

PST DINNER SYMPOSIUM



Anticoagulation
FORUM

2009

HOME INR TESTING: PATIENT SELECTION AND TRAINING

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Objectives

- Describe UMMHC PST Program
- List Billing Codes Associated w/PST
- Define Criteria for Patient Selection
- Provide Training Guidelines

UMMHC Anticoagulation Clinic

- 1736 Active patients
- 80% POC
- *30,563 Visits/year
- 10% Outside lab/VNA
- 10% PST



UMMHC Staff

- Medical Director, Cardiologist
- 1 FTE NP
- 4.35 FTE RN
- 1 FTE Office Manager
- 3.1 FTE Patient Care Assistant

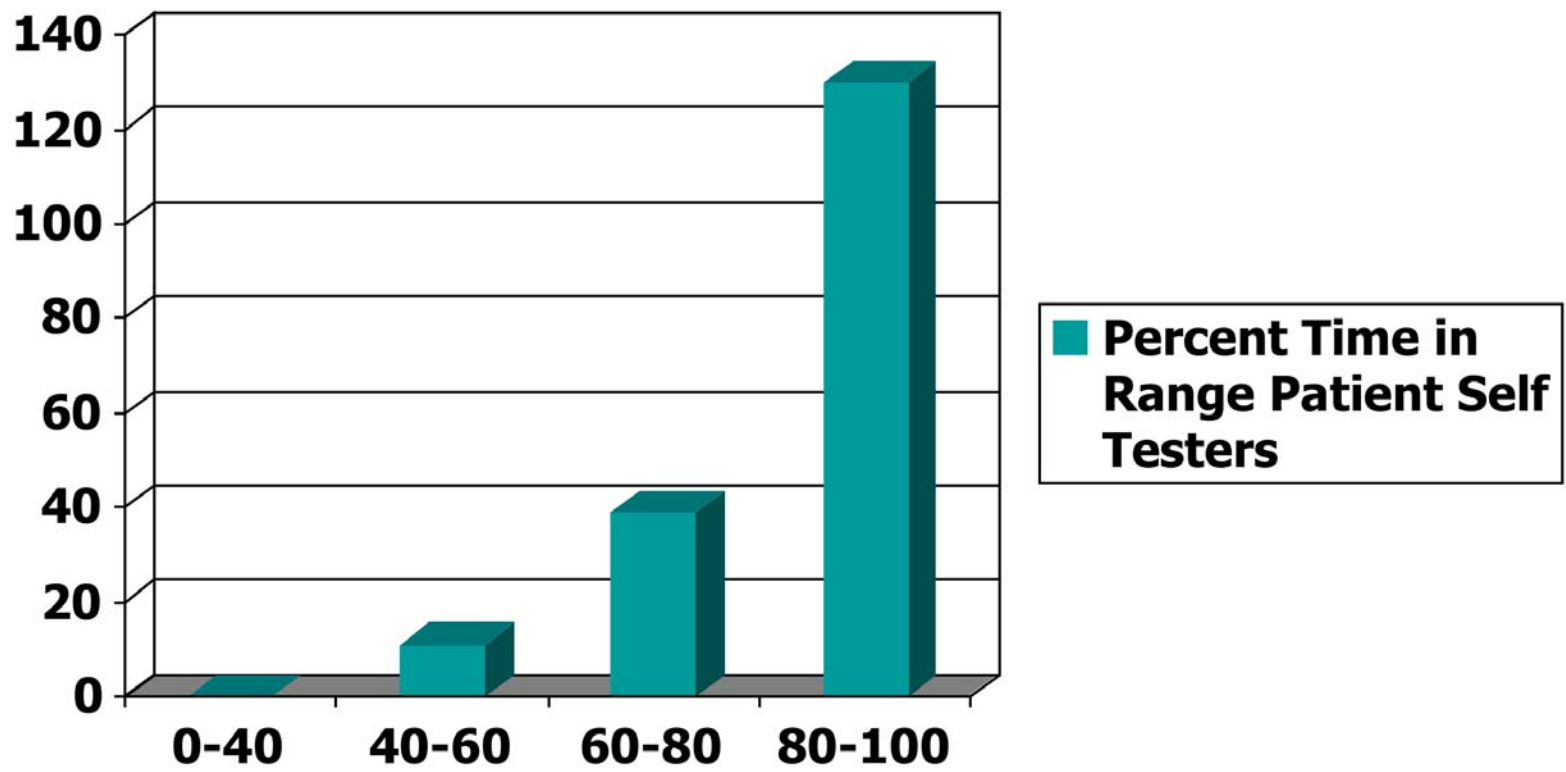


UMMHC PST Program

- PST Established 2002
- 180 Weekly Testers
- Screening
- IDTF Provides Monitor
- ACC Provides/Bills Training
- ACC Bills Interpretation Fee
- Every Six Months
- *Verify Technique, Correlate Monitor

UMMHC Anticoagulation Clinic

177 Weekly Patient Self Testers
10/2008 thru 3/2009





Insurance Timeline

- Third party reimbursement has limited progress in United States
- 2002-Medicare covers mechanical heart valves (MHV)
- 2008-Centers for Medicare & Medicaid Services (CMS) adds atrial fibrillation and venous thromboembolic (VTE) disease



CMS Criteria

- 3 months warfarin therapy for MHV, chronic AF or VTE
- Initial face-to-face education and demonstrated use of the device
- Limited to no more than weekly testing
- Billing units of service include 4 tests



Billing Codes

- G0248-Demonstration/training at initial use \$299.00 one time fee
- G0249-Provision of the test materials/equipment \$280.00 for 4 test results
- G0250-Physician review, interpretation and patient management \$9.00 per 4 tests



Active Approved Devices

- INRatio
 - Inverness Medical
- Protime Microcoagulation
 - International Technidyne
- Coaguchek
 - Roche Diagnostic

Device Images



Independent Diagnostic Testing Facility (IDTF)

- Philips Remote Cardiac Services
 - www.remotecardiacservices.com
- Quality Assured Services
 - www.QualityAssuredServices.com
- Tapestry Medical
 - www.tapestrymedical.com



Service Offered

- Insurance Verification
- Provide Device
- Training
- Customer Support
- Management Software
- Reports



PRIVATE PAY

- Monitor
 - \$1300.00 to \$1600.00
- Supplies
 - \$13 to \$25 a test



Define Your Program

- Size
- Device
- IDTF
- Testing frequency
- Correlation
- Billing
- Staff Roles



PATIENT CRITERIA

- Long Term Therapy
- Physically Capable or Caregiver
- Mentally Competent or Caregiver
- *Compliance
- Communication
- Insurance or Out-of Pocket Expense

- *Possible patients are non-compliant d/t inconvenience of frequent blood tests



Patient Criteria

- Transportation Access
- Poor venous Access
- Frequent Travel
- Scheduling Conflicts



Training

- DVD
- About 10 to 15 minutes
- View Home or Clinic



Training: Contract

- Outlines Patient Responsibility
- Correlation
- Define Individual INR Range
- Clinic Contact Information
- Insurance Changes and Potential Costs
- Discharge From Program



Training: Reporting INR

- Provide phone number to call clinic
- Provide phone number to call IDTF
- * usually included with monitor in an information booklet or on the training certificate
- SS# is typically ID#



Training: Obtain Blood Drop

- Review use of lancet
- Clean area
- Suggest warming hands
- Discourage excessive milking
- Lance the side of finger
- Use gravity



Training: Device/Supplies

- Demo/Return Demo
 - Sound and Sight Prompts
 - Batteries
 - Strips
 - Cleaning
 - Encourage Use of Technical Support
- *Typically Available 24/7



Training

- INSURANCE CHANGES??



Training Discharge Procedure

- Begins With Phone Call
- Letter w/Copy of the Signed Contract
- Date When Compliance is Expected
- Certified Letter Outlining Discharge
- Return to Usual Clinic Management



Checklist

- Device/Strips
- DVD
- Instruction Booklet
- Copy of Signed Contract
- Phone Numbers
 - *Clinic, IDTF, Tech Support
- ID#
- Understand Process to Order Supplies
- Return Appointment
 - * 1 week f/u to return demo
 - *6 month correlation

PST



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THANK YOU