VACCINES AS A PROFIT CENTER

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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
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
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
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 EOBS 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 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