

ACUTE CARE SUMMIT NP as Billing Provider



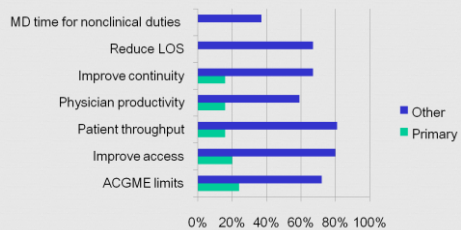
September 2011
Clare T. Smith, MSN, RN, JD, FAANP

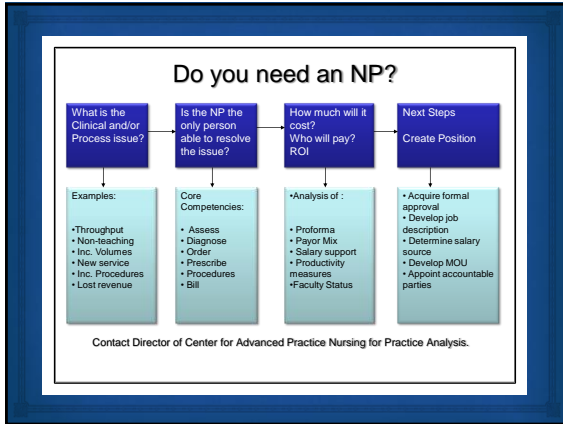
Objectives

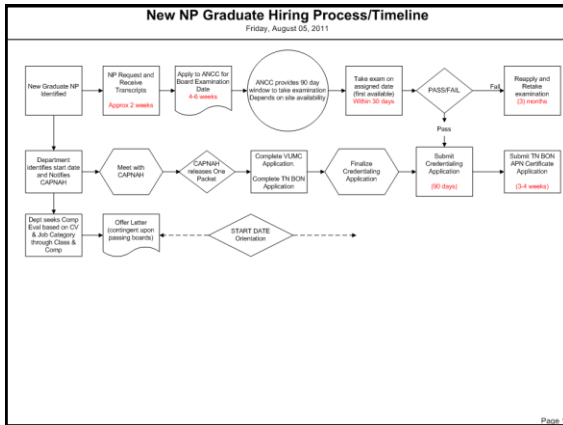


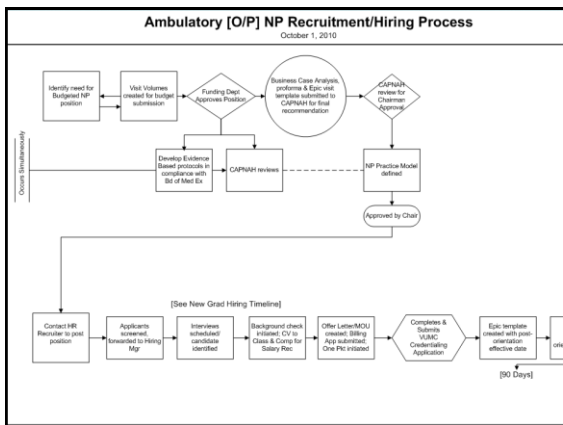
- ❧ Articulate process for determining new NP positions
- ❧ Understand the business case supporting new and existing NP billing providers
- ❧ Gain new knowledge surrounding funding
- ❧ Capture productivity measures
- ❧ Audit and compliance processes

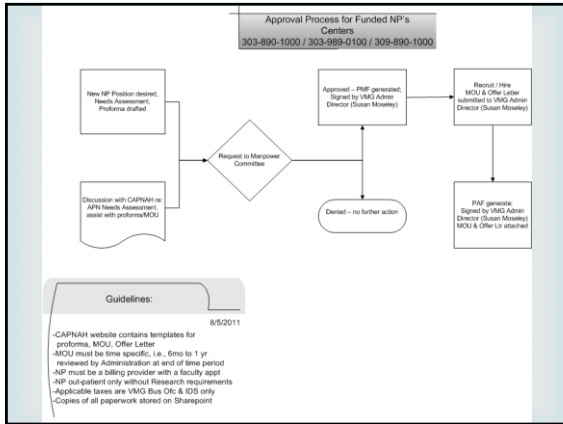
Key Drivers For Utilization

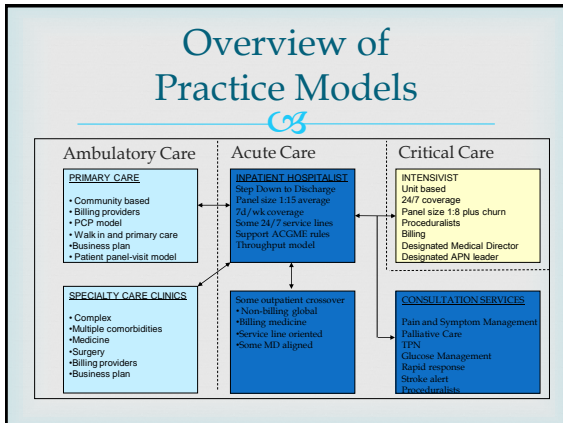


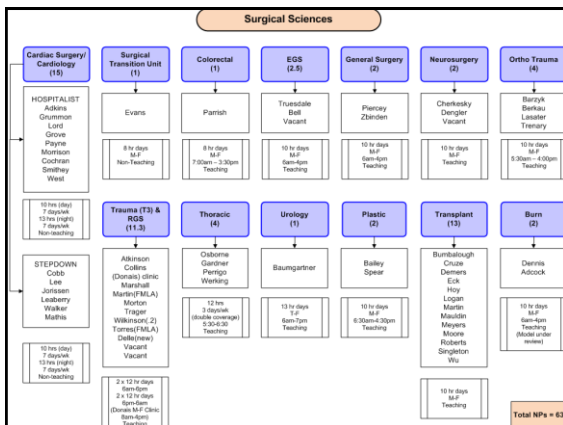














Funding Principles



- ❑ Consider cost report
- ❑ Cost center dedicated to gap funding new and evolving ambulatory practices which is time limited
- ❑ Gap fund difference between revenue and expenses
- ❑ Funding agreement captured in MOU
- ❑ Hospital based cost center created for critical and acute care NP billing providers
- ❑ Revenue maps to cost center***
- ❑ Mapping oversight is crucial
- ❑ Department Administrator responsible for clinical and financial oversight based on terms of MOU
- ❑ Dean and Vice Chancellor taxes waived
- ❑ TAXES
- ❑ Financial oversight relative to revenue mapping and reporting
- ❑ Financial reports mandated

Billing



“Just because you can doesn’t mean you have to”

Two schools of thought:

1. Bill because revenue is there waiting to be captured
2. Not bill because revenue is minimal so not worth the trouble

Proforma Worksheet

	A	B	C	D	E	F	G	H	I	J	K	L	M
1													
2													
3													
4													
5													
6													
7													
8													
9													
10													
11													
12													
13													
14													
15													
16													
17													
18													
19													
20													
21													
22													
23													
24													
25													
26													
27													
28													
29													
30													
31													
32													
33													
34													
35													
36													
37													
38													
39													
40													
41													

Appointment Template Worksheet

	A	B	C	D	E	F	G	H	I	J	K	L	M
	Department EPIC Templates FY '19								Budget				
										Estimate	2019		
										1426			
	President	Dir	Executive Director	VP	Executive Director	New Patient Outreach	New Available	Established Weekly	Total Available	Capital After	Referred Value		
1	New APFS	12pm - 4pm	0	0	11	0	0	11	266	366	100%		
2		4pm - 7pm	0	0	0	0	0	0	0	0	0%		
3		7pm - 9pm	0	0	0	0	0	0	0	0	0%		
4		9pm - 12pm	0	0	0	0	0	0	0	0	0%		
5		12pm - 2pm	0	0	0	0	0	0	0	0	0%		
6		2pm - 4pm	0	0	0	0	0	0	0	0	0%		
7	Available:	48	1366	1366	0	10	0	10	266	266	100%		
8		2019	78	1426	0	0	0	0	21	1426	100%		
9									0	1379			
10													
11	Instructions:												
12	1. All items only to be changed												
13	2. All items are designated to 266 both new and old.												
14	3. Weekly can be changed to reflect the working schedule												
15	4. New (Enter New Percentage (20% = 266) New Show)												
16													
17													
18													
19													
20													
21													
22													
23													
24													
25													
26													
27													
28													
29													
30													
31													
32													
33													
34													
35													
36													
37													
38													
39													
40													
41													
42													
43													
44													
45													
46													
47													
48													
49													
50													
51													
52													
53													
54													
55													
56													
57													
58													
59													
60													
61													
62													
63													
64													
65													
66													
67													
68													
69													
70													
71													
72													
73													
74													
75													
76													
77													
78													
79													
80													
81													
82													
83													
84													
85													
86													
87													
88													
89													
90													
91													
92													
93													
94													
95													
96													
97													
98													
99													
100													

[illegible]

Challenges

- Physician perception of revenue impact
- Coding to physician rather than NP
- Incorrect mapping revenues to physician cost center

☞ “Burden” of supervision

Checks and Balances

- ❏ Billing application form
- ❏ Funding sources
- ❏ Percent work effort
- ❏ Revenue mapping
- ❏ Income distribution
- ❏ Firewall for research funding

Billing Committee established:
Votes to approve or reject

Billing Approval



Notifications:

- ☞ Credentialing/privileging office
- ☞ Payer enrollment
- ☞ Epic
- ☞ Prorates office
- ☞ Finance
- ☞ Billing and coding
- ☞ Departments/hiring manager
- ☞ Individual provider

Implementation Considerations



1. Physicians must commit to training the Nurse Practitioners; typically experience a 6 month learning curve.
2. Physicians must be committed to including an NP in their practice and allocating return visits to the NP in order to sustain financial viability of the NP position.
3. Three to four months will be required to establish protocols and navigate the credentialing process
4. Protocols established must have joint agreement from the Nurse Practitioners and Physicians
5. Potential expenses incurred by Nurse Practitioner includes office space, transcription and MA support.

Financial Report Example



Analysis of Nurse Practitioner Productivity FY 11													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
NP - A	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - B	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - C	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - D	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - E	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - F	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - G	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - H	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - I	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - J	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - K	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - L	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - M	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - N	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - O	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - P	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - Q	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - R	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - S	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - T	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - U	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - V	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - W	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - X	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - Y	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - Z	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AA	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AB	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AC	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AD	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AE	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AF	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AG	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AH	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AI	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AJ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AK	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AL	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AM	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AN	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AO	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AP	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AQ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AR	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AS	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AT	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AU	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AV	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AW	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AX	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AY	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - AZ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BA	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BB	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BC	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BD	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BE	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BF	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BG	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BH	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BI	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BJ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BK	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BL	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BM	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BN	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BO	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BP	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BQ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BR	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BS	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BT	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BU	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BV	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BW	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BX	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BY	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - BZ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CA	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CB	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CC	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CD	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CE	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CF	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CG	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CH	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CI	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CJ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CK	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CL	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CM	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CN	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CO	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CP	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CQ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CR	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CS	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CT	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CU	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CV	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CW	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CX	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CY	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - CZ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DA	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DB	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DC	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DD	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DE	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DF	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DG	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DH	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DI	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DJ	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DK	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DL	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DM	10	10	10	10	10	10	10	10	10	10	10	10	120
NP - DN	10	10	10	10	10	10	10	10	10	10	10	10	120

Compliance



- ☞ All billing providers undergo compliance audit within 6 months of initial appointment and annually thereafter
- ☞ First audit is a one-on-one with compliance officer (primarily educational)
- ☞ Deficits identified, repeat audit in six months
- ☞ If deficits persist, enter third and final audit

Final Audit



- ☞ Where bills submitted with insufficient documentation or NO documentation = Fraud
- ☞ Facility obliged to pay back payors
- ☞ Billing privileges suspended
- ☞ 100% of all charts then audited for one month
- ☞ NP fined for costs related to 100% chart audit
