

A grayscale background image showing a person in a white lab coat holding a tablet. The person's hands are visible, with one hand holding the tablet and the other pointing at the screen. The person is wearing a ring on their finger. The image is partially obscured by a blue overlay on the left side.

InfoDive

COVID-19 Reporting: Essential Analytics to Support LUGPA Practices

Presenter:
Cass Schaedig, Vice President, Provider Analytics

Disclaimer

- Information presented is done solely for informational and educational purposes
- Information should not be relied upon for purposes of regulatory compliance or as a guarantee for increased revenues or practice successes or failures
- Information provided herein does not constitute and should not substitute for legal advice; Practice should consult with Practice's own legal and regulatory counsel regarding all applicable legal and regulatory requirements
- All sample reports have blinded data, patient and provider identifiers have been given fictitious IDs and names

COVID-19 and Medical Practices

Sequestration
Temporary removal of sequestration

Reduced Patient Volume
Impact on staffing and revenue



Government Stimulus
Free money?.....strings attached

Telemedicine
Practice redesign

COVID-19 Reports



COVID-19

Last Data Submission:

Apr 29, 2020

Portal Updated on:

Apr 29, 2020

Reports in this area
contain all service dates
and are not limited to
completed months

Financial

- CARES Act Provider Relief Fund
- Impact of COVID-19 on Practice Revenue
- Impact of Telemedicine on E & M Visits
- Impact of Surgical Case Reduction
- Sequestration on Medicare Allowable without MIPS Adjustments

Productivity

- Key Metrics - Recent 8 Weeks*
- Patient Volume by Visit Type*
- Telemedicine Summary

Pick A Metric

- 1 Metric Crosstab*
- Tabular*

Resources

- CMS General Provider Telehealth and Telemedicine Tool Kit
- Telemedicine Visit Types

***Multiple reports**

CARES Act Provider Relief Fund – Round 1

- Payments received Friday, April 10th (“*HHS STIMULUS*”)
- Estimates are based on full Medicare Allowable for 2019 services including drugs.
- Average per Urologist (based on 800+ physicians) is \$31K
- Practices in geographic areas with high penetration of Medicare Advantage plans did not receive as much (applies to Traditional Medicare only)

Urology Center CARES Act Provider Relief Fund

The calculation used to estimate your CARES Act Provider Relief Fund is (Practice 2019 Medicare FFS Payments without MIPS Adjustments)/\$484,000,000,000 x \$30,000,000,000 = Payment Amount

2019 Medicare Allowable	Projected Relief Amount	80% of Medicare Allowable	Sequestration (Applied to 80% of Med Allow)	2019 Medicare Net Payment Amount
\$3,185,819	\$197,468	\$2,548,655	-\$50,973	\$2,497,682

This is a 5 doctor practice with 42% of revenue from Traditional Medicare

Financial Impact of Temporary Suspension of Sequestration

- Sequestration will be paused from May 1, 2020 through December 31, 2020
- CMS will extend the sequestration through 2030 so this is simply delaying the end of sequestration
- 2% sequestration is taken against the amount Medicare pays after 20% coins/patient responsibility and MIPS adjustments are applied

Payer Class: Medicare
Service Month: May - Dec 2019

Sequestration on Medicare Allowable

Service Month	Medicare Allowable	80% Medicare Allowable	Sequestration
Total	\$2,100,794	\$1,680,636	\$-33,613
2019-05	\$244,154	\$195,323	\$-3,906
2019-06	\$238,846	\$191,077	\$-3,822
2019-07	\$237,237	\$189,789	\$-3,796
2019-08	\$273,268	\$218,614	\$-4,372
2019-09	\$241,381	\$193,105	\$-3,862
2019-10	\$288,515	\$230,812	\$-4,616
2019-11	\$261,980	\$209,584	\$-4,192
2019-12	\$315,413	\$252,330	\$-5,047

Projecting Impact COVID-10 on Practice Revenue

Service Year: 2020

Impact of COVID-19 on Practice Revenue Based on 6 weeks post COVID-19

Pre COVID-19: 2020/01/05 - 2020/03/14
Post COVID-19: 2020/03/15 - 2020/04/19

Provider Type	% Collection on Charges Pre Covid-19	Avg Weekly Charges Pre Covid-19	Avg Weekly Charges Post Covid-19	Avg Weekly Payments Pre Covid-19 *	Avg Weekly Payments Post Covid-19 *	Avg Impact per Week Charges	Avg Impact per Week Payments *	Total Impact Charges	Total Impact Payments *	% Impact *
Total	30%	\$487,650	\$302,638	\$147,845	\$91,753	\$-185,012	\$-56,092	\$-1,110,070	\$-336,550	-38%
Mid-Level	33%	\$93,803	\$62,188	\$31,048	\$20,584	\$-31,614	\$-10,464	\$-189,687	\$-62,784	-34%
Physician	30%	\$393,848	\$240,450	\$116,611	\$71,193	\$-153,397	\$-45,418	\$-920,384	\$-272,509	-39%

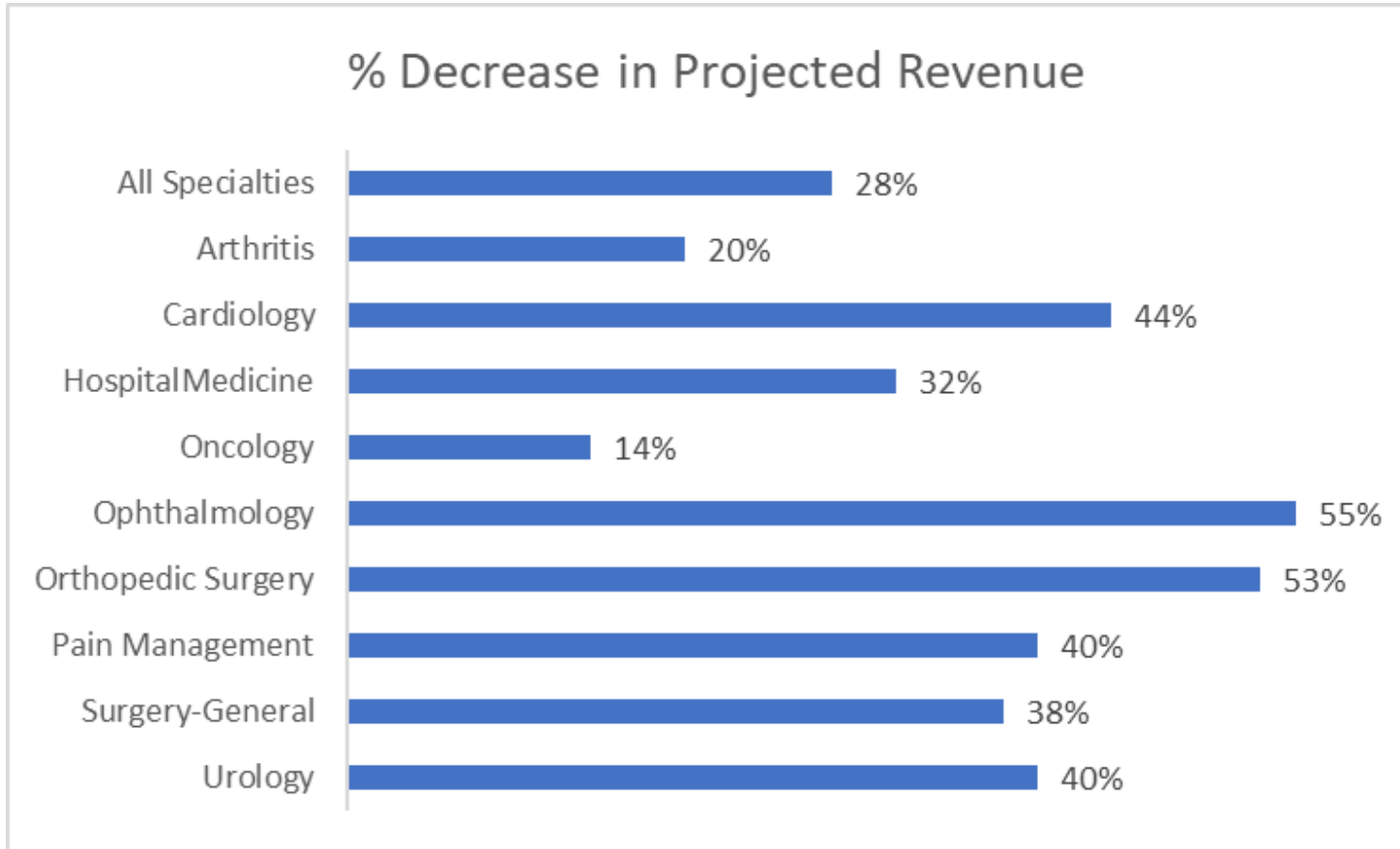
***Payment calculations based on % Collection for pre COVID-19 adjudicated charges**

Data extracted on Apr 29, 2020

Portal Path: InfoDive -> COVID-19 -> Impact of COVID-19 on Practice Revenue

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Impact of COVID-19 on Revenue by Specialty



Telemedicine – Variations in Reimbursement

Payment Rates are Based on 2020 National Averages						
CPT	Non Facility Fee	Facility Fee	% Reduction if billed as POS 02	Phone CPT Code Used by InfoDive Report	Telephone Fee	% Reduction if done as telephone call
99201	\$46.56	\$27.07	-42%	99441 PHONE E/M 5-10 MIN	\$14.44	-69%
99202	\$77.23	\$51.61	-33%	99441 PHONE E/M 5-10 MIN	\$14.44	-81%
99203	\$109.35	\$77.23	-29%	99442 PHONE E/M 11-20 MIN	\$28.15	-74%
99204	\$167.10	\$132.09	-21%	99442 PHONE E/M 11-20 MIN	\$28.15	-83%
99205	\$211.13	\$172.51	-18%	99443 PHONE E/M 21-30 MIN	\$41.14	-81%
99211	\$23.46	\$9.38	-60%	99441 PHONE E/M 5-10 MIN	\$14.44	-38%
99212	\$46.20	\$26.35	-43%	99441 PHONE E/M 5-10 MIN	\$14.44	-69%
99213	\$76.15	\$52.33	-31%	99442 PHONE E/M 11-20 MIN	\$28.15	-63%
99214	\$110.44	\$80.48	-27%	99442 PHONE E/M 11-20 MIN	\$28.15	-75%
99215	\$148.33	\$113.68	-23%	99443 PHONE E/M 21-30 MIN	\$41.14	-72%

Modeling Shift to Telemedicine using InfoDive[®]

- User can enter percentages for 3 scenarios to simulate shifts using historical data
 - Attrition: Visits that won't occur at all
 - Telehealth: Visits that will be done via telehealth and billed with modifier 95, GT, GQ, G0 or POS 02
 - Telephone: Visits that will be done via telephone only
- Ability to model impact on specific locations or providers
- Does not include the financial impact of changes to non-E&M services

Modeling Shift to Telemedicine using InfoDive®

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>> You are here: COVID-19 → Financial → Impact of Telemedicine on E & M Visits

Provider Group	All Values (1)	Provider Type	All Values (3)	Provider Status	All Values (2)	Specialty	All Values (7)
Provider	All Values (38)	Place of Service	Doctor's Office (11)	Location Name	All Values (13)	Financial Class	All Values (10)
Payer Primary	All Values (29)	Service Year	All Values (3)	EM Category	New and Established		

Service Month

All Values (31)
Recent 12
Current Year
Last YTD
Last Year
Previous Year
2020-02
2020-01
2019-12
2019-11
2019-10
2019-09
2019-08
2019-07
2019-06
2019-05
2019-04
2019-03
2019-02
2019-01

Week Range

All Values (5)
2019/04/28 - 2019/05/04
2019/04/21 - 2019/04/27
2019/04/14 - 2019/04/20

Attrition % 10 Telehealth % 20 Telephone % 30 Go



Place of Service: Doctor's Office (11)
Service Month: 2019-04
EM Category: New and Established
Attrition %: 10
Telehealth %: 20
Telephone %: 30

Impact of Telemedicine on E & M Visits

Week Range	Visits - EM	New Patients	Est Patient Visits
Total	4,170	357	3,814
2019/03/31 - 2019/04/06	911	71	840
2019/04/07 - 2019/04/13	822	82	740
2019/04/14 - 2019/04/20	1,032	83	950
2019/04/21 - 2019/04/27	994	83	911
2019/04/28 - 2019/05/04	411	38	373

Visits EM				
Attrition	Shift to Telehealth	Shift to Telephone	Office Remaining	Office, Telehealth, & Telephone
-417	834	1,251	1,668	3,753
-91	182	273	364	820
-82	164	247	329	740
-103	206	310	413	929
-99	199	298	398	895
-41	82	123	164	370

Medicare Allowable					
Current	Attrition	*Shift to Telephone	Impact	Projected	% Impact
\$441,085	\$-44,109	\$-96,323	\$-140,432	\$373,615	-31.8%
\$96,001	\$-9,600	\$-20,948	\$-30,549	\$81,305	-31.8%
\$89,028	\$-8,903	\$-19,533	\$-28,435	\$75,470	-31.9%
\$108,957	\$-10,896	\$-23,740	\$-34,636	\$92,276	-31.8%
\$104,559	\$-10,456	\$-22,838	\$-33,294	\$88,549	-31.8%
\$42,540	\$-4,254	\$-9,264	\$-13,518	\$36,014	-31.8%

*Telephone CPTs used for E&M replacements are 5 - 10 minutes (levels 1&2), 11 - 20 minutes (levels 3&4), 21 - 30 minutes (level 5)

Monitoring Billing and Reimbursement

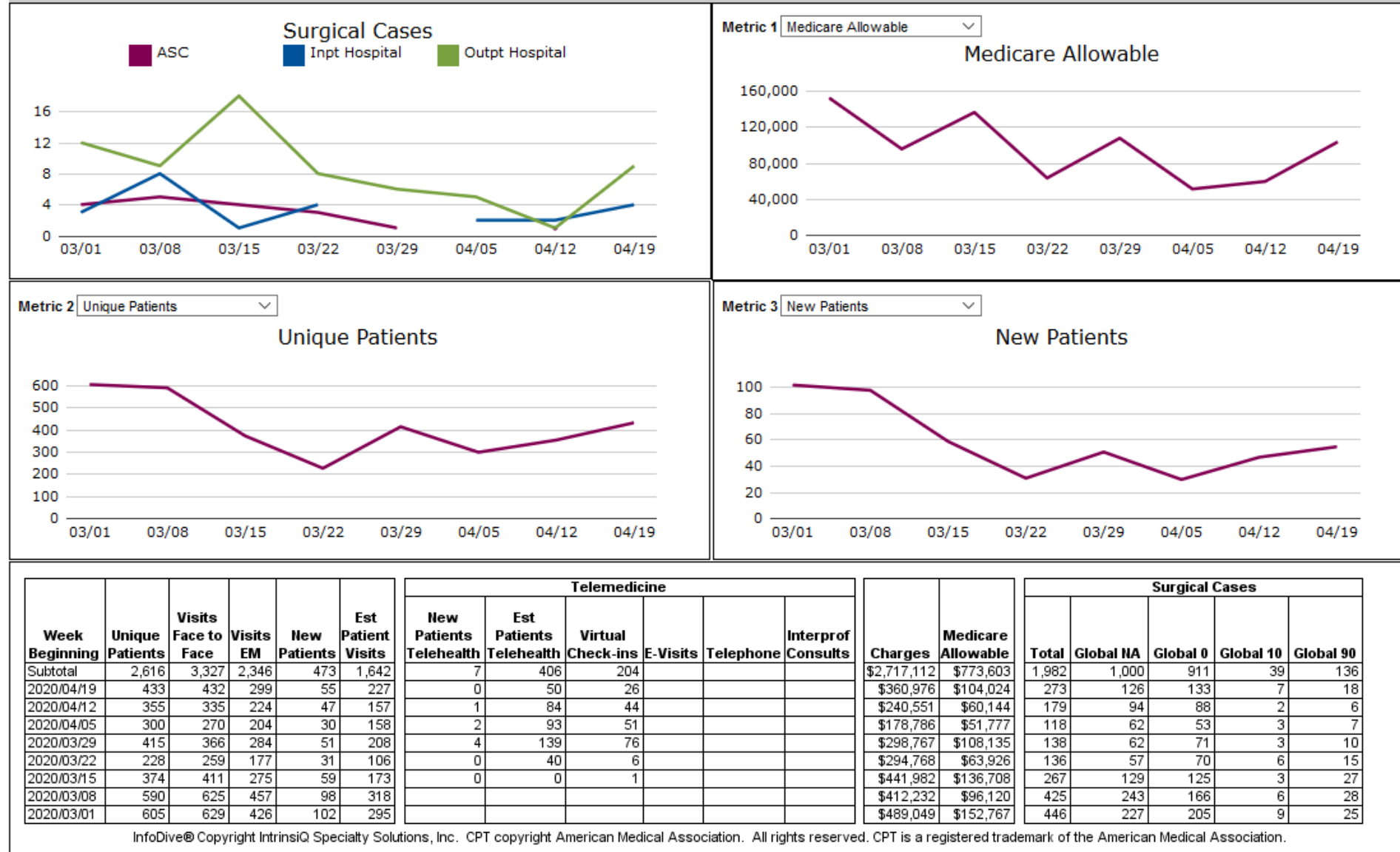
Urology Center Telemedicine Summary

Telemedicine Type: All Telemedicine Types
Service Month: Recent 12 Months

Telemedicine Type	Financial Class	Unique Patients	Visits - EM	New Patients	Est Patient Visits	Charges	Payments	Adjustments	Paid % of Medicare	Units	Charges Per Unit	Payments Per Unit ^	Medicare Allowable Per Unit
Total		147	125	2	118	\$20,413.00	\$1,011.32	\$1,622.13	132.7%	147	\$138.86	\$55.62	\$50.43
Telehealth	Commercial	52	52	2	50	\$8,723.00	\$706.45	\$1,314.10	129.6%	52	\$167.75	\$75.14	\$52.79
Telehealth	Medicaid	3	3		3	\$580.00	\$49.87	\$117.13	100.9%	3	\$193.33	\$49.87	\$58.36
Telehealth	Medicare	38	38		38	\$6,085.00	\$20.00			38	\$160.13		\$67.36
Telehealth	Medicare Advantage	24	24		24	\$3,804.00	\$160.00			24	\$158.50		\$58.50
Telehealth	Self Pay	3	3		3	\$501.00		\$179.32		3	\$167.00		\$49.43
Telehealth Total		120	120		118	\$19,693.00	\$936.32	\$1,610.55	125.4%	120	\$164.11	\$70.93	\$58.60
Telephone	Commercial	3	3			\$90.00				3	\$30.00		\$16.79
Telephone	Medicare Advantage	2	2			\$80.00				2	\$40.00		\$25.11
Telephone Total		5	5			\$170.00				5	\$34.00		\$20.12
Virtual Checkin	Commercial	3				\$75.00	\$25.00	\$11.58	198.0%	3	\$25.00	\$25.00	\$12.63
Virtual Checkin	Medicare	13				\$325.00				13	\$25.00		\$12.83
Virtual Checkin	Medicare Advantage	5				\$125.00	\$25.00		198.0%	5	\$25.00		
Virtual Checkin	Self Pay	1				\$25.00	\$25.00		198.0%	1	\$25.00		
Virtual Checkin Total		22				\$550.00	\$75.00	\$11.58	198.0%	22	\$25.00		

Payer	Service Date	CPT	Modifiers	Place of Service	Total Payments
Payer A	2020-04-01	99213	95	Telehealth (02)	\$49.01
Payer A	2020-04-07	99213	95	Doctor's Office (11)	\$119.02
Payer A	2020-04-07	99213	95	Doctor's Office (11)	\$69.02
Payer B	2020-03-31	99213	95	Telehealth (02)	\$61.44
Payer B	2020-04-01	99213	95	Doctor's Office (11)	\$162.36
Payer B	2020-04-01	99213	95	Telehealth (02)	\$61.44
Payer C	2020-03-31	99213	95	Doctor's Office (11)	\$69.02
Payer C	2020-04-01	99213	95	Telehealth (02)	\$49.01
Payer C	2020-04-02	99213	95	Doctor's Office (11)	\$69.02
Payer C	2020-04-06	99213	95	Doctor's Office (11)	\$69.02

8 Week Trend Dashboard



Impact on Surgery Volume and Revenue

Urology Center Charges by Week Beginning

CPT with Description	Total	2020/03/01	2020/03/08	2020/03/15	2020/03/22	2020/03/29	2020/04/05	2020/04/12	2020/04/19
Total	548,024	114,862	105,646	104,442	71,118	39,682	51,950	53,935	6,389
52356 CYSTO/URETERO W/LITHOTRIPSY	73,000	11,000	12,000	14,000	8,000	7,000	7,000	12,000	2,000
52332 CYSTOSCOPY AND TREATMENT	52,500	10,500	9,000	8,500	7,000	5,500	4,000	7,000	1,000
50590 FRAGMENTING OF KIDNEY STONE	46,165	11,871	5,276	7,914		5,276	13,190	2,638	
55866 LAPARO RADICAL PROSTATECTOMY	40,830	8,166	12,249	12,249	8,166				
52353 CYSTOURETERO W/LITHOTRIPSY	30,845	5,970	4,975	2,985	1,990	7,960	3,980	995	1,990
50545 LAPARO RADICAL NEPHRECTOMY	18,942	6,314	3,157	6,314				3,157	
52648 LASER SURGERY OF PROSTATE	17,754	6,456	4,842	3,228		1,614	1,614		
38571 LAPAROSCOPY LYMPHADENECTOMY	14,872	3,718	3,718	3,718	3,718				
52352 CYSTOURETERO W/STONE REMOVE	14,722	866	2,598	4,330	866		2,598	2,598	866
50543 LAPARO PARTIAL NEPHRECTOMY	13,984		6,992	3,496	3,496				
52601 PROSTATECTOMY (TURP)	11,880		3,960	1,980	1,980			3,960	
52442 CYSTOURETHRO W/ADDL IMPLANT	11,475	7,425			4,050				
52441 CYSTOURETHRO W/IMPLANT	10,080	6,720			3,360				
52240 CYSTOSCOPY AND TREATMENT	9,488		2,372			1,186	2,372	3,558	
52310 CYSTOSCOPY AND TREATMENT	7,518	537	537			2,685	2,685	1,074	
52351 CYSTOURETERO & OR PYELOSCOPE	7,380	2,952	738			2,214		1,476	
11004 DEBRIDE GENITALIA & PERINEUM	6,940	1,388	2,776		2,776				
52234 CYSTOSCOPY AND TREATMENT	6,936	578		1,734	578	578		3,468	
55700 BIOPSY OF PROSTATE	6,916	3,952	494	1,976	494				

Prepare for Audits

- Government Funds (APP, PPP, EIDL, Provider Relief)
 - Work with accounting resource/expert
 - Create separate account/journal entry for each bucket of money
 - Document what is and isn't acceptable expenses for each
 - Maintain detailed accounting of all expenses, for example:
 - Supplies and PPE
 - Telehealth software
 - Payroll
 - FTE count
- Practice Management System
 - Create new adjustment codes
 - Monitor telemedicine denials
 - Track no shows/cancellations



Thank You.

Q & A

Contact Information

Learn more about InfoDive: Sales@Intrinsiq.com

InfoDive Support: InfoDiveSupport@Intrinsiq.com



Where knowledge,
reach and partnership
shape healthcare delivery.