

Improving your reimbursement: Beyond coding

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Part 1

*No disclosures



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Inspiring Quality:

Highest Standards, Better Outcomes

How does a surgeon “maximize reimbursement” in a Fee-for-Service model?

- Work harder
- Work smarter



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How does a surgeon “maximize reimbursement” in a Fee-for-Service model?

- Work harder
 - Generate more RVUs
- Work smarter



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How does a surgeon “maximize reimbursement” in a Fee-for-Service model?

- More RVUs: it’s all about efficiency
 - Maximize your OR efficiency with:
 - Block schedule
 - Turnover
 - Access to the OR outside of elective block time
 - Maximize your clinic efficiency
 - Don’t forget to account for all your non-RVU generating activities



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How does a surgeon “maximize reimbursement” in a Fee-for-Service model?

- Work smarter
- Maximize RVUs billed for work done
- Improve your average conversion factor
- Take advantage of facility reimbursement money
- Understand Commercial Insurance
 - Contracts and Networks
 - Payments
 - Denials and Appeals
- Maximize the value of your APC’s
- Take advantage of non-RVU-based payment (and avoid penalties)



Maximizing billed RVU's

- Assure that your coding is done properly!
- Do not overlook your E/M coding
- Don't trust your coding to just anyone
- Refer to Dr. Mabry's coding lecture from this series

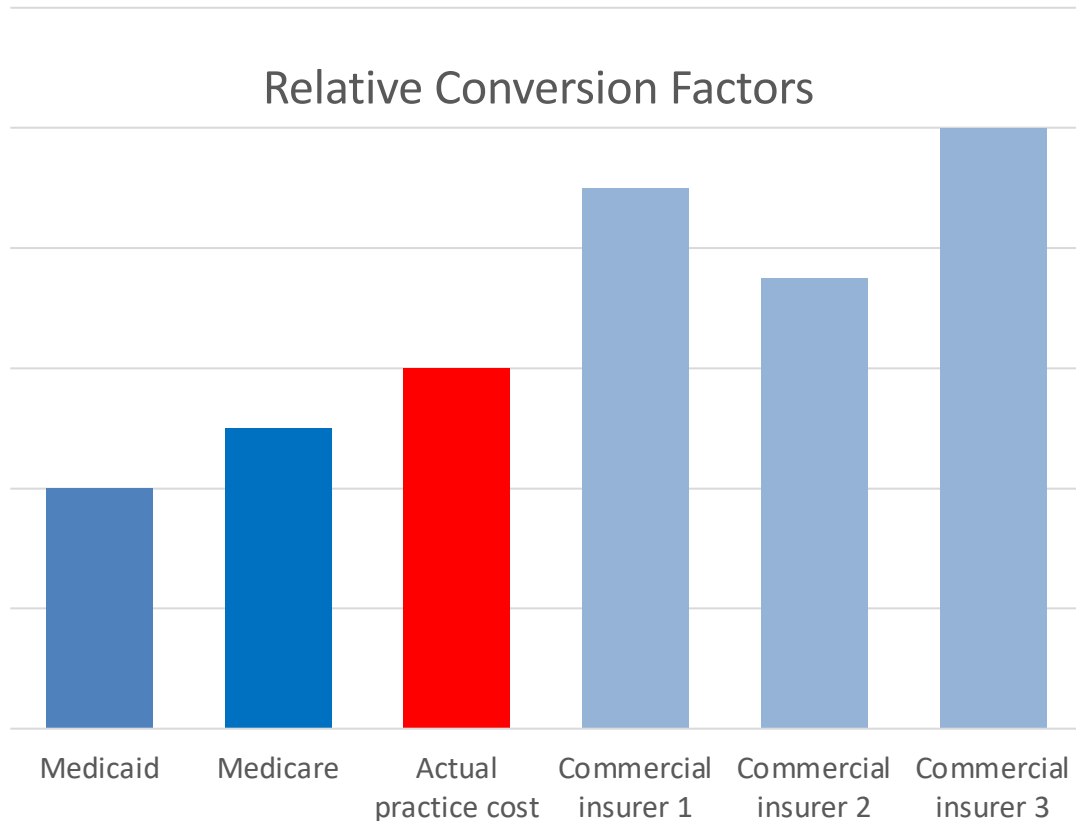


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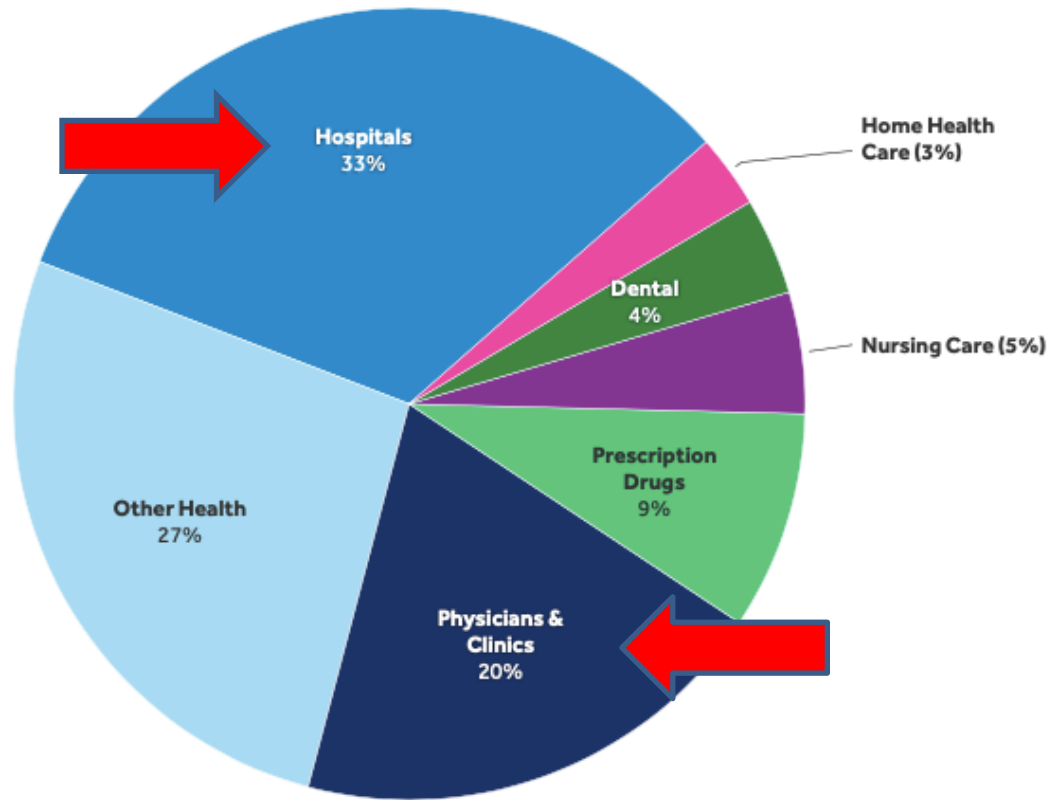
Improve your average conversion factor



- Strategies:
 1. Negotiate better rates
 2. Change payor mix



Take advantage of facility reimbursement



- Consider facility revenue in contract negotiations with hospitals and employers
 - Daily stipend for ER call
 - Know the going rate
 - Stipends for all those non-RVU generating duties



Take advantage of facility reimbursement

- Ownership of facilities and revenue-generating equipment
 - Ambulatory Surgery Centers
 - Imaging facilities and equipment
 - Rehabilitation/Post-acute care
 - Wound care centers
 - Durable medical equipment



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Take advantage of facility reimbursement: Shift high-value, low-risk procedures from facility to office

- Laparoscopic cholecystectomy
 - CPT 47562
 - 19.00 RVU
 - There is no non-facility payment rate
- Endovenous laser ablation of saphenous vein
 - CPT 36478
 - 8.08 RVU (facility)
 - 34.34 RVU (non-facility)



Summary: work harder – work smarter

– More RVUs: it's all about efficiency

- Maximize your OR efficiency
- Maximize your clinic efficiency
- Account for all your non-RVU generating activities

-- Work Smarter:

- Maximize RVUs billed for work done
- Improve your average conversion factor
- Take advantage of facility reimbursement money



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