



Dear colleagues,

Having been in vascular services from the very early 80's has taught me one thing, in our industry everything is changing all of the time. What precisely does that mean? In what industry do the following things happen as a matter of course?

- 1) Local Coverage Determinations (LCD) – The rules for payment can change at anytime without you being aware, unless you look for the changes on a monthly (sometimes daily) basis. You also have to look across the country because there are different companies regulating the same administrative changes.
- 2) Resource Based Relative Values – The payments change yearly, but you really don't know what you will be paid until January 1 of that current year. Try and explain that to your budget committee for revenue.
- 3) Independent Diagnostic Testing Facilities (IDTF) – Although you are a provider like everyone else, you're suspect, so the same rules that apply to other providers, don't apply to you. The problem is that they don't tell you of the particular rules for you upfront. They just deny your claims and then tell you.
- 4) CPT, HCPCS, NCCI, and their respective modifiers change as often as quarterly, which impacts our ability to submit clean claims and be paid for the medically necessary work that we perform. In some cases, codes are simply removed from claims prior to processing, leaving us without any right to appeal; they simply disappear with no notice.
- 5) Various payment systems and regulatory rules for the Physician Fee Schedule, Hospital Outpatient Prospective Payment System, Hospital Inpatient Prospective Payments System, SNFs, ASCs, etc., all change at least annually – along with a myriad of other associated issues.

How can a normal provider or clinic deal with this? The answer is, we can't; we need an advocate. The SVU has had the foresight to help us all through SVU Advisory Services. Added to this foresight is the hiring of the most knowledgeable person known on these topics, Frank West. At my behest, my company joined SVU Vascular Practice Management Network (VPMN) and Advisory Services and has already called on this expertise three times on three different issues in one month. The last issue involved a client request for an expert opinion of our order form. Normally this would have cost us thousands of dollars, but as a member of SVU VPMN and Advisory Services, it was a fraction of the normal cost. Bravo SVU!

Robert Kane, BS
Senior Vice President of Clinical Services & Business Development
Navix Diagnostix

