 91604)

Aetna Assurant/ASA \$40 (Box 91604)

Aetna Signature Admin \$35 (909786)

Aetna USHC \$ 0 (Box 1125)

Aetna USHC \$ 0 (Box 14079)

Aetna USHC \$ 0 (Box 14089)

Aetna USHC \$ 0 (Box 14100)

Aetna USHC \$ 0 (Box 14586)

Aetna USHC \$ 0 (Box 2245)

Aetna USHC \$ 0 (Box 26106)

Aetna USHC \$ 0 (Box 26983)

Aetna USHC \$ 0 (Box 31450)

Aetna USHC \$ 0 (Box 981106)

Aetna USHC \$ 0 (Box 981107)

Aetna USHC \$ 0 (Box 981109)

Aetna USHC \$ 0 (Box 981204)

Aetna USHC \$ 0 (Box 981543)

Aetna USHC \$ 5 (Box 981106)

Aetna USHC \$10 (Box 1125)

Aetna USHC \$10 (Box 14079)

Aetna USHC \$10 (Box 2245)

Aetna USHC \$10 (Box 26983)

Aetna USHC \$10 (Box 981106)

Aetna USHC \$10 (Box 981107)

Process

Select

Select All

Select None

List By Group

List By Pattern

View Selected

List by Group

# Vaccine Buying Groups

Select Group to Include.

GROUP - Personal (1)

\* GROUP - Aetna (80)

\* GROUP - Ambetter Health MCD (7)

GROUP - Amerigroup MCD (2)

\* GROUP - BCBS (120)

GROUP - CareSource MCD (5)

\* GROUP - Cigna (110)

\* GROUP - Humana (28)

GROUP - Medicaid (3)

\* GROUP - Other (179)

GROUP - PeachState MCD (2)

GROUP - Self Pay (1)

\* GROUP - Tricare (6)

\* GROUP - UHC (76)

\* GROUP - UMR (15)

GROUP - WellCare MCD (3)

Reimbursement Analysis (by Ins Group)  
Description of Restriction Criteria  
Press the F8 key to add to, or edit, the restriction listing below.

Transaction Date Range: 04/23/16 - 04/22/19

Insurance at Time of Service:  
GROUP - Aetna  
GROUP - BCBS  
GROUP - Humana  
GROUP - Tricare  
GROUP - UMR  
GROUP - Ambetter Health MCD  
GROUP - Cigna  
GROUP - Other  
GROUP - UHC

Accept Criteria

Save As Default

Save Rpt Criteria

Add/Edit Criteria

Add/Edit Criteria



# Vaccine Buying Groups

Reimbursement Analysis (by Ins Group)

CHARGE Diagnoses - Include Allergy Diagnoses Only

CHARGE Diagnoses - Include Major Diagnoses Only

CHARGE Exclude Capitated Plans at Time of Service (TOS)

1 CHARGE Include Capitated Plans at Time of Service (TOS)

2 CHARGE Location of Posting

3 CHARGE Place of Service

4 CHARGE Procedure

5 CHARGE Procedure Type of Service

6 CHARGE Procedure Types

7 CHARGE Provider of Billing

8

9)

10)

11)

12)

Select Procedures to Include.

GROUP - After Hours (6)

99051 Med Serv Eve/Wkend/Holiday

99050 OV After Hrs

99058 OV Emergent Svce

99052 OV Night Hrs (10pm-8am)

99054 OV Sunday/Holiday

99056 OV Svces Outside Office

GROUP - Confirmatory Consultations (5)

~99274 ~Comp Conf Consult

~99273 ~Detail Conf Consult

~99272 ~Exp Foc Conf Consult

~99275 ~High Complex Conf Consult

~99271 ~Prob Foc Conf Consult

GROUP - E/M Miscellaneous Procedures (6)

99355 Prolong MD Svc + 30min

99359 Prolong MD Svc w/o F-F + 30m

99358 Prolong MD Svc w/o Face-Face 1st hr

99354 Prolong MD Svces 1st Hr

~99362 ~Team Conference (approx 1 hr)

~99361 ~Team Conference (approx 30 min)

GROUP - Emergency Room Care (5)

99284 Detail ER H&E

99282 Exp Foc ED Visit

99283 Exp Focus ED Visit

99285 High Complex ED Visit

99281 Prob Foc ED Visit

GROUP - Hospital Admissions (5)

99221 99221 IH Compr Init Care

99222 99222 IH Complex Init Care

Process

Select

Select All

Select None

List By Group

List By Pattern

View Selected

List by Pattern

# Vaccine Buying Groups

SELECT PATTERN FOR PROCEDURE

Enter a word or phrase (such as BC) in the field below, and I will list all plans or groups that have that pattern as part of their name (such as all the BCBS plans).

Pattern: 90698

Should I pay attention to the use of upper case and lower case letters? No

Answer:

NO: A phrase of "bcbs" will match with "bcbs" but also with "BCBS", "BcBs", "BCbs" or any combination of upper case and lower case.

YES: A phrase of "bcbs" will only match with "bcbs" and will NOT match with "BCBS" or any other combination of upper case and lower case.

Avg Paid by Insurance
\$81.67
\$81.67
\$89.09

# Vaccine Buying Groups

Compare Vaccine Prices and  
Insurance Payment per CPT code\*

	Vaccine Price	Insurance Payment	Margin/Difference
Pediarix 90723	\$54	\$78	\$24
Pentacel 90698	\$39	\$89	\$50
Hiberix 90648	\$9	\$26	\$27
ActHIB 90376	\$5	\$19	\$14
Infanrix 90700	\$17	\$21	\$4
Daptacel 90700	\$20	\$21	\$1
Engerix 90744	\$15	\$24	\$9
Rotarix 90681	\$94	\$123	\$29
Rotateq 90680	\$72	\$84	\$12

# Vaccine Buying Groups

Scenario 1			Scenario 2		
Pentacel	Engerix	Rotateq	Pediarix	Hibrix	Rotarix
\$50x3	\$9x3	\$12x3	\$23x3	\$27x3	\$29x2
\$213			\$210		

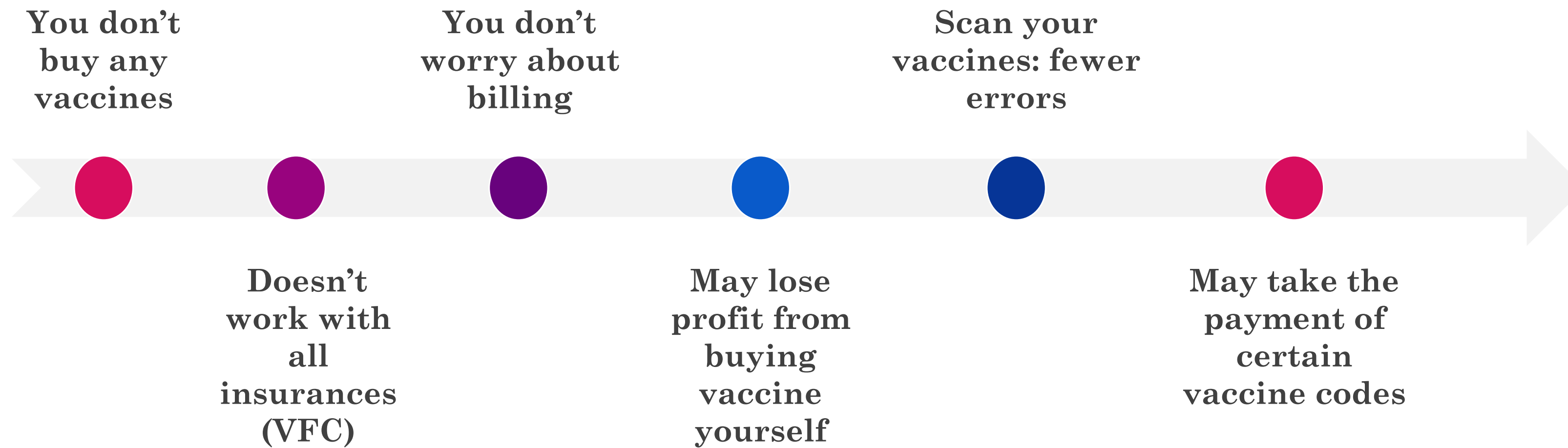
Which is better?

- Depends on the day.

What matters is if your vaccine buying group can provide the best discounts.



# Vaccine Management Groups



# Vaccine Management Groups

- Is this right for you?
- Vaccine profit vs. Vaccine losses
- If your practice is losing a lot of money on vaccines, this is a great solution!

# Vaccine Management Groups

1	Immunization Cost Comparison Calculator v1.5 (Dec 2019)														
2	Instructions at: <a href="https://chipsblog.pcc.com/estimating-the-cost-of-your-vaccine-business">https://chipsblog.pcc.com/estimating-the-cost-of-your-vaccine-business</a>														
3	Estimated Costs														
4	Payor	INSCO HERE													
5		Admins	Estimated Cost	Actual Payments											
6		90460	\$2.00	\$1.00											
7		90461		\$2.00											
8		90471		\$0.00											
9		90472		\$0.00											
10		90473		\$0.00											
11		90474		\$0.00											\$0.00 ← The Bottom Line!
12					Costs					Payments			Results		
13						Estimated Markup Requirement	125%								
14	CPT	Name	Vaccine	90461 Usage	Units	Per-Unit Invoice	Estimated Per-Unit Product Costs	Estimated Per-Unit Admin Costs	Total Per-Unit Vaccine Costs	Actual Per-Unit Vaccine Payments	Actual Per-Unit Admin Payments	Total Per-Unit Vaccine Payments	Total Per-Unit Difference	TOTAL DIFFERENCE	
15	90700	Daptacel	DtaP	2		\$63.00	\$78.75	\$2.00	\$80.75						
16	90700	Infanrix	DtaP	2		\$5.00	\$6.25	\$2.00	\$8.25						
17	90698	Pentacel	DTaP-Hib-IPV	4				\$2.00							
18	90696	Kinrix	DtaP-IPV	3				\$2.00							
19	90696	Quadracel	DtaP-IPV	3				\$2.00							
20	90713	IPOL	E-IPV	0				\$2.00							
21	90632	HAVRIX-ADULT	Hep A Adult	0				\$2.00							
22	90632	VAQTA-ADULT	Hep A Adult	0				\$2.00							
23	90633	HAVRIX-PEDS	Hep A Pediatric	0				\$2.00							
24	90633	VAQTA-PEDS	Hep A Pediatric	0				\$2.00							
25	90636	Twinrix	Hep A-Hep B Adult	1	\$14.00	\$17.50	\$2.00	\$19.50							
26	90743	ENGRIX-B-ADULT	Hep B Adult	0				\$2.00							
27	90739	HEPLISAV-B	Hep B Adult	0				\$2.00							
28	90744	ENGRIX B-PEDS	Hep B Pediatric	0				\$2.00							

<https://chipsblog.pcc.com/estimating-the-cost-of-your-vaccine-business>

# Vaccine Management Groups

SMART REPORT SUITE

Report Category Selection

<input type="checkbox"/>	Custom/Homegrown Reports
<input type="checkbox"/>	Aging (A/R) Reports
<input type="checkbox"/>	Billing and Collection Reports
<input type="checkbox"/>	Charge Reports
<input type="checkbox"/>	Clinical Reports
<input type="checkbox"/>	Partner Table Lists
<input type="checkbox"/>	Patient Demographic and Policy Reports
<input type="checkbox"/>	Payment and Proving Out Reports
<input type="checkbox"/>	Provider Productivity Reports
<input checked="" type="checkbox"/>	RVU Reports
<input type="checkbox"/>	Scheduling Reports
<input type="checkbox"/>	Trend Analysis Reports
<input type="checkbox"/>	Visit Reports

Report Selection

Use Page Up/Page Down to view all the reports available in this category.

RVU Reports

<input type="checkbox"/>	Payor Mix Analysis
<input checked="" type="checkbox"/>	Pricing Analysis (RVU Report per Procedure)
<input type="checkbox"/>	Reimbursement Analysis w/ RVUs (by CPT Code)
<input type="checkbox"/>	Reimbursement Analysis w/ RVUs (by Ins Group)
<input type="checkbox"/>	Reimbursement Analysis w/RVUs (CPT Code/Serv Prov)
<input type="checkbox"/>	Total RVUs By Provider and Month (With Work RVUs)
<input type="checkbox"/>	Total RVUs By Provider (With Work RVU breakdown)

# Vaccine Management Groups

Date Range: from 01/01/20 to 12/31/20

Database Year: 2021

RVU Multiplier: %140

Office Zip Code: 30041

Budget Neutrality Adjustment: No

Append report with full pricing guide? No

(Sending output to the screen with this option is advised as the listing will be quite lengthy).

Transaction Date Range: 01/01/20 - 12/31/20

RVU Multiplier: %140

RVU Zipcode: 30041

RVU Database Year: 2021

Budget Neutrality Adjustment: No

Accept Criteria

Save As Default

Save Rpt Criteria

Add/Edit Criteria

Add/Edit Criteria



# Vaccine Management Groups

	CHARGE	Procedure
	CHARGE	Procedure Type of Service
	CHARGE	Procedure Types
	CHARGE	Provider of Billing
1	CHARGE	Provider of Service
2	CHARGE	Provider of Service (agingprovs grouping)
3	CHARGE	Responsible Party at Time of Service
4	CHARGE	Responsible Party at TOS Default Copay Amount
5	CHARGE	Responsible Party at TOS ID Number
6	CHARGE	Transaction Month
7	-----	
8)		
9)		
10)		
11)		
12)		

Select Insurance at Time of Service to Include.

GROUP - Personal (1)

Personal  
 GROUP - Aetna (80)
 

- Aetna Assurant/ASA \$20 (Box 91604)
- Aetna Assurant/ASA \$25 (Box 91604)
- Aetna Assurant/ASA \$30 (Box 91604)
- Aetna Assurant/ASA \$40 (Box 91604)
- Aetna Signature Admin \$35 (909786)
- Aetna USHC \$ 0 (Box 1125)
- Aetna USHC \$ 0 (Box 14079)
- Aetna USHC \$ 0 (Box 14089)
- Aetna USHC \$ 0 (Box 14100)
- Aetna USHC \$ 0 (Box 14586)
- Aetna USHC \$ 0 (Box 2245)
- Aetna USHC \$ 0 (Box 26106)
- Aetna USHC \$ 0 (Box 26983)
- Aetna USHC \$ 0 (Box 31450)
- Aetna USHC \$ 0 (Box 981106)
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- Aetna USHC \$10 (Box 981107)

Process

Select

Select All

Select None

List By Group

List By Pattern

View Selected

## List by Group

# Vaccine Management Groups

Select Group to Include.

\* GROUP - Personal (1)

\* GROUP - Aetna (80)

GROUP - Ambetter Health MCD (7)

GROUP - Amerigroup MCD (2)

\* GROUP - BCBS (120)

GROUP - CareSource MCD (5)

\* GROUP - Cigna (110)

\* GROUP - Humana (28)

GROUP - Medicaid (3)

\* GROUP - Other (179)

GROUP - PeachState MCD (2)

GROUP - Self Pay (1)

\* GROUP - Tricare (6)

\* GROUP - UHC (76)

\* GROUP - UMR (15)

GROUP - WellCare MCD (3)

F1 all the way through

Print

X

E-mail

Address: hlavania@onefamilypeds.com

File Type to Attach

Standard Format (PDF)

Simple Format (Text)

X

Spreadsheet (Excel)

Save to Workstation

Save to 'srsfiles'








Destination Selection...

# Vaccine Management Groups

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
1	Title: Pricing Analysis (RVU Report per Procedure)																
2																	
	Procedure Code	RVU Status Code	Units	Number of Valid RVU Units	Charge Amount	Total Number of RVUs	Avg RVU Per Unit	Avg Charge Amount	Avg Deposited	RVU Practice FACF \$56.98	RVU Medicare FACF	Avg Deposited as Percent of MCare	RVU Medicare FACF at 140%	RVU 140% Charge Difference	Underbilled Amount	Amount Deposited (all pmts)	
3	Set A		2	0	\$0.00	0	N/A	\$0.00	\$0.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	
4	ZZZZZ		33	0	\$990.00	0	N/A	\$30.00	\$21.52	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$710.00	
5	XBILL		39	0	\$1,808.83	0	N/A	\$46.38	\$46.38	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$1,808.83	
6	X		9	0	\$1,375.17	0	N/A	\$152.80	\$152.80	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$1,375.17	
7	X		1	0	\$15.00	0	N/A	\$15.00	\$15.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$15.00	
8	X		2	0	\$236.70	0	N/A	\$118.35	\$118.35	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$236.70	
9	X		1	0	\$15.00	0	N/A	\$15.00	\$15.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$15.00	
10	X		27	0	\$34.06	0	N/A	\$1.26	\$1.26	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$34.06	
11	X		85	0	\$6,375.00	0	N/A	\$75.00	\$42.60	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$3,621.14	
12	X		3	0	\$370.63	0	N/A	\$123.54	\$123.54	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$370.63	
13	Q4049	X	1	0	\$5.00	0	N/A	\$5.00	\$2.33	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$2.33	
14	J8540	E	79	0	\$79.00	0	N/A	\$1.00	\$0.06	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$4.95	
15	J7613	E	21	0	\$42.00	0	N/A	\$2.00	\$0.04	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$0.75	
16	J1050	E	1	0	\$0.01	0	N/A	\$0.01	\$0.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	
17	J0696	E	6	0	\$600.00	0	N/A	\$100.00	\$0.60	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$3.60	
18	G2023	X	30	30	\$900.00	14	0	\$30.00	\$21.35	\$26.72	\$16.36	130.47%	\$22.91	\$212.70	\$0.00	\$640.37	
19	G2012	A	19	19	\$1,245.00	8	0	\$65.53	\$33.82	\$23.80	\$14.57	232.15%	\$20.40	\$857.40	\$0.00	\$642.66	
20	G0447	A	5	5	\$226.10	4	1	\$45.22	\$18.95	\$43.62	\$26.71	70.96%	\$37.39	\$39.15	\$0.00	\$94.77	
21	G0447	A	1025	1025	\$1,880.00	784	1	\$1.83	\$0.75	\$43.62	\$26.71	2.82%	\$37.39	-\$36,444.75	-\$36,903.93	\$771.28	
22	G0270	A	6	6	\$331.98	6	1	\$55.33	\$19.30	\$52.82	\$32.35	59.68%	\$45.29	\$60.24	\$0.00	\$115.83	
23	G0270	A	1027	1027	\$1,900.00	952	1	\$1.85	\$0.68	\$52.82	\$32.35	2.11%	\$45.29	-\$44,612.83	-\$44,791.81	\$700.85	
24	E0602		1	0	\$30.00	0	N/A	\$30.00	\$15.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$15.00	
25	A7015	X	7	0	\$21.00	0	N/A	\$3.00	\$1.01	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$7.09	
26	A4565	X	1	0	\$30.00	0	N/A	\$30.00	\$0.00	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	
27	99461	A	2	2	\$380.00	5	3	\$190.00	\$135.65	\$150.35	\$92.07	147.33%	\$128.90	\$122.20	\$0.00	\$271.29	
28	99460	A	1	1	\$150.00	3	3	\$150.00	\$73.49	\$155.33	\$95.12	77.26%	\$133.17	\$16.83	\$0.00	\$73.49	
29	99441	A	1	1	\$60.00	2	2	\$60.00	\$0.00	\$92.50	\$56.64	0.00%	\$79.30	-\$19.30	-\$19.30	\$0.00	



# Vaccine Management Groups

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	A	B	C	D	E		
1	CPT	Units	Total Pmts				
2	90460	1790	\$23.25				
3	90461	1319	\$12.78				
4	90471	206	\$23.45				
5	90472	2	\$18.04				
6	90473	2	\$40.00				
7	90620	35	\$177.76				
8	90633	113	\$34.01				
9	90648	176	\$14.05				
10	90651	122	\$240.02				
11	90670	181	\$211.21				
12	90672	100	\$24.22				
13	90681	84	\$124.75				
14	90686	564	\$18.66				
15	90691	2	\$0.00				
16	90696	70	\$65.65				
17	90698	9	\$105.47				
18	90700	52	\$27.13				
19	90707	54	\$81.98				
20	90710	69	\$228.67				
21	90713	11	\$33.86				
22	90715	69	\$39.74				
23	90716	53	\$144.23				
24	90723	129	\$83.12				
25	90734	81	\$134.60				
26	90744	25	\$25.67				
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Ready							

# Vaccine Management Groups

Immunization Cost Comparison Calculator v1.5 (Dec 2019)															
Instructions at: <a href="https://chipsblog.pcc.com/estimating-the-cost-of-your-vaccine-business">https://chipsblog.pcc.com/estimating-the-cost-of-your-vaccine-business</a>															
Estimated Costs															
Payor		No Medicaid, Patient Pay													
	Admins	Estimated Cost	Actual Payments												
	90460	\$13.00	\$23.25												
	90461		\$12.78												
	90471		\$23.45												
	90472		\$18.04												
	90473		\$40.00												
	90474														
				Costs					Payments			Results			
					Estimated Markup Requirement	125%									
CPT	Name	Vaccine	90461 Usage	Units	Per-Unit Invoice	Estimated Per-Unit Product Costs	Estimated Per-Unit Admin Costs	Total Per-Unit Vaccine Costs	Actual Per-Unit Vaccine Payments	Actual Per-Unit Admin Payments	Total Per-Unit Vaccine Payments	Total Per-Unit Difference	TOTAL DIFFERENCE		
90700	Daptacel	DtaP	2				\$13.00								
90700	Infanrix	DtaP	2	52	\$17.61	\$22.01	\$13.00	\$35.01	\$27.13	\$48.82	\$75.95	\$40.94	\$2,128.86		
90698	Pentacel	DTaP-Hib-IPV	4	9	\$60.22	\$75.28	\$13.00	\$88.28	\$105.47	\$74.38	\$179.85	\$91.58	\$824.21		
90696	Kinrix	DtaP-IPV	3	70	\$40.00	\$50.00	\$13.00	\$63.00	\$65.65	\$61.60	\$127.26	\$64.26	\$4,497.92		
90696	Quadracel	DtaP-IPV	3				\$13.00								
90713	IPOL	E-IPV	0	11	\$34.45	\$43.06	\$13.00	\$56.06	\$33.86	\$23.25	\$57.11	\$1.05	\$11.55		
90632	HAVRIX-ADULT	Hep A Adult	0				\$13.00								
90632	VAQTA-ADULT	Hep A Adult	0				\$13.00								
90633	HAVRIX-PEDS	Hep A Pediatric	0	113	\$26.35	\$32.94	\$13.00	\$45.94	\$34.01	\$23.25	\$57.26	\$11.32	\$1,279.22		
90633	VAQTA-PEDS	Hep A Pediatric	0				\$13.00								
90636	Twinrix	Hep A-Hep B Adul	1				\$13.00								
90743	ENGRIX-B-ADULT	Hep B Adult	0				\$13.00								
90739	HEPLISAV-B	Hep B Adult	0				\$13.00								
90744	ENGRIX B-PEDS	Hep B Pediatric	0	25	\$11.10	\$13.88	\$13.00	\$26.88	\$25.67	\$23.25	\$48.92	\$22.05	\$551.22		
90744	RECOMBIVAX-PEDS	Hep B Pediatric	0				\$13.00								
90648	ActHIB	Hib	0				\$13.00								
90648	Hiberix	Hib	0	176	\$10.05	\$12.56	\$13.00	\$25.56	\$14.05	\$23.25	\$37.30	\$11.74	\$2,066.51		
90647	PedvaxHIB	Hib	0				\$13.00								
90651	Gardasil9	HPV	0	122	\$220.37	\$275.46	\$13.00	\$288.46	\$240.02	\$23.25	\$263.27	-\$25.19	-\$3,072.91		
90686	Fluzone	Influenza 6 months and older PF	0				\$13.00								
90688	Afluria Quadrivalent (3y+)	Influenza (Age 36 months and older)	0				\$13.00								
90686	Afluria Quadrivalent (3y+)	Influenza (Age 36 months and older)	0				\$13.00								
90756	Flucelvax Quadrivalent	Influenza (Age 4 years and older)	0				\$13.00								
90674	Flucelvax Quadrivalent	Influenza (Age 4 years and older) PF	0				\$13.00								
90687	Afluria Quadrivalent (6-35)	Influenza (Age 6 -35 months)	0				\$13.00								

\$29,607.95 ← The Bottom Line!





# Telemedicine

- Some are free
- Some have monthly fee for more than 1 provider
- Some are pricier but will take care of copays and self pay bills before the call even starts.



# Telemedicine



What will insurance pay for telemedicine?



How many telemedicine visits would you do per month?



How hard is it to collect payments from patients?

# Telemedicine

- What data do you need?



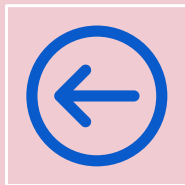
CPT payments for telemedicine



Cost of the platform



How much will it increase your productivity



Will you see 1-2 more patients per day

# Telemedicine

	Telemedicine 1	Telemedicine 2	Telemedicine 3 (Paid version of 2)
Cost of Platform	\$250 per month	Free	\$42 per month
Patient Payments	They collect copays and self-pay fees	You collect all fees	You collect all fees
Video Quality	Great quality video	Better quality video	Good quality video
Virtual Waiting Room	Very customizable virtual waiting room	Standard waiting room	A little more customizable waiting room
# of Providers	Cost per provider	Only 1 provider	2-50 providers



# IPA/PHO/CIN/ACO

- Independent practice association
- Physician-hospital organizations
- Clinically Integrated Network
- Accountable Care Organization





# IPA/PHO/CIN/ACO

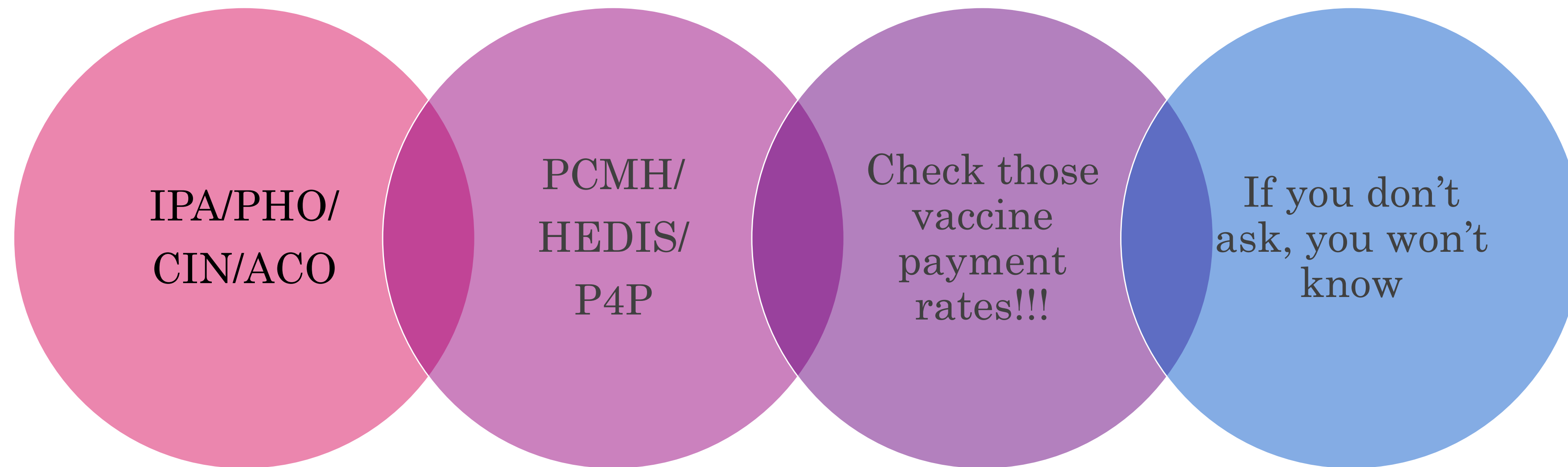
- Will usually negotiate insurance contracts on behalf of the group
- Combine multiple practices for insurance negotiations
- In return, you must meet certain quality measures
- May negotiate vaccine prices and other buying groups (medical supplies, malpractice insurance, health insurance for the business)
- Yearly fee to join

# Insurance Company Negotiations



- What if the insurance company is not a part of your group
- You may have to negotiate by yourself

# Insurance Company Negotiations



Independent Practice Association, Practice Hospital Organization, Clinically Integrated Network, Accountable Care Organizations

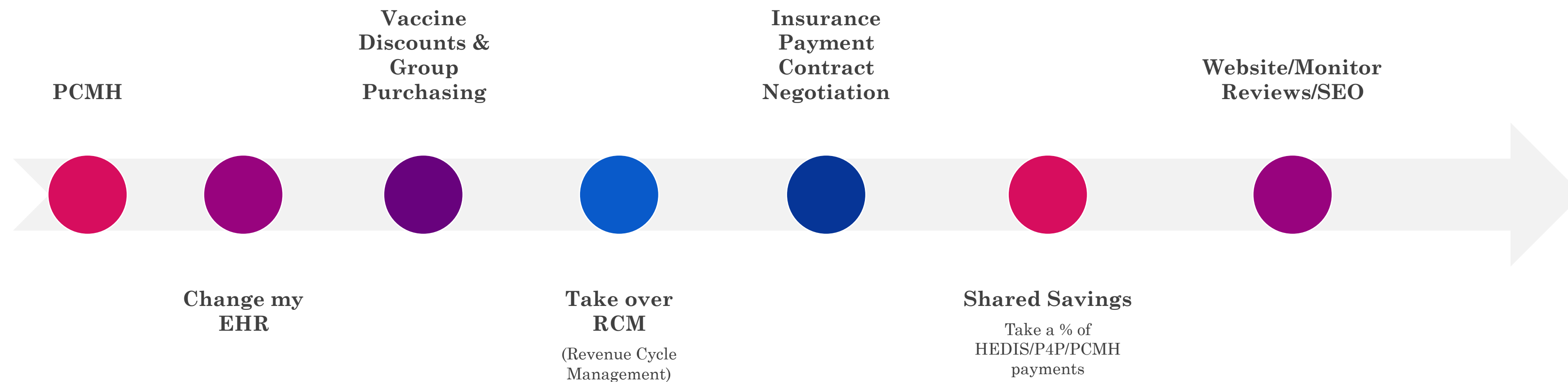




# Large Private Health Systems

- Allow for autonomy, sort of
- Usually require a specific EHR, startup fee, other fees
- Ask what's in it for them
- Why do they want to work with you

# Large Private Health Insurances



Any Questions?