Billing and Productivity

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Agenda

- Background
- Measuring Productivity
- Practice Models
- Survey Questions
- Break-Out Session

Background

- NP/PA Acute Care Leadership Summit 2011
- Seven (7) targeted areas of focus for Advanced Practice Leaders:

1. Professional Advancement
2. Performance Evaluation
3. Billing
4. Mentoring/Preceptorship
5. Administration
6. Orientation
7. Outcomes

Measuring Productivity

- RVUs
- Total gross charges
- Total collections
- Revenue minus expenses
- Number of patient encounters
- Hospital admissions
- Number of consults
- Office hours
- Practice coverage
- Volume of procedures/cases

Practice Model

- Number/type of provider(s) required
- Who employs the APP
- Duties performed…How do you spend your day
  - Hospital (Medicare part A)
  - Physician services (Medicare Part B)
- Are services performed physician services
- Are services provided duplicative

Survey Questions

- Related to practice

- Related to provider

- Related to employer or hospital

Survey Questions- Practice

- Do you provide physician services?

- Do you provide services for inpatient, outpatient or both?

- What percent of your efforts represent billable services?

- Are you performing procedures? If so, which procedures (i.e. central lines, chest tubes, intubations, arterial lines, LPs, bronchoscopy)

Survey Questions-Provider

- Do you have a national provider identifier (NPI)?
- Are you independently billing for services?
  - Shared/split visits
  - Critical care
  - Evaluation and Management, procedures, consults
- Is your supervising physician billing for services you provide?
- Do you receive additional salary/bonus based on productivity?
- Do you provide care for adults, pediatrics, neonates?
- Which state are you practicing?

Survey Questions-Employer

- Who pays your salary (hospital, physician practice, other)?
  - If physician practice, is it from same practice as supervising physician?
- Is productivity measured? Is it shared with APPs?
  - RVUs, billings, collections
- Have you received training regarding billing procedures and compliance?
- Do you have a billing or coding department or personnel?

Break-Out Session