

Dry Needling

- Guidelines for Michigan Practices
 - Agile Case Set Up
 - Documentation
 - Coding
 - Billing

CPT Code

Effective January 1, 2020

20560 – Needle insertion(s) without injections(s), 1 or 2 muscle(s)

20561: Needle insertion(s) without injection(s), 3 or more muscle(s)

Service Based Codes (untimed)

Unless specifically instructed to do so, *in writing*, by the payer:

- DO NOT code as 97140
- DO NOT use any other CPT code

Coverage

Not covered by Medicare

- CMS Statement: “We are not finalizing these codes as “always” or “sometimes” therapy services because dry needling services are non-covered unless otherwise specified through a national coverage determination (NCD). Please refer to the NCD Manual, Section 30.3.”
- Because codes are non-covered, an Advance Beneficiary Notice (ABN) is not required. However, a voluntary ABN may be issued prior to delivery of the service.

Most commercial insurances classify as experimental/non-covered

- Check payer requirements for required forms re: notice of non-coverage

Auto / Work Comp – some will cover

- Verify coverage & coding requirements with payer

Administrative Considerations

- Have you discussed the following with your FOC(s)?
 - Scheduling considerations
 - 1:1 and length of visit
 - Patient forms specific to dry needling
 - How to set up dry needling cases in Agile
 - dry needling only vs dry needling w/PT
 - Requirement to collect fees at time of service



Safety & Infection Control Considerations

Is there appropriate PPE available for dry needling?

Is there an established process including appropriate cleaners to maintain infection control?

Have you/your staff reviewed accidental needle-stick protocol?

Needle Disposal Program

Establish a needle disposal program at your clinic.

Needle disposal companies (*e.g. Stericycle*) will:

- Provide OSHA compliant storage containers
- Keep record of disposals for the site.

This is an OSHA *and* Infection Control requirement

If you need assistance in establishing a needle disposal program you can contact Gretchen Walsh, Christa Bringas, or Tiffany Warden.

Complimentary Dry Needling

- We can offer one complimentary dry needling treatment for patients to determine if this is a service they would benefit from. This complimentary treatment should be logged, and the log retained for auditing purposes.

Current Patient being seen for PT and DN

When a current patient is being seen concurrently for physical therapy treatment and dry needling during a visit, the documentation and billing can be added in the daily note.



Factors to consider:

scheduled management – allocate sufficient time for DN in addition to PT time

documentation in the treatment log/daily note for the addition of the dry needling

adding the charge for dry needling to the case.

**Current
Patient
being seen
for PT and
DN**

Time Based Totals | 45 | 3

Visit Totals

Enter your Total Time for this visit: Minutes

Treatment Totals:	Minutes	Units
	45	3

Supplies	Diagnosis	* Qty	Unit Price	Total Price
<input type="text" value="-Select-"/>				

[Add Self-Paid Treatment](#)

SOAP Note - 10/22/2019

- Therapists will complete the time-based treatment portion of the daily note and enter the total time for the visit.
- Under the total treatment time, therapists will select the Add Self-Pay Treatment button.

Current Patient being seen for PT and DN

Self-Paid treatments

Visit Based Treatments

CPT Code	Description	Diagnosis	* Minutes	Units	No Charge
-Select-					
Visit Based Totals			0	0	

Time Based Treatments

CPT Code	Description	Diagnosis	* Minutes	Units	No Charge
-Select-					
Time Based Totals			0	0	

Supplies

Supplies	Diagnosis	* Qty	Unit Price	Total Price
dn				

DN20560 - Needle insertion(s) without injection(s), 1 or 2 muscle(s)
 DN20561 - Needle insertion(s) without injection(s), 3 or more muscle(s)

- This will open the Self-Paid Treatment section of the Daily Note. Dry needling will be added to the Supplies section of Self-Paid Treatments
- Enter DN20560 or DN20561 in the drop down based on the number of muscles dry needled in the session. Click “Submit” to charge the account

Current Patient being seen for PT and DN

Supplies	Diagnosis	* Qty	Unit Price	Total Price
DN20560 - Needle insertion(s) without injection(s), 1 or 2 muscle(s)	<div> <div>M54.16-Radiculopathy, lumbar region ×</div> <div>M54.5-Low back pain ×</div> <div>M25.60-Stiffness of unspecified joint, not elsewhere classified ×</div> <div>M62.81-Muscle weakness (generalized) ×</div> </div>	<div>+</div> <div>1</div>	\$25.00	\$25.00

- Once submitted, the daily note will look similar to the below example:

Treatments Paid by Insurance

Visit Based Treatments

CPT Code	Description	Diagnosis	* Minutes	Units	No Charge
20					
20560	- Needle insertion(s) without injection(s), 1 or 2 muscle(s)				
20561	- Needle insertion(s) without injection(s), 3 or more muscle(s)				
Based Totals			0	0	

Billing for dry needling in Agile

- In the event an insurance company (work comp/auto) confirms they will pay for dry needling, charges should be entered in the same way you enter other CPT codes for treatment.

AgileRPM

CasesPatientsScheduleFinancialReportsAdminWork Queue

1 Battle CreekKathryne Avery

Search Cases

+ New Case

Case List

Cases

Case ID	Last Name	First Name	DOB	MRN	Location	Clinician	Discipline	Type	Referral DX	D/C Date	Actions
							All	All		All	

New Patient coming in for Dry Needling only

- Go to “Cases” to determine if patient has been seen at your clinic before
 - Outstanding balances will need to be paid before treatment begins.

New Patient coming in for Dry Needling only

- Even if the patient has been seen before, click “New Case”, “Non-Documentation”

The screenshot shows a web application window titled "Create a new Case". Inside the window, there is a "Case Type" section with two tabs: "Documentation" and "Non-Documentation". The "Non-Documentation" tab is currently selected and highlighted in green. Below the tabs, there are six input fields arranged in two rows. The first row contains fields for "First", "Middle", and "Last" names. The second row contains fields for "Birthdate", "Home Phone", and "Medical Record Number". A "Go" button is located below the "Birthdate" field. To the right of the "Medical Record Number" field, there is a note: "When searching by MRN, enter the entire MRN and leave the other fields blank".

Create a new Case

? Case Type Documentation Non-Documentation

First Middle Last

Birthdate Home Phone Medical Record Number

Go

When searching by MRN, enter the entire MRN and leave the other fields blank

New Patient coming in for Dry Needling only

- Fill in Name (First/ Last), DOB, Home Number – Select “Go”
 - Click on patient name if listed on the left side
 - If it is a new patient click “Create New Patient”
 - If the patient has been seen before click on the patients name under Possible Matches
- The new case will build and generate in the tab
- Fill in patient demographics and all other account sections as you normally would

Create a new Case

? Case Type

Documentation

Non-Documentation

First

Middle

Last

Katie

Smith

Birthdate

Home Phone

Medical Record Number

01/11/1990

(123) 456-7890

Go

When searching by MRN, enter the entire MRN and leave the other fields blank

Possible Matches:

Justin Shannon (01/11/1990) MRN 0070255

Judith Smith (10/27/1946) MRN 0074471

Kathy Seaman (02/04/1953) MRN 0067958

Katie Smith (12/01/1964) MRN 0116661

or

Create New Patient

New Patient coming in for Dry Needling only

You are currently working on a Training Environment. This data can be changed safely.

AgileRPM

Cases Patients Schedule Financial Reports Admin Work Queue

1 Battle Creek Kathryn Avery

Case: 233782

New Case

Home

Patient

Referral

Insurance 2

Account

Appointments

Clinical Notes

Case Files

Reports

Financial Summary

Patient Profile

Actions

Discharge

Delete Case

Case: 233782 - Katie Smith

Non-Documentation

Clinician: not assigned
Location: not assigned

Select an existing coverage to edit, or click add and use the form below to create a new coverage.

ID	Start	End	Guarantor	Primary	Secondary	Tertiary	Pat. Pay	Status
237573	02/05/2018	12/31/2018	Katie Smith				<input checked="" type="checkbox"/>	Active

Coverage Details for 02/05/2018 to 12/31/2018

Add Coverage

Guarantor: Katie Smith - 1/11/1990

Start: 02/05/2018

End: 12/31/2018

Patient Pay: ☒

Cancel Update Coverage

Notes

Policy:

Note:

Add Note

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- ***Do not put medical insurance on file – most payers will not cover***
- Set up as “Self-Pay”.
- Treatment must be paid for at the time of service.
- A revenue cycle support ticket will need to be generated to post the payment to the charge created at each visit.

Scheduling

Dry Needling Only

Schedule 1:1 w with clinician

Generally 15-30 minutes in length

Double-check with treating clinician for appropriate scheduling

Dry Needling w/PT Treatment

Schedule the dry needling with the regular therapy case

Allow for extra time for Dry Needling

Try not to double book the appointment to make sure clinician has adequate time

Double-check with treating clinician for appropriate scheduling

Michigan Direct Access

1

Many “Dry Needling Only” patients will access the treatment under direct access guidelines

2

Limited to 21 calendar days or 10 treatment days (whichever is shorter)

3

Referral required for ANY treatment occurring outside of the direct access guidelines

Charge Entry

- After the patient has been treated, the FOC will need to place a charge on the account.
- Go to the Account tab under the Patient's Case
- Once the appointment is **marked as arrived** an **encounter will generate**.
- Click on the magnifying glass for that encounter. (Located in the furthest right column

You are currently working on a Training Environment. This data can be changed safely.

AgileRPM

Cases Patients Schedule Financial Reports Admin Work Queue

1 Battle Creek Kathryn Avery

Case: 233782

New Case

Home

Patient

Referral

Insurance

Account

Appointments

Clinical Notes

Case Files

Reports

Financial Summary

Patient Profile

Actions

Discharge

Case: 233782 - PT - Katie Smith

Non-Documentation

Clinician: Ryan Adams
Location: Battle Creek

Case Account Details

Deposit Balance \$0.00

Patient Payment

+ Add Encounter

Hold Statements

Put All On Hold

Encounters

Id	Encounter Date	Type	Location	Charges	Adjustments	Payments	Total Due	Patient Due	Age	Hold	
3336075	02/05/2018 9:30 AM	PT 45 One-On-One	Battle Creek	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0		

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Charge Entry

- Once in the encounter you will be able to post a charge.
- ***Note with this image:***
 - The message indicates dates are missing in the referral tab. These must be entered before you can go forward with charging the patient.
 - If this occurs to you go to the referral tab to update the correct dates, save and go back to the accounts tab.

You are currently working on a Training Environment. This data can be changed safely.

AgileRPM

Cases Patients Schedule Financial Reports Admin Work Queue

1 Battle Creek Kathryn Avery

Case: 233782

New Case

Home

Patient

Referral

Insurance

Account

Appointments

Clinical Notes

Case Files

Reports

Financial Summary

Patient Profile

Actions

Discharge

Case: 233782 - PT - Katie Smith

Non-Documentation

Clinician: Ryan Adams
Location: Battle Creek

Case Account Details
Deposit Balance: \$0.00

Date of Service:
2/6/2018 - 9:30 AM

Primary Insurance Plan
No insurance, self-pay

Encounter Account Details
Expected Co-pay: 0
Patient Due: \$0.00

Encounter ID:
3336075

Patient Payment

Hold Statements

Unable to rebill. See below for reasons

New Charges

Unable to add a charge at this time. Please correct the following:

Referral

- Evaluation date is missing
- Privacy Date is missing.
- Onset Date is missing.

Charges


Insurance Total Charges: \$0.00 | Patient Total Charges: \$0.00

ID	Trans Date	Item Type	CPT	Unit \$	Qty	Mod	Charge	Status	Process	Ins Bal	Pat Bal

There are currently no records in the system

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Charge Entry

New Charges						
Charge	Description	Diagnosis	Units	Unit price	Self-pay	
DN20560 · ▼	Needle insertion(s) without injection(s), 1 or 2 muscle(s)	M25.561 - Pain in right knee ✕	+	1	25.00	<input type="checkbox"/> 

- In the encounter to submit a new charge you will be able to enter in this charge entering a Charge code.
- Click in the drop-down box to be able to type
 - Type in “dry”
 - Notice the charge will appear to select
 - DN20560 – Needle insertion(s) without injection(s), 1 or 2 muscle(s)
 - DN20561– Needle insertion(s) without injection(s), 3 or 4 muscle(s)

Charge Entry

- When charge is submitted the case will look similar to:

New Charges

Charge

-Select-

Description

Diagnosis

Units

Unit price

Self-pay

Submit

Charges Summary

Charge Total: Insurance: \$0.00 Patient: \$25.00

ID	Trans Date	CPT / Code	Unit \$	Qty	Modifiers				Diagnosis Codes	Status	Process	Ins Bal	Pat Bal	
					1	2	3	4						
24301079	01/15/2020	DN20560	25.00	1					M25.561	O Created	Patient	\$0.00	\$25.00	

View 1 - 1 of 1

Patient Forms

Dry Needling w/PT Treatment

All regularly required forms

Patient Self Pay Form

Dry Needling Patient Consent and Info Form



Dry Needling Only

Patient Self Pay Form





Dry Needling Patient Consent and Info Form

HIPAA Privacy Form

Medical Questionnaire

Driver's License

Documents > Front Office > Advent Physical Therapy

	Name ▾		Modified ▾	Modified By ▾
	Dry Needling	 	Yesterday at 8:22 AM	Jessica Tuzinowski

Patient Forms

- Forms are located on the Alliance Intranet under each company in a folder labeled Dry Needling

Upload a Document

* Select Category: Administrative Documentation ▼

* Select Document Type: Miscellaneous ▼

* Enter Description for Miscellaneous Document (Up to 60 Char.)
Patient Self Pay Form

Choose a file to upload:
Choose File No file chosen

Cancel Upload

- To upload the documents
 - Select Upload Administrative Documentation
 - Document Type → Miscellaneous
 - Type in Description/ Document Title
 - Upload

Patient Forms

Patient Forms

- Once uploaded, the case files will look similar to:

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AgileRPM

Cases Patients Schedule Financial Reports Admin Work Queue

Battle Creek Kathryn Avery

Case: 233782

New Case

Home

Patient

Referral

Insurance

Account

Appointments

Clinical Notes

Case Files

Reports

Financial Summary

Patient Profile

Actions

Discharge

Case: 233782 - PT - Katie Smith

Non-Documentation

Clinician: Ryan Adams
Location: Battle Creek

Administrative Documents

Upload Administrative Document

Select All	Document	Date Submitted	Submitted By	PDF	Actions
<input type="checkbox"/>	Misc. Dry Needling Form	02/08/2018	Kathryn Avery		
<input type="checkbox"/>	Patient Consent Form	02/08/2018	Kathryn Avery		
<input type="checkbox"/>	Misc. Patient Self Pay Form	02/08/2018	Kathryn Avery		

Medical Documentation

Upload Video File Upload Medical Document

Select All	Document	Appointment	Date Submitted	Status	Submitted By	PDF	Actions
<input type="checkbox"/>	Medical History	--	02/08/2018	Submitted	Kathryn Avery		

Download Selected Files Download All Case Files Open Recycle Bin (0)

Notes

Add Note

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Medical Documentation

Upload Video File Upload Medical Document

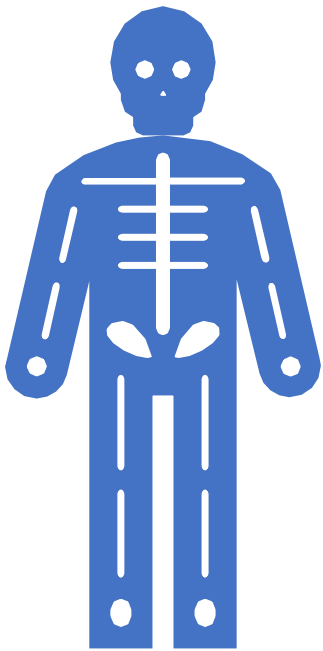
Select All	Document	Appointment	Date Submitted	Status	Submitted By	PDF	Actions
<input type="checkbox"/>	Medical History	--	02/08/2018	Submitted	Kathryn Avery		

Documentation


- Since this is a Non-Documentation case the clinician will need to document a SOAP note within the Clinical Notes section
- Clinical Notes will not be for FOC use.

The screenshot displays the AgileRPM web application interface. At the top, a blue header bar contains the text "You are currently working on a Training Environment. This data can be changed safely." and the AgileRPM logo. Below the header, a navigation bar includes links for Cases, Patients, Schedule, Financial, Reports, Admin, and Work Queue. The main content area is divided into a left sidebar and a central panel. The sidebar contains a search bar for "Case: 233782" and a list of navigation options: New Case, Home, Patient, Referral, Insurance, Account, Appointments, Clinical Notes (highlighted), and Case Files. The central panel shows the "Clinical Notes (0)" section for "Case: 233782 - PT - Katie Smith". It includes a "Non-Documentation" tab, a "Clinician: Ryan Adams" dropdown, and a "Download All as PDF" button. A "New Clinical Note" button is visible below the notes list. At the bottom of the sidebar, there are sections for "Reports" (Financial Summary, Patient Profile) and "Actions" (Discharge).

Example of defensible documentation for dry needling



- PT/PTA performed dry needling into pt.'s the R upper trapezius (w/pt. lying in prone) to stimulate active/latent, myofascial trigger points for pain control and muscle tension relief via normalization of motor end plates.
- PT/PTA performed direct oscillation soft tissue mobilization of the R upper trapezius (w/pt. in lying in prone) in conjunction with dry needling into pt.'s the R upper trapezius to stimulate active/latent, myofascial trigger points for pain control and muscle tension relief via normalization of motor end plates.



**Should a
therapist Use
97014 or G0283
To bill For
Electrical
Stimulation via
dry needling ?**



NO



THE METHOD OF ELECTRICAL STIMULATION DELIVERY
IMPACTS HOW IT CAN BILLED. INTRAMUSCULAR
ELECTRICAL STIMULATION IS NOT SYNONYMOUS WITH
TRANSDERMAL ELECTRICAL STIMULATION AND AS SUCH
CANNOT BE BILLED THE SAME WAY

Questions



For questions regarding dry needling billing or scheduling please contact your Front Office Coordinator Lead or submit a revenue cycle support ticket.



For questions regarding general compliance, education or documentation please contact

Compliance Officer - Tiffany Warden, CPC, CPCO

Ph:636-578-0621 Email:
tiffany.warden@alliancept.com

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Thank you for joining us today!