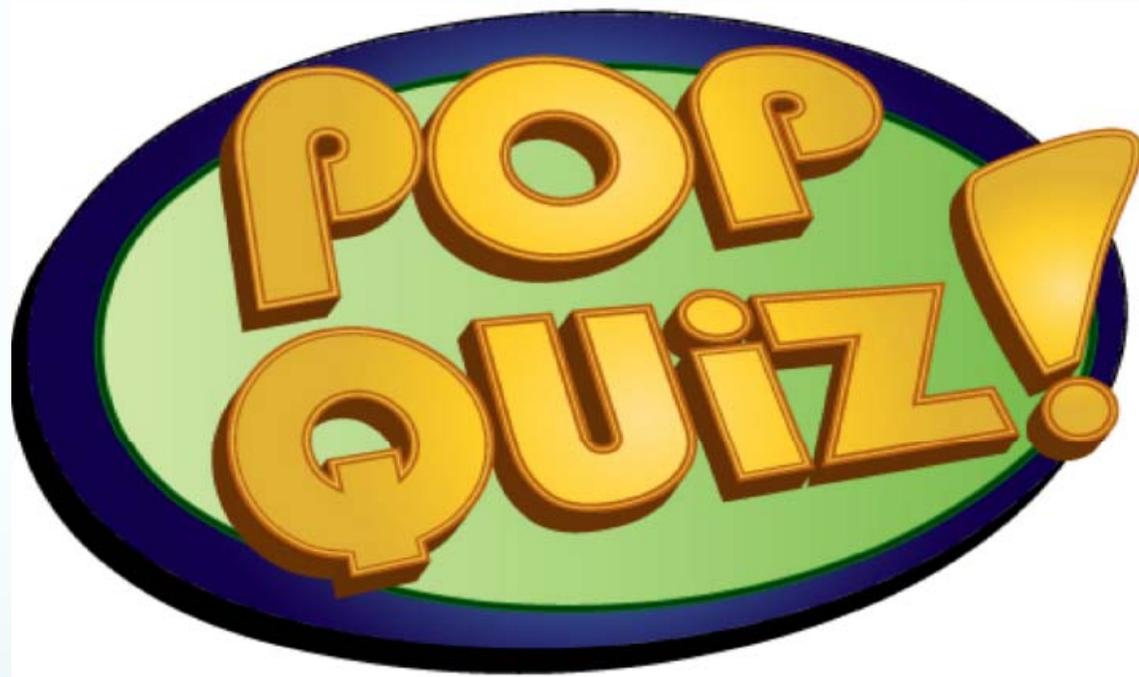


OIP Billable Vaccines Project UPDATE

Kelly McDonald, MPH
Mary Lou Henrich, BSN, MS

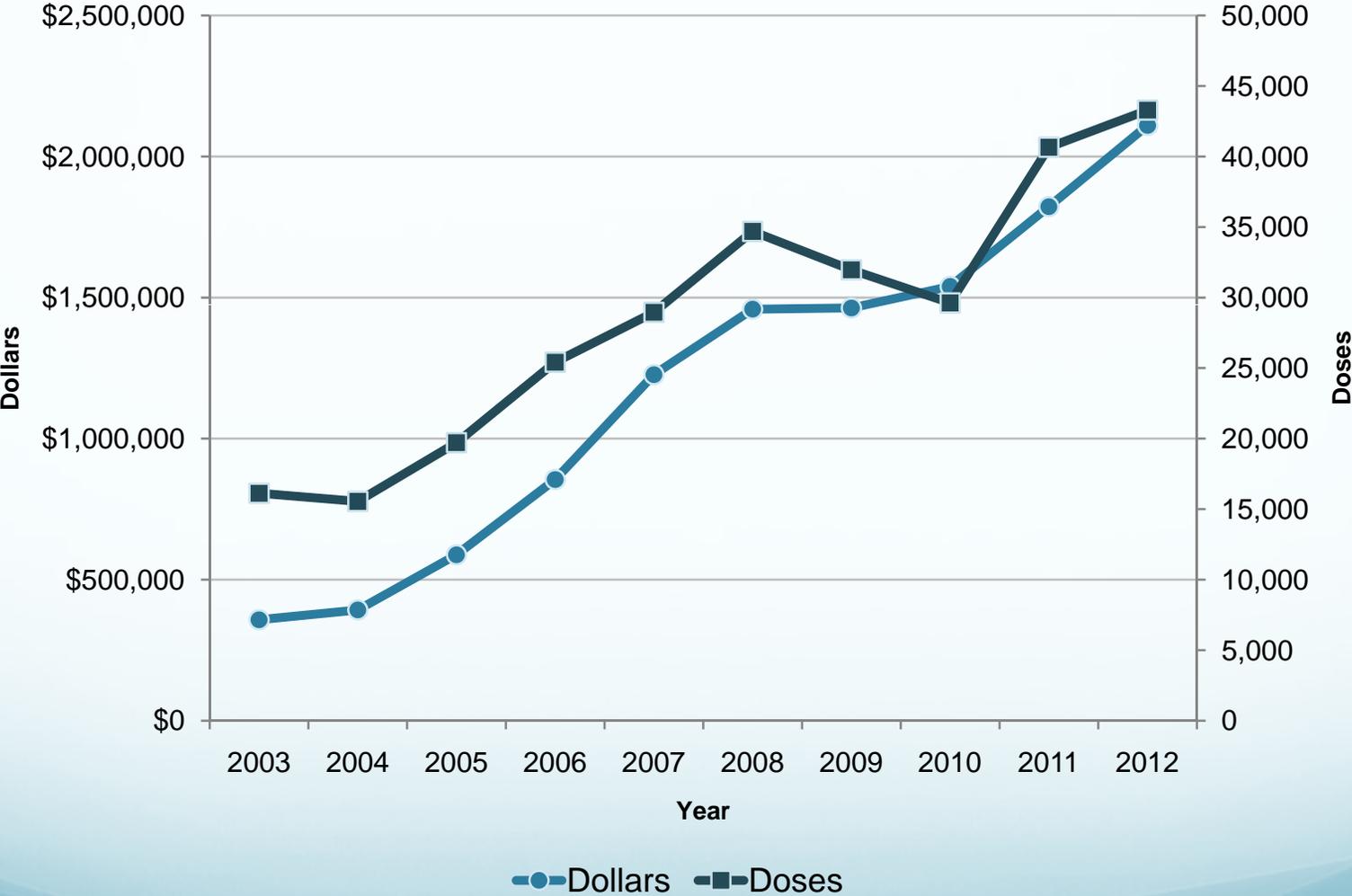


Oregon's Billable Vaccine Project



A little history...

Oregon Immunization Program - Billable Vaccines Project



The amount of \$ recovered by public clinics

The \$ saved allowed for...

- Expanded 317 coverage to MANY adults who would have been unable to access vaccine without these funds
- Special projects
 - Tdap
 - HPV
 - Zoster



CDC Funding of Billable Projects

The Billables Project:

**Innovative Projects to Improve Reimbursement for
Immunization Services in Public Health Department Clinics**

A CDC-funded effort to enable state and local health departments to bill insurance companies for immunization services provided to insured patients.

CDC Funding of Billable Projects

- Since 2009, CDC has given more than \$27.5 million to 38 project grantees
 - 2009: American Recovery and Reinvestment Act (ARRA) – \$6.5+ million to 14 program awardees
 - 2011: Affordable Care Act, Prevention and Public Health Fund (PPHF) – \$13+ million to 14 additional program awardees
 - 2012: PPHF – \$8+ million in to 7 awardees to develop plans & 7 more to pursue full implementation

Oregon is funded!

To the rescue!



Kelly – October 2012



Mary Lou – January 2013

So what have we been doing?

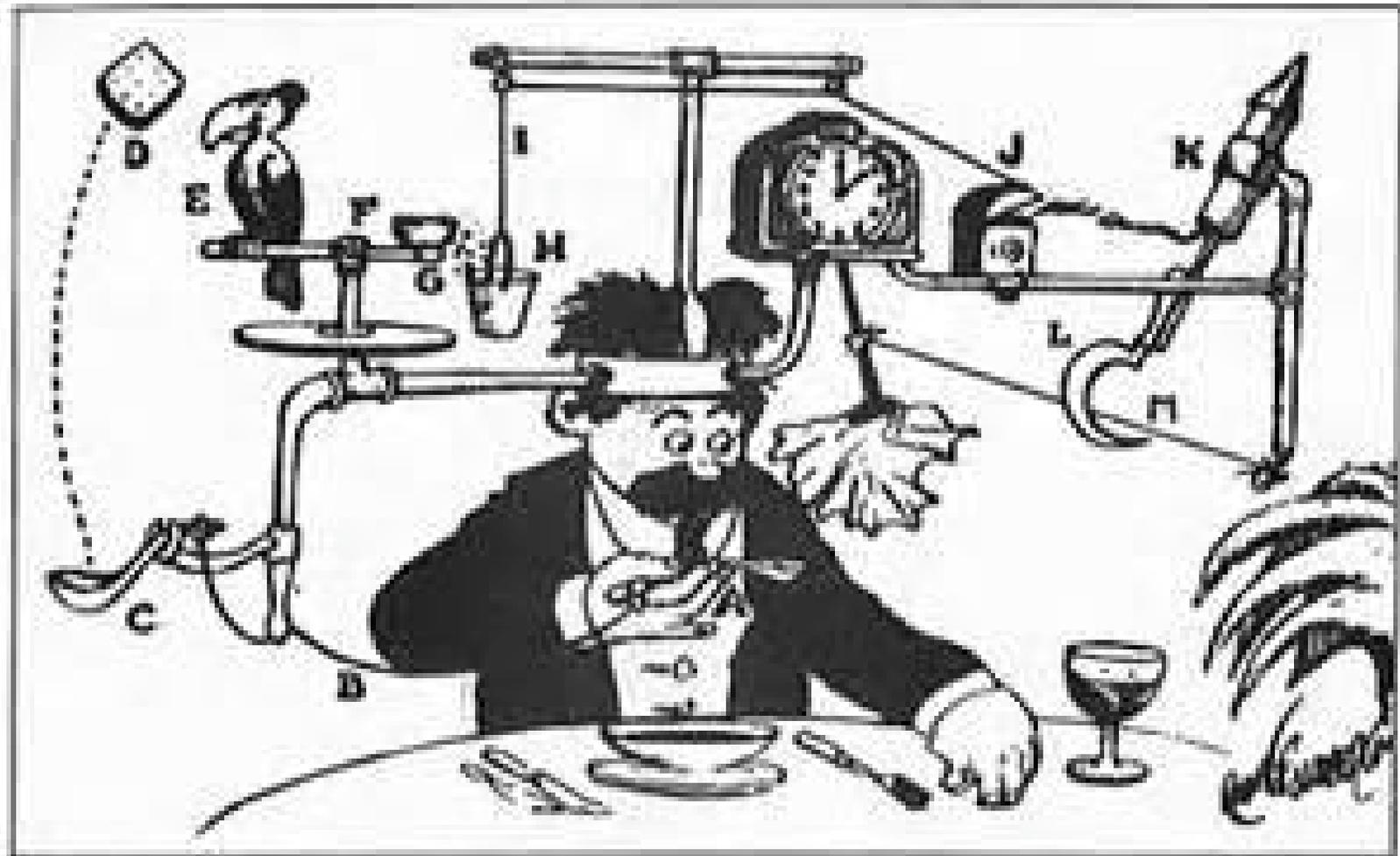
- IPAT Workgroup
- Billing standards
- Regional billing meetings
- Surveys
- National stakeholder meeting (CDC)
- Communication with insurers
- Troubleshooting crisis situations

Improving billing capacity

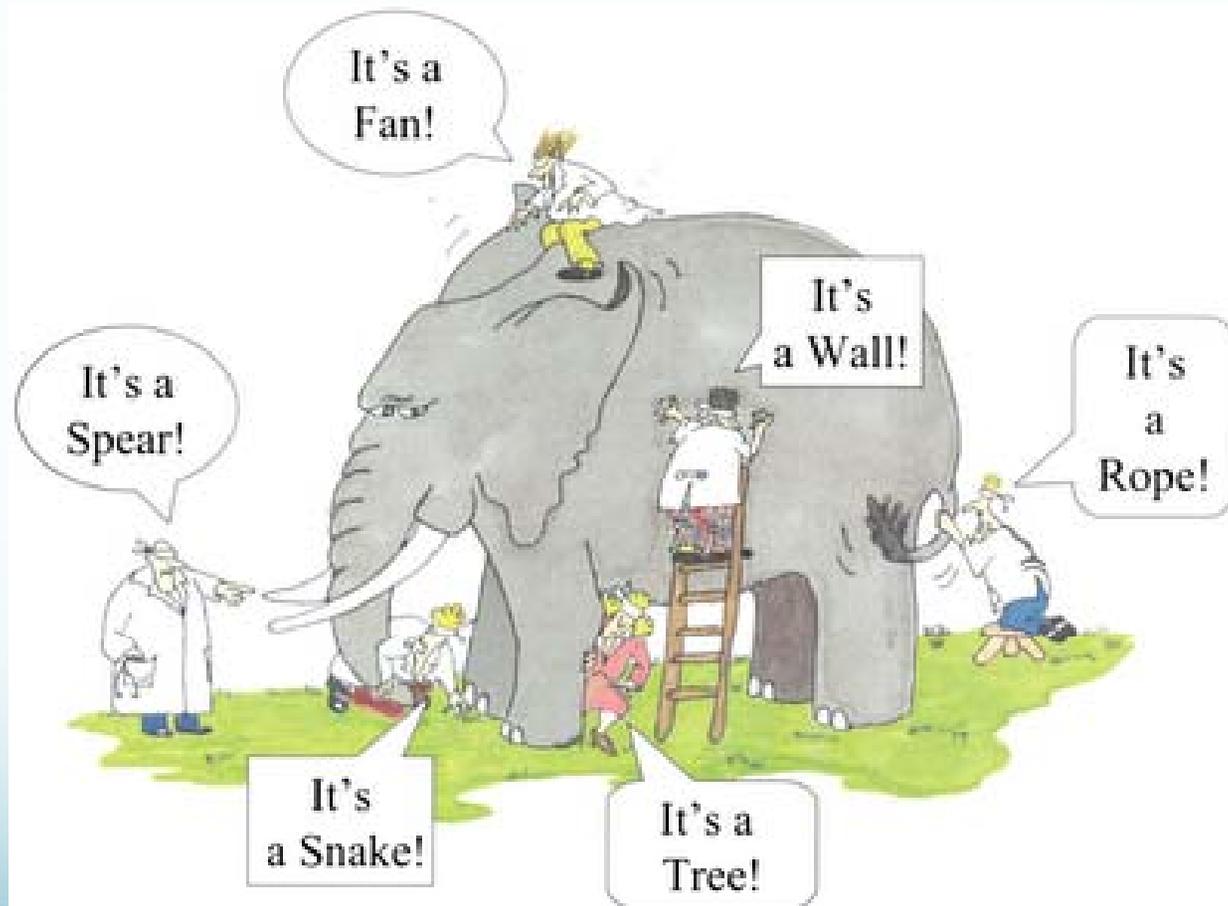


“What if we don’t change at all ...
and something magical just happens?”

Self-Operating Napkin



A matter of perspective...



Billing Standards

Billing Health Plans in Public Clinics Standards

Purpose: To standardize and assist in improving immunization billing practice

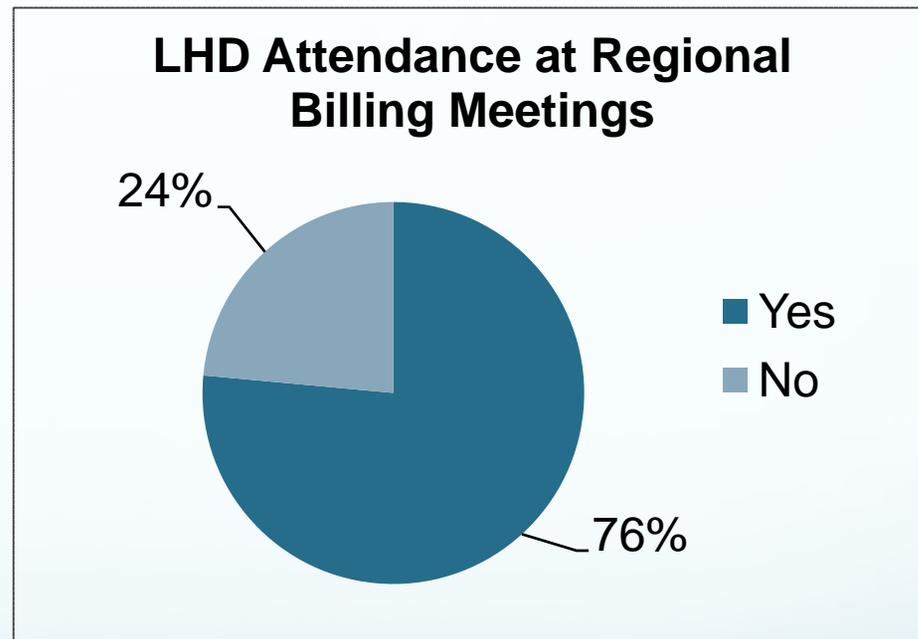
For the purpose of this document, Local Health Department (LHD) will be used to identify the vaccine provider.

Guiding Principles / Assumptions:

1. LHDs should be assessing immunization coverage in their respective communities, assuring that vaccine is accessible to all across the lifespan, and billing appropriately for vaccine provided by the LHD.
2. Health plans should reimburse LHDs for the covered services of their members, with vaccine costs reimbursed at 100%.
3. LHDs who serve insured individuals should work to develop immunization

Regional Billing Meetings

- 5 Locations:
 - Bend
 - La Grande
 - Medford
 - Portland
 - Lincoln City
- Success!

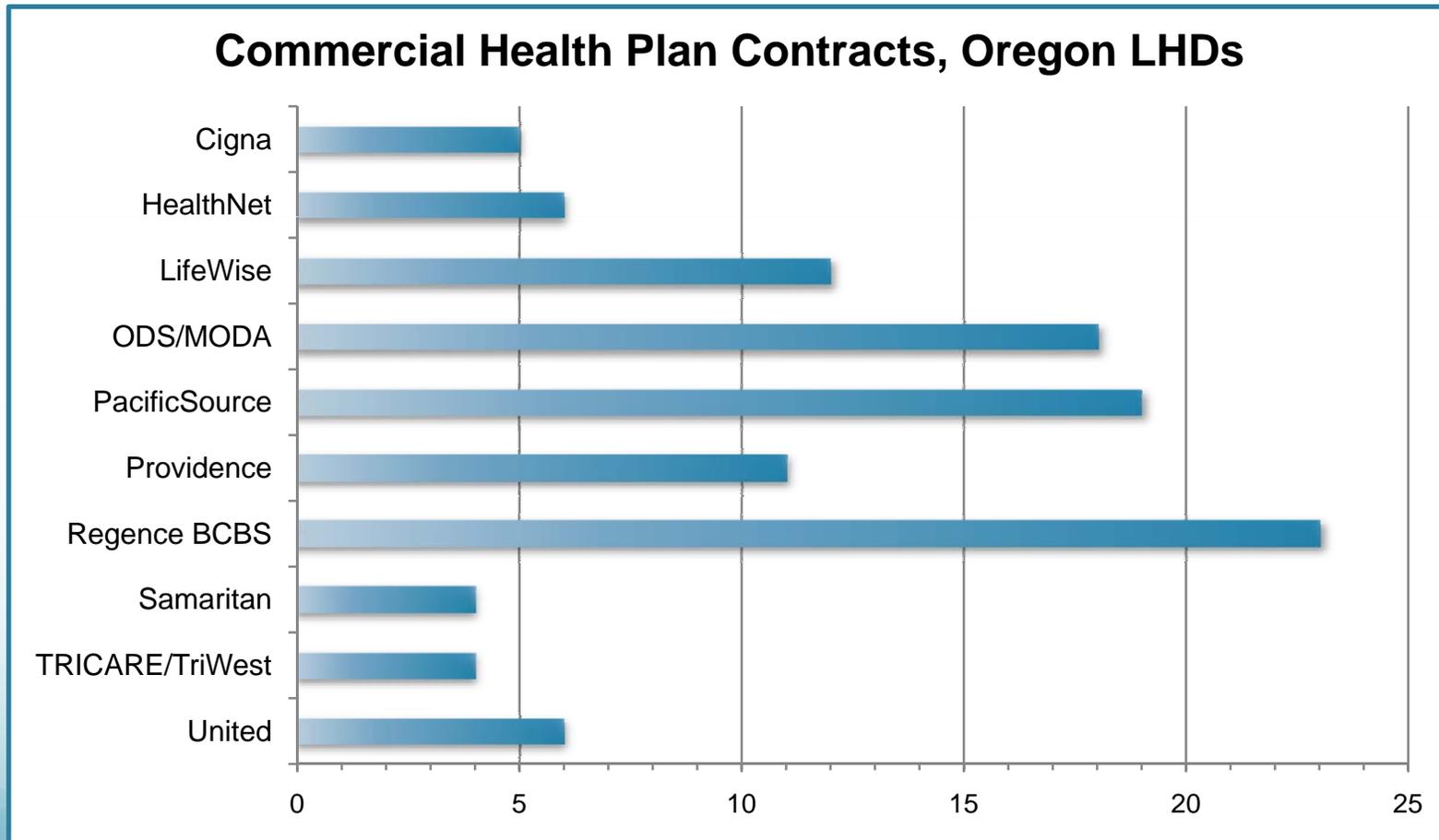


Survey Report

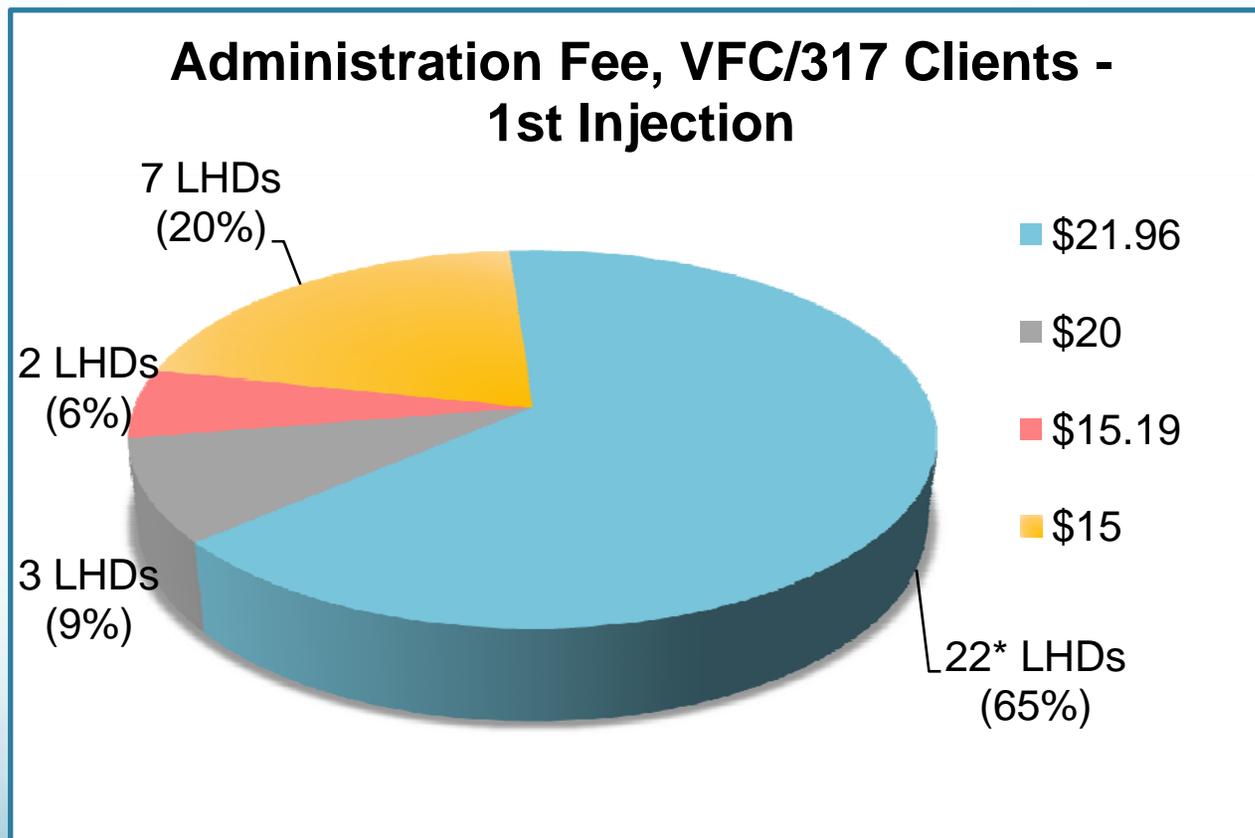
Survey Report: Immunization Billing Practices by Local Health Departments in Oregon

EXECUTIVE SUMMARY

LHD Contracts, private

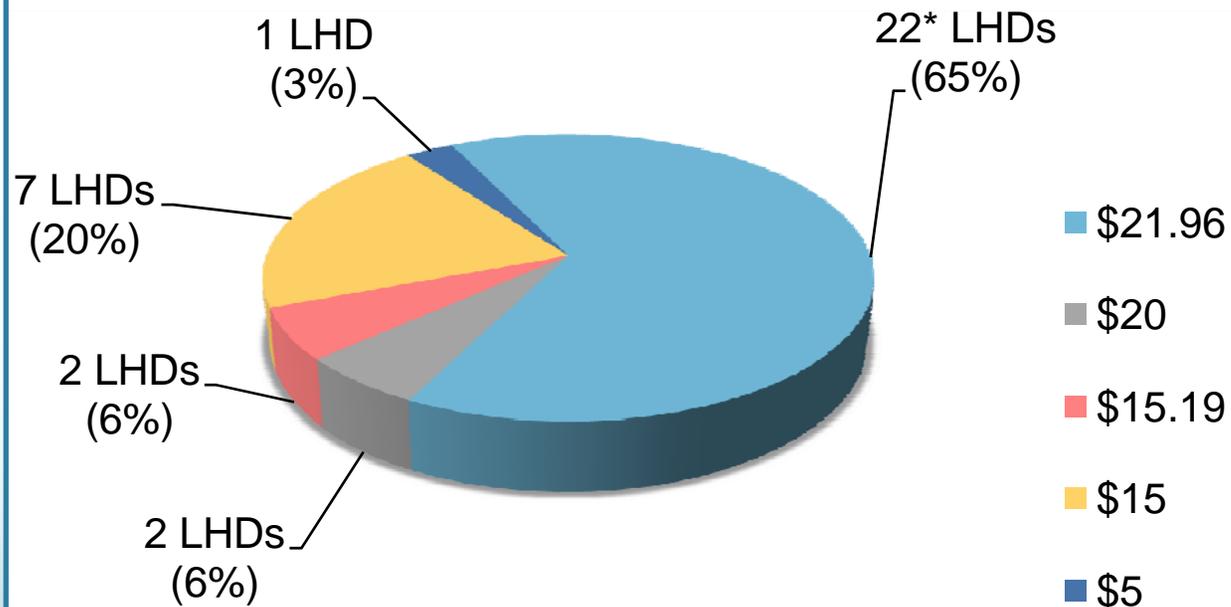


Survey Results

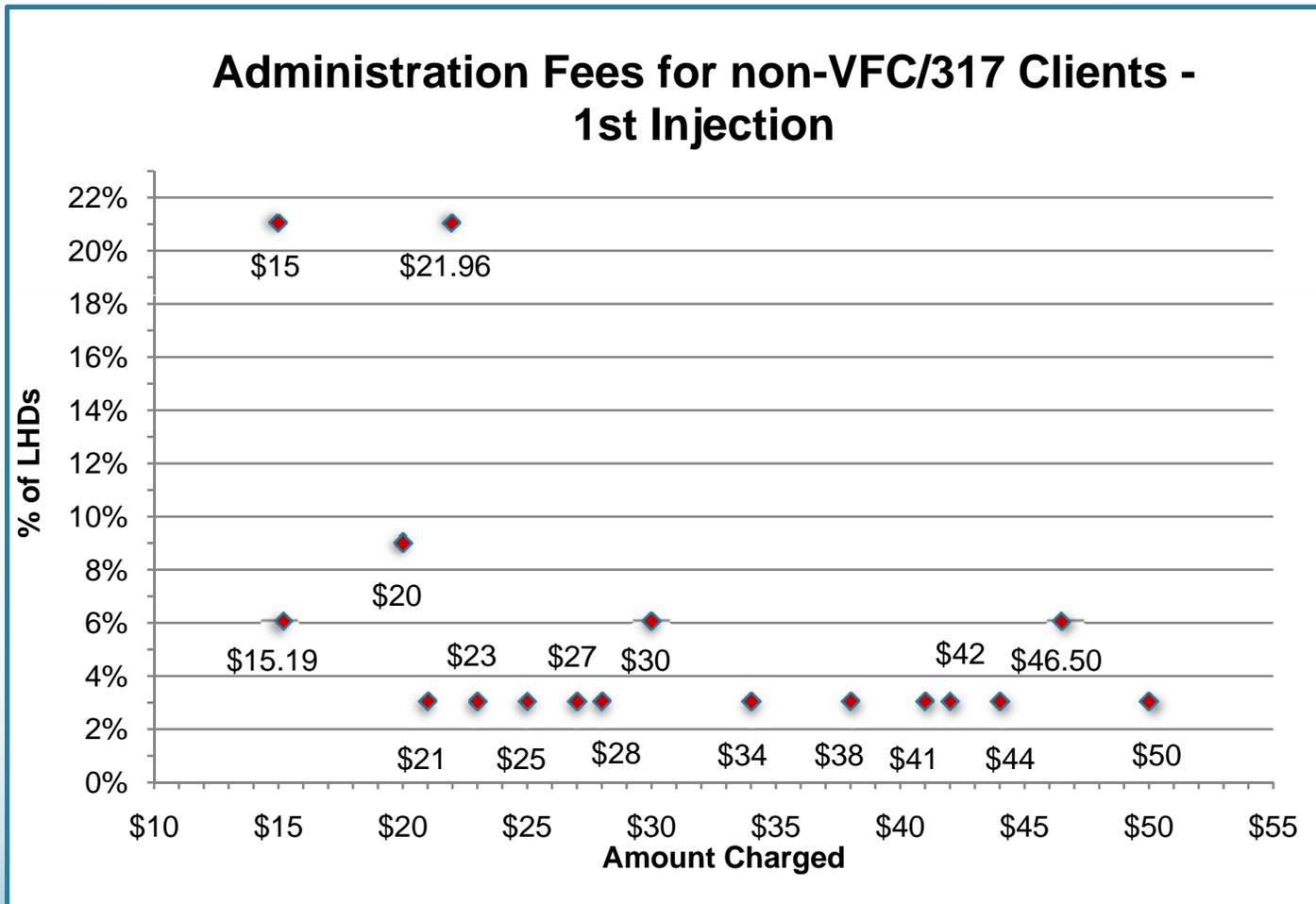


Survey Results

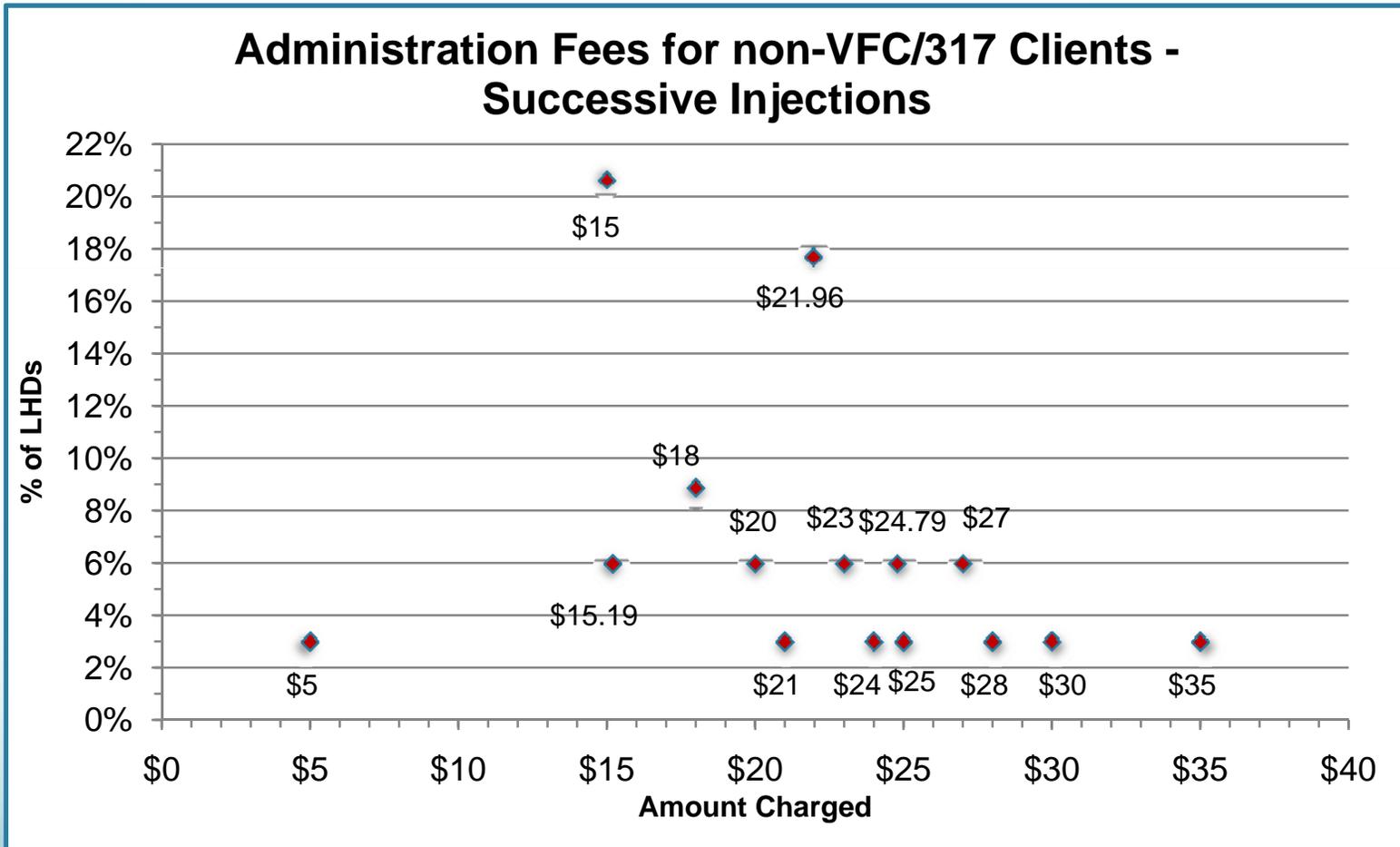
Administration Fee, VFC/317 Clients - Successive Injections



Survey Results

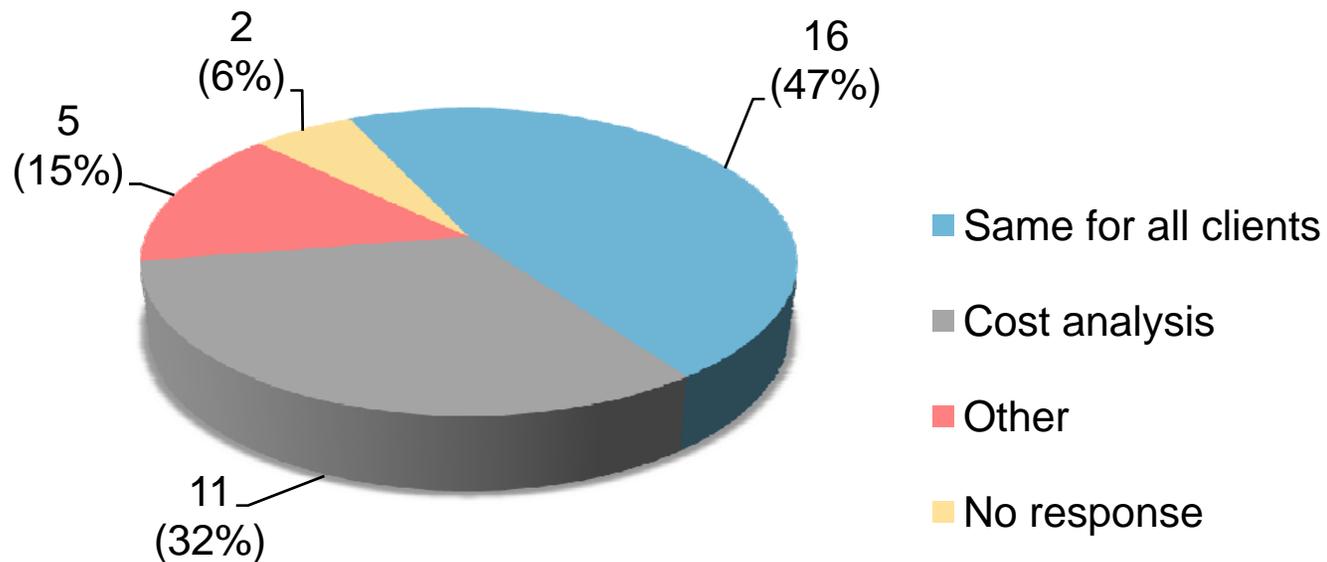


Survey Results



Survey Results

**Process to Determine Administration Fee -
OTHER (non-VFC/317)**

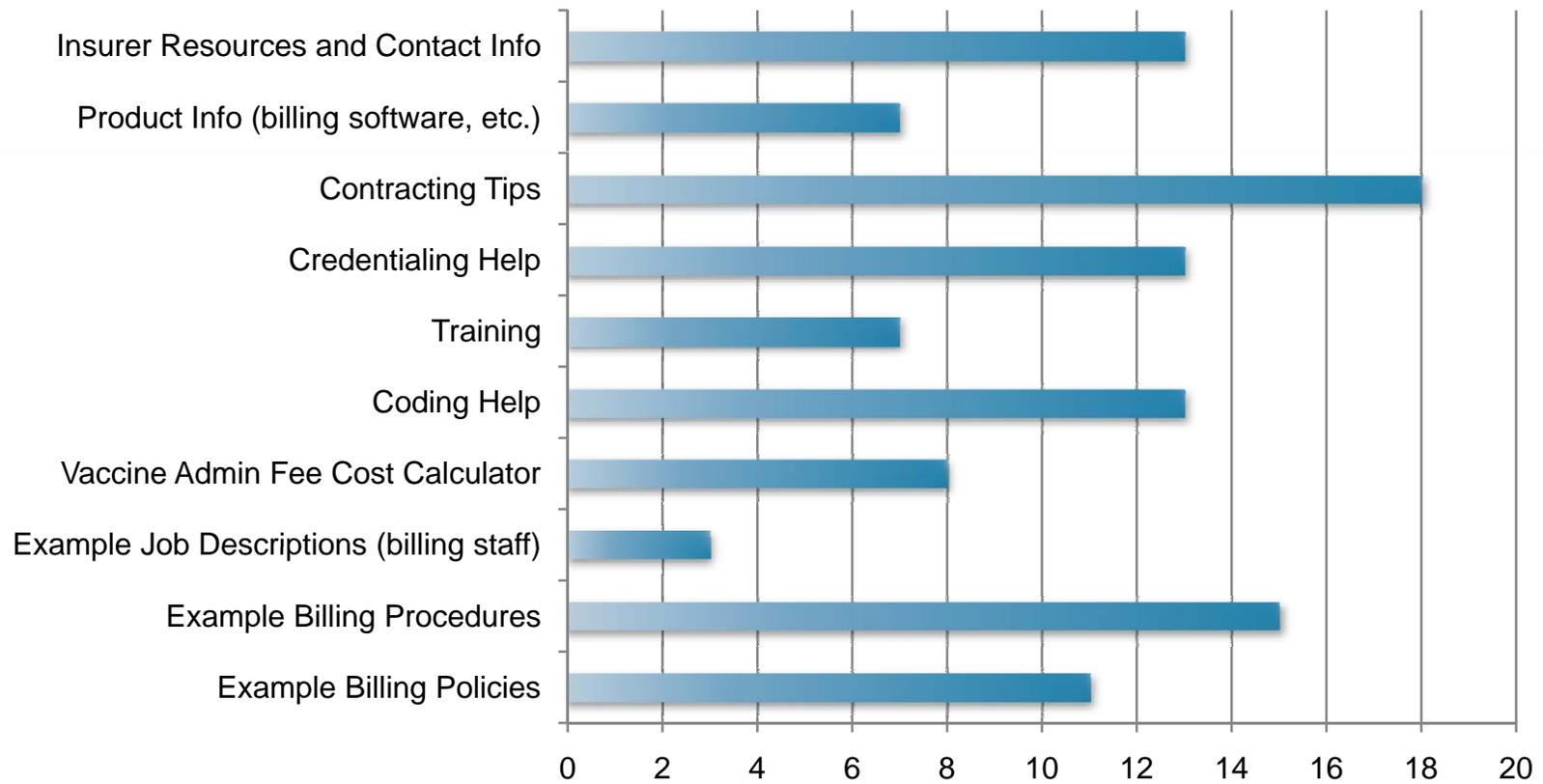


Admin Fee – Why so Important?

- Set too low
 - Undervalues care provided
 - Sends false message re: the true cost of LHD services
 - You will get less money!
- Set too high
 - Turns away clients and insurers
 - Compromises “safety net”

Survey Results

Resources Needed by LHDs to Increase Billing Capacity for Immunizations



Recommendations

- Consider undergoing a cost analysis (now a part of standards)
- Instead of first waiving fees entirely, request a donation or partial payment at the time of service
- Take advantage of billing resources and training opportunities
- Track reimbursements
- Continue communicating your challenges/needs

OREGON REPRESENTS!

- 2nd Annual Billing Stakeholder Meeting, Atlanta, GA
 - 4 Oregon LHDs: Douglas, Malheur, Marion, Morrow
 - AHIP
 - CMS
 - 30+ States
 - LHD reps
 - Lessons learned



The Maze to Reimbursement

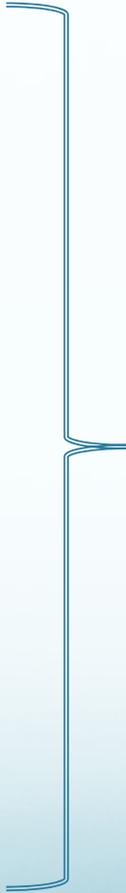


Work with the health plans...



Leading Oregon Health Plans, Commerical

- Providence Health Plans
- ODS/Moda
- PacificSource
- Regence BlueCross/BlueShield
- HealthNet
- LifeWise
- Cigna
- Kaiser Northwest



= 1.5 million
covered lives

Mountains left to climb...

- CCO administration fees
- Health plan summit
- Resources
 - National
 - Oregon “toolkit”
- Ongoing technical
- New CDC policies



CCO Administration Fee Payments

- Inconsistencies in payments
 - Between CCOs
 - Within same CCOs, between jurisdictions
- Out of jurisdiction
 - Refusal to pay
 - Greatly reduced payment

By CCO (draft)

CCO Payments for Vaccine Administration Fees to LHDs					
CCO Name	Max	Old Max	Varies	Unk/Other	Includes \$0
AllCare	Y				
Cascade Health Alliance				Y	
Columbia Pacific Coordinated Care	Y				
Eastern Oregon Coordinated Care (Moda)	Y		Y		Y
Family Care, Inc.	Y				
Health Share of Oregon	Y				
Intercommunity Health Network			Y		
Jackson Care Connect	Y				
Pacific Source, Central Oregon			Y		Y
Pacific Source, Columbia Gorge Region			Y		
Trillium Community Health Plan	Y		Y		
Umpqua Health Alliance	Y				
Western Oregon Advanced Health		Y	Y		
Willamette Valley Community Health				Y	
Yamhill County Care Organization	Y			Y	
Primary Health of Josephine County	Y				

Health Plan Summit



Resources

- National
 - NACCHO toolkit
 - State billing manuals – California, Iowa, Washington, Indiana, etc.
 - phConnect
- Oregon
 - Billable vaccines workgroup listserv
 - Health plan specific tools (private & DMAP/CCO)
 - Example billing policies
 - Example workflows
 - Training opportunities (coding, etc.)
 - Regional training opportunities? Webinars?
 - Tell us what you need!!



Have you thanked your billing staff
today?



We're all in this together!



Help us help you!!

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 - marylou@orphi.org
 - 503-887-8416

Questions?

- Billable Vaccines Project
- New CDC policies