

VACCINES AS A PROFIT CENTER

RICHARD LANDER, MD, FAAP

FINANCIAL DISCLOSURE

- NATIONAL DISCOUNT VACCINE ALLIANCE A GPO
CO-FOUNDER
- CONSULTANT
- SANOFI
- MERCK
- WYETH
- MEDIMMUNE
- NOVARTIS

VACCINES

- GREATEST ADVANCE IN PEDIATRICS OF THE LAST 50-60 YEARS
- EVIDENCE BASED
- when did you last see epiglottitis or
- measles encephalopathy or
- polio

- LOWER THE INCIDENCE OF INFECTIOUS DISEASES
- DECREASES MORTALITY & MORBIDITY
- DECREASES HEALTHCARE COSTS BY LOWERING HOSPITALIZATIONS
- DECREASES DAYS LOST IN WORKFORCE

- BRING PATIENTS INTO THE OFFICE
- ADDITIONAL REVENUES
- PRESERVATION OF MEDICAL HOME

- MEDICAL HOME
- ONE LOCATION FOR PATIENT RECORDS
- PEDIATRICIAN WHO KNOWS FAMILY
- RETAIL BASED CLINIC
- NO DOCTOR
- 24 HOUR AVAILABILITY?

VACCINE PROBLEMS

- PRIVATE SECTOR
 - keeping appointments
 - too busy
 - unaware of importance
 - unfounded fears-autism

VACCINE PROBLEMS

- CONSUMER DRIVEN HEALTH PLANS
- HIGH DEDUCTABLE
- PATIENT'S RESPONSIBILITY
- PRIORITIES?
- VACCINES SHOULD BE 1ST \$ SPENT

VACCINE PROBLEMS

- SECOND LARGEST PRACTICE EXPENSE
- POOR PAYMENT FROM MCO
- DELAYED PAYMENTS DEPENDENT ON MCO

VACCINE SOLUTIONS

- CODE CORRECTLY
- IDENTIFIES WHAT YOU HAVE DONE
- ALLOWS PROPER REIMBURSEMENT
- HELPFUL FOR HEDIS
- HELPFUL FOR P4P

VACCINE SOLUTIONS

- CODING
- DON'T FORGET TO USE THE E & M
- CPT CODE
- WELL VISITS 99381-99395
- SICK VISITS 99201-99215
- DON'T USE 99211 UNLESS A SEPARATE SERVICE IS PROVIDED

VACCINE SOLUTIONS

- CODING THE 99211
- I THOUGHT YOU JUST SAID NO!
- I DID BUT
- IF THE TIME SPENT COUNSELING IS FAR EXCESSIVE OF THE AMOUNT OF TIME PREVIOUSLY INCLUDED IN THE RVU FOR THE ADMINISTRATION CODE DOCUMENT THE TIME

VACCINE SOLUTIONS

- CODING THE 99211
- IF EXCESSIVE TIME HAS BEEN SPENT COUNSELING AND THE FAMILY REFUSES THE VACCINE
- DOCUMENT THE TIME (5 MINUTES)
- USE v64.06 FOR VACCINE REFUSED BY CAREGIVER

VACCINE ADMINISTRATION

- Not only do we need to obtain good fees for the vaccines we give but we must also have good fees for administering them
- We need to be paid properly for the product and the service (administration)

CPT 2011

- CPT codes 90465-8 are deleted
- CPT codes 90471-4 have had changes
 - Used for anyone 19y/o and older
- CPT codes 90460-1 are used for anyone under the age of 19y/o with counseling given by a healthcare professional

CPT 2011

- The definition of a healthcare professional has been defined by the AMA however each state will have their own requirements-
- Physician
- RN, LPN
- Certified medical assistant

CPT 2011

- The new vaccine administration codes are now determined by the number of antigens in the vaccine
- As an example if you gave the MMR (90707)
 - 90460 for the first antigen
 - 90461 for the second antigen
 - 90461 for the third antigen

VACCINE ADMINISTRATION

- MMR (CPT 90707) with 3 antigens could be coded as
- 90460, 90461, 90461 or
- 90460 and 90461 listed as 2 units
- As of today many of the Managed Care Organizations have not determined how we should code the 90461

CPT 2011

- If you gave the MMR (90707) and Human papilloma virus (90649) you would code
- MMR with 90460,90461,90461
- HPV –Gardasil with 90460, 90461,90461 and 90461
- a. true b. false

CPT 2011

- b. false
- Although the HPV-Gardasil has 4 serotypes it only has one antigen therefore the correct vaccine administration code is:
- 90460

FINANCIAL IMPLICATIONS OF 90460-1

- 90465 and 90471 had/have RVU of .68
- at 100% Medicare=\$24.54
- 90466 and 90472 had/have RVU of .34
- at 100% Medicare=\$12.27
- 90460 has RVU of .68
- 90461 has RVU of .34

FINANCIAL IMPLICATIONS OF 90460-1

- MMR 90707 with 90471 at 100% of Medicare equates to \$24.54
- MMR with 90460,61,61 at 100% of Medicare equates to $\$24.54 + 12.27 + 12.27 = \49.08
- Will the MCO pay as 100% of the RVU?

VACCINE SOLUTIONS

- CHECK YOUR EOB'S FOR ACCURACY
- KEEP CURRENT ON VACCINE PRICES
- MAINTAIN LOWER INVENTORY?
- LESS MONEY OUT BUT
- NEED TO BRING PATIENTS BACK
- ADDITIONAL CO-PAY
- LOST OPPORTUNITY

VACCINE SOLUTIONS

- NEGOTIATE PURCHASE PRICE
- VACCINE PURCHASING GROUPS
- YOUR GROUP IF LARGE ENOUGH

VACCINE SOLUTIONS

- NEGOTIATE MCO CONTRACT
- IF CAPITATED GET CARVEOUT
- UTILIZE AAP BUSINESS PLAN FOR VACCINES 17-24% OVER COST
- AWP VS ASP VS CDC PUBLIC SECTOR PRICE
- CHAPTER PEDIATRIC COUNCILS OR NATIONAL AAP

VACCINE SOLUTIONS

- MCOS
- DON'T FORGET OUR STRENGTH
- PEOPLE CHOOSE PLANS BY OBS
- AND PEDIATRICIANS
- LIVE AND DIE BY HEDIS REPORTS
- WE ARE SMALL PIECE OF THE PIE

VACCINE SOLUTIONS

- Opportunity for annual examination
- Opportunity to discuss health risks
- How do you do that?
 - Have staff check well visit dates
 - Computer-driven recall system
 - Review the chart when they are in for a sick visit

VACCINE SOLUTIONS

- SMALLER INVENTORY?
- SHORTAGES
- NEED RECALL SYSTEM
- CHARGE ANOTHER CO-PAY?

TAKE HOME MESSAGE

- IMPORTANT TO VACCINATE BUT
- PEDIATRICIANS SHOULD NOT LOSE MONEY WHEN VACCINATING