2022 Insurance Biller's Seminar





What can your Rep do for you

- Insurance billing education
- CAP mailing
- Policy Memos
- Medical Policies
- Documentation
- Coding
- Office Visits



Cap – Competitive Allowance Program

- Annual Contract Update
- Provider contract is Perpetual
- Approved by Board of Directors at BCBSKS
- Emailed towards the end of July
- Where BCBSKS Ranks in Member Satisfaction
- Network Strength and Size
- Reimbursement Changes
- Provider Types / Specialties / Tiers
- Quality Based Reimbursement Program (QBRP)
- Changes / Updates



Quality Based Reimbursement Program

- Allows the Provider the opportunity for increased revenue
- Three Prerequisites (Claims, Remits, Newsletters)
- Groups A, B & C
- Qualifying Periods for Each Measure Quarterly/Semi Annual
- QBRP Letter(s)
- HEDIS Measures
- Availity Eligibility/Claim Status Only



Policy Memos

- 1. Policies and Procedures
- 2. Office/Outpatient
- 3. Outpatient Treatment of Accidental Injuries
- 4. Quality of Care
- 5. In-Hospital Medical
- 6. Concurrent Professional Care
- 7. Radiology and Pathology
- 8. Obstetrical Services

- 9. Surgery
- 10. Assistant Surgery
- 11. Multiple Surgical Procedures
- 12. Anesthesia



Retrospective Claim Review

- 120 days from date of Remittance Advice
 - Written inquiry –
 - https://clydebcbsks.com/WebCom/Secure/forms/bcbsks_provider_claiminquiry.htm
- Void Claim
 - Paper: Box 22 use #8 claim frequency code indicator and ICN #
- Corrected Claim
 - Paper: Box 22 use #7 claim frequency code indicator and ICN#
 - Electronic: 837 Professional requirements
 - 2300 CLM05-3 claim frequency code
 - 2300 REF02 payer claim control number

Appeals – only "Not Medically Necessary" denials

- 1st Level: Written notification within 60 days from Retrospective Review Determination
- 2nd Level: Written request within 60 days from 1st Level Appeal



Audits

- Post Pay Audits
 - Fraud and Abuse
 - Utilization
 - Risk Assessment



Content of Service

- Therapeutic, prophylactic, or diagnostic injection administration provided on the same day as an office, home, or nursing home visit.
- Telephone calls & web-based correspondence. Telemedicine may be covered with POS 02 or 10 and GT modifier
- Additional charges beyond the regular charge. Ex after office hours, holidays, or emergency
- A list is located in Policy Memos 1 and 2. (not all-inclusive)



Non-Covered Services

Professional services are not reimbursed when provided to an immediate family member – spouse, children, parents, siblings, or legal guardian of the person who received the service (or themselves).

Member's contract may determine categories of services, procedures, equipment and/or pharmaceuticals. These denials are billable to the member.

Limited Patient Waiver

Limited Patient Waiver





Section 1 – Patient Information						
First Name	MI	Provider Name				
Last Name	Suffix	Provider Address				
Identification Number		City				
Provider NPI		State ZIF	Code	+4	-	
The provider must document in the patient record the dis	cussion	with the pati	ent regardin	g the following	ng service(s):	
Section 2 – Notice of Personal Financial Obli	_	•				
I have been informed and do understand that the c	harge(s) for Nomeno	dature/Proced	dure Code/App	oliance	
					Shield of Kansas	
☐ Not medically necessary		☐ Patient-requested services				
□ Deluxe features (applicable to deluxe orthopedic or prosthetic appliances as specified in the member contract) – the allowance for standard item(s) will b applied to the deluxe item(s)		☐ Utilization denials ☐ Experimental or investigational				
It is my wish to have this service(s) performed even though it will not be paid by BCBSKS.						
I understand that I will be held personally responsible for approximately \$ This amount is an approximation only, based on the service(s) scheduled to be provided.						
Options: Check only one box. We cannot choose	e for y	ou.				
Option 1: I want the service listed above. I also want the provider to bill my insurance for the service provided so that a determination of coverage can be made by my carrier.						
Option 2: I want the service listed above, but do not want the provider to bill my insurance. I understand that I am responsible for the charge and have no appeal rights if the claim is not processed through my insurance.						
Acknowledgment of personal financial obligation ap by this or another provider(s).	plies t	charge(s) t	or service(s) specified	above when performed	
I further understand any additional service(s) could	affect	the amount	of my finan	cial respons	sibility.	
Your signature required Patient (Signature of parent/guard	lian if ot	er than patient)		Date Signed	
I, (witness name), did personally observe and do certify the person who signed above did read this notice and did affix their signature in my presence.						
Your signature required Witness					Date Signed	
witness					Date Signed	



Documentation

- Chief Complaint
- Complete S.O.A.P.
- Abbreviations Have a Legend
- Diagnosis and Dx Code
- Electronic vs Hand Written Signature
- Time-Based Coding Time In & Time Out or Total Time



Uniform Charging

What constitutes a provider's usual charge?

 A discount to every patient without health insurance would be considered the "usual charge," and you must bill BCBSKS the same amount.

Concierge/Club Services are not to be offered to BCBSKS members

Are discounts acceptable?

- Yes, if they are based upon an individual patient's situation
- Community mental health centers and county health departments are allowed to use a sliding scale due to agency regulations
- Only collect deductible, co-payment, co-insurance, or non-covered services at the time of service



Non-Contracting Provider

- A contracting provider must bill for any services ordered and performed by a non-contracting provider
- The contracting provider must hold the member harmless
- If a member requests referral to a non-contracting provider, a signed statement of financial obligation should be on file



Claims Filing

- Contracting provider agrees to file claims for all covered services.
- Timely Filing
 - BCBSKS 15 months from date of service or discharge from hospital
 - FEP by Dec. 31 of the year after the year the service was received
 - ASO's may have different timely filing requirements
- Eligible contracting providers must file services under their own billing NPI.
- Use current Diagnosis and procedure codes.



Modifiers

- Modifier 59
 - Lesion Removal (10000's) and Radiology Codes (70000's) only
 - BCBSKS doesn't recognize it like Medicare
- Modifier 22
 - Drop claim to paper and attach records (unless lab/path handling fee)
- Modifier 25
 - Established patient E/M code (not new patient E/M)
 - Reduces the E/M by 25 percent MAP.
 - Do not use when billing 96372 (therapeutic injection)



Refund & Right of Offset Policy

- BCBSKS must request refunds within 15 months from the date of adjudication.
- Refund requests for fraudulent claim payments and duplicate claim payment, including other party liability claims, are not subject to the 15-month limitation.
- BCBSKS uses auto deduction processes for Right of Offset for claims previously paid.



Locum Tenens Provider

- BCBSKS allows use of a Locum Tenens
 - Provider must be same type of a provider for whom the locum is substituting for.
 - Locum Tenens must be licensed in the state of KS.
 - No longer than 60 days
 - Billing: use NPI of the provider for whom the locum tenens is substituting. Add Q6 modifier.
 - Can not use Locum Tenens for a provider who has passed away.



Tiered Reimbursement

85 percent*	70 percent*	50 percent*
Advanced Practice Registered Nurses (APRNs) [not including Certified Registered Nurse Anesthetists (CRNAs)]	Community Mental Health Centers	Certified Occupational Therapy Assistants (COTAs)
Chiropractors	Licensed Clinical Marriage and Family Therapists	Certified Physical Therapist Assistants (CPTAs)
Clinical Psychologists	Licensed Clinical Professional Counselors	Licensed Athletic Trainers (LATs)
Occupational Therapists	Licensed Clinical Psychotherapists	Individual Intensive Support (IIS) providers Registered Behavior Technician (RBT)
Physical Therapists	Licensed Specialist Clinical Social Workers (LSCSWs)	
Physician Assistants	Outpatient Substance Abuse Facilities	
Speech Language Pathologists	Autism Specialists (AS)	
Licensed Dieticians/Certified Diabetic Educators	Master's Level Social Workers Licensed Marriage and Family Therapist Licensed Master Level Psychologist Licensed Master Level Social Worker Licensed Master Addiction Counselor Licensed Professional Counselor	



- New vs Established Patient
- Content of Service
- Outpatient Consultations
- Telemedicine
 - POS 02 or 10
 - GT Modifier
 - Provider must be licensed in the state the patient is located at time of service
 - Telemedicine is service with audio, visual or audio/visual Does not include emails, faxes or texts.



- Medical Emergency
- Accidental Injury
- Accident Claims
 - Accident Indicator
 - Accident Date / Qualifier
 - Accident Dx Primary



- Quality Improvement Program
- Disease Management
 - bcbsks.com/BeHealthy/DiseaseMgmt
 - or bcbsks.com/Behealthy/Wellness-Management
- HIPAA
- CAQH Standardized Credentialing Application for KS



- Daily Hospital Services (New or Established Patient)
- In-Hospital Consultations



- Concurrent Care
- No Modifiers Needed
- Doesn't Apply To:
 - Radiology
 - Pathology
 - Dx Endoscopies
 - Asst Surgeries
 - Admin of Anesthesia
 - Single Consultations



- Diagnostic Radiology
- Therapeutic Radiology
- Pathology Not Subject to Ancillary Guidelines
- Clinical Lab Follow Ancillary Guides
 - Claim filed to the Blue Plan in the state where the referring/ordering provider resides



- OB Services Non-Surgical
 - Total OB Care
 - Antepartum Care
 - Delivery
 - Postpartum Care
- OB Services Surgical
- Services Qualifying for Additional Fees
 - Usual fee for Antepartum Care doesn't include lab services except for the UA.



- Global Fee Concept
 - Major 1 day before day of procedure and 42 days after procedure
 - Minor Day of the procedure and 10 days after
 - Zero Day of Procedure
 - Medicare's website https://www.cms.gov/medicare/physician-fee-schedule/search/license-agreement?destination=/medicare/physician-fee-schedule/search%3F
 - Moderate (Conscious) Sedation
- Modifiers
- Less Than Full Global Package



- Physicians in Group Practice
- Dates of Service
- Adverse Events



- Medical Necessity
- Reimbursement
- Non-Physician Assistants



- Performed by One Provider
 - Allow procedure with higher RVU at 100%, other procedures at 50%
- Surgical Scope Procedures
 - Two or more scope procedures involving multiple compartments of the same anatomic area –
 only the procedure with higher/highest RVU will be allowed, the others are content of service.



- Anesthesia
 - General
 - Deep Sedation
 - Moderate Sedation
 - Regional Anesthesia
- Time of Administration
- Content of Service
- Maximum Allowable Payment (MAP)



- OB Epidural
- Monitored Anesthesia
- Moderate (Conscious) Sedation



Availity

- Registration (www.Availity.com)
- Password Issues
- TIN / NPI Changes
- Name / Address Changes
- Questions Regarding other Payers
- 1-800-Availity



Availity/Blue Access - BCBSKS

- Eligibility and Benefits
- Claim Status
- Search Patient by Name / Digital ID Card
- Update / Maintain Provider Information: 90 Day Attestation
- BAA Updates / Changes
- View / Print Remits
- QBRP Earned Report
- Resources



Provider Add / Term / Address Change

- Provider Change Request Form
 - https://www.bcbsks.com/CustomerService/
 Forms/pdf/15-141_ProvInfoChange.pdf
- Provider Network Enrollment Request Form
 - https://www.bcbsks.com/CustomerService/
 Forms/pdf/15-481_ProvNetEnrollReq.pdf
- Initiate request at least 60 days before start date

- BCBSKS does NOT backdate the contract effective date because of URAC requirements
- CAQH must be current
- BCBSKS Credentialing Program
 - https://www.bcbsks.com/CustomerService/ Providers/Publications/professional/PolicyM emos/credentialing-criteria.shtml



Claim / Enrollment Inquiry Form

- Inquiry may be submitted for either claim or enrollment questions instead of calling customer service.
- Form is located at: bcbsks.com/bcbsksprovider/facelets/allUsers/form/ProviderClaimEnrollmentInquiry.faces
- Located in the Blue Secure section on Availity under Forms.

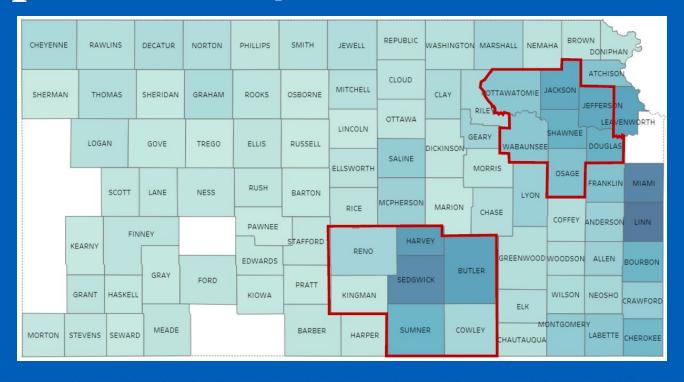


Simple Blue

- New EPO product (Marketplace)
- 14 county roll out
- Independent plans only

Simple Blue in 14 Counties





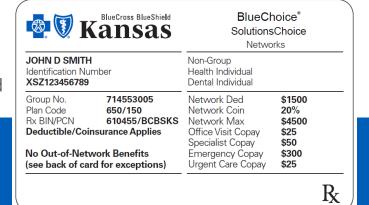
BlueCard EPO



- Replaced Solutions product
- Non-emergent, out-of-area care requires a prior authorization
- Covered benefits are for the BCBSKS service area.
- Zero coverage if the member is referred to a non-contracting entity for any service, including lab and radiology.
- Special contract with The University of KS Health System (KU Med in KC) and Children's Mercy

Prefixes for EPO members

- XSN Individual on Exchange
- XSZ Individual off Exchange
- KSA Small Group off SHOP





BCBSKS ID Cards

- Majority have a three-digit prefix (i.e., XSB, KSE)
- Suitcase (PPO, PPOB, Blank)
- No Suitcase (EPO) No BlueCard benefits can't travel
- Co-pays and deductibles listed
- Medical and Dental (if applicable)
- Group number
- CSC phone number on the back



BlueCard

- BlueCard program serves BCBS members worldwide.
- One source (Host Plan) for providers for claims submission.
- "BlueCard" is the term used for out-of-state plans.
- Terminology
 - HOME Plan: The BCBS plan where the patient's policy was issued.
 - HOST Plan: The BCBS plan where the services are rendered.



BlueCard Network

- Provider is considered a BlueCard PPO (Preferred Provider Organization) provider.
- Out-of-State BCBS members: Look for suitcase logo.
- Eligibility verified through Availity.com.
- All Claims submitted to the HOST plan.
- HOST plan is first point of contact for claim inquiries.
- BCBSKS pricing is followed.

- Home Plan will confirm benefits & determine coverage based on their medical policy.
- Services requiring pre-certification: Check
 # on back of ID card
- Find State by typing in Prefix in Alpha Prefix box under "Medical Policies"
- https://www.bcbsks.com/CustomerService/Provid ers/MedicalPolicies/policies.shtml

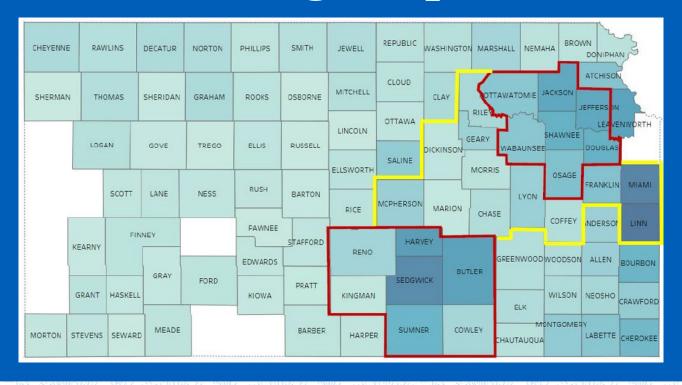


Medicare Advantage

- 26 Counties, including Sedgwick and Shawnee
- Medicare rates and policies apply
- No additional premiums for added services
- Does not qualify for QBRP incentives
- Prefix M3AK
- EFT required in 2022

Medicare Advantage Map







Risk Adjustment

- Diagnosis coding is the primary indicator for risk adjustment calculation and auditing.
- When a claim record does not equal the clinical reality of patient's overall health, this creates a
 gap in the risk score.
- Diagnosis specificity is critical for an accurate risk adjustment score.
- Current dx code vs. History dx code.
- Validate dx codes to medical record documentation.
- Risk Adjustment Data Validation Audit



Reimbursement Reminders

- BCBSKS Accepts AMA-CPT, HCPCS and ICD-10
- Major/Minor/Zero Day Surgery Codes (42/10/0 Days)
- Unit Limitations
- Medical Policies
- Preventive Service Guide
- Limited Patient Waiver
- QBRP



What is Other Party Liability (OPL)?

- Determines if services are eligible for coverage under another provider.
 - Verified annually for members and/or dependents.
 - Verifies if injuries/certain conditions are eligible under Work Comp or auto insurance.
- Helps contain costs that affect rates paid by members.
- Checks for:
 - Duplicate coverage
 - Workman's Compensation
 - No-fault Auto
- Does not coordinate with Medicare or Medicaid.



Claim Control Number Examples

252200500001

- 25 Electronic claim
 - * 20 Paper Claim
 - * 57 Blue Card Claim
- 22 It was received in 2022.
- 005 It was received January 5.
- 00001 It was the first claim in the sequence.



Electronic Funds Transfer (EFT)

- Quicker Payment
- Less Paperwork
- Located on Availity, BCBSKS Provider Secure Section (Blue Access), Forms, Electronic Fund Transfer (EFT)
- BCBSKS is urging providers to set up
- Upon enrollment with BCBSKS network providers will be required to sign up for EFT payment.



Cologuard – Screening Colonoscopy

- Provider may bill a follow up colonoscopy with a positive Cologuard test as preventive using the CPT and diagnosis codes according to the Preventive Service Guidelines
- Claim will process as a "screening" colonoscopy
- Edit will be in place by 5/31/2022



DOT Physicals

- Use code 99455 (DOT Physical)
- Note KDOT in box 19 of CMS form (Loop 2400 NTE)
- Use E/M for ALL other school or work-related exams



MiResource

- Online mental health provider directory
- Filtered by patient's specific needs/preference
- In-person or Telemed
- https://bcbsks.miresource.com



Covid-19 Provider Information

- As of 1/1/2022 Patient cost share applies
- BCBSKS covers testing if lab claim is submitted within 14 days of test
- Provider Communications and Resources are listed on BCBSKS website.

bcbsks.com/providers/covid-19

Provider Attestation



PROVIDER ATTESTATION

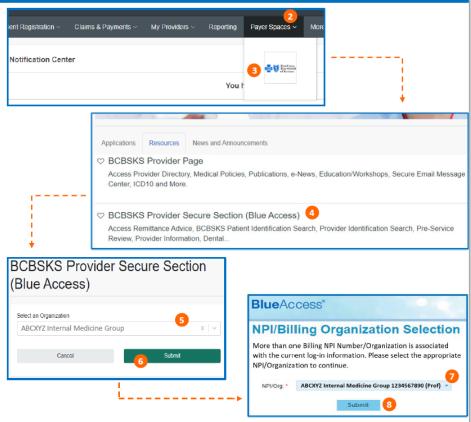
Complete Attestation Quickly and Easily Using Blue Access!

GETTING STARTED

- 1. Login to Availity
- 2. Select Payer Spaces
- Select Blue Cross Blue Shield of Kansas
- 4. Select BCBSKS Provider
 Secure Section (Blue Access)
- 5. Select **Organization** from drop-down menu
- Select Submit
- Select NPI/Organization from drop-down menu, if needed
- drop-down menu, if needed
- Select Submit, if needed

NOTE: Only users with more than one NPI associated with the Availity profile used to access Blue Access will see the screen in step 7. It will not apply to every provider/group.

Provider Attestation Quick Reference Card





Page 1 of 2

Provider Attestation



PROVIDER ATTESTATION

Welcome to Blue Access!

GETTING STARTED

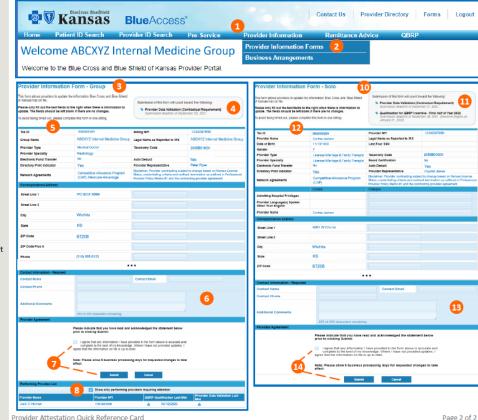
- 1. Select Provider Information
- 2. Select Provider Information Forms

GROUP ATTESTATION

- 3. Group attestation form
- Info message stating which requirements will be met with submission
- 5. Review all group information and update as needed
- Enter Contact Info for person completing attestation
- 7. Select Check Box → Submit
- Uncheck Box to see all attached providers and the last date of attestation
 Complete attestation for each
- provider listed

SOLO ATTESTATION

- 10. Solo attestation form
- Info message stating which requirements will be met with submission
- Review all solo information and update as needed
- Enter Contact Info for person completing attestation
- 14. Select Check Box → Submit



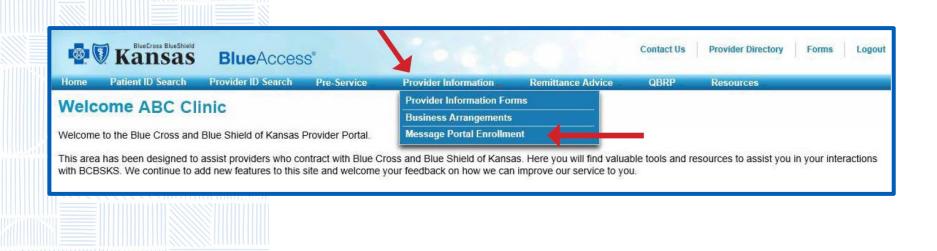




Electronic Provider Message Portal

- Ability to upload records when requested via group email
- Replaces receiving a letter record request
- Registration beginning April 1, 2022
- Implementation May 1, 2022
- May 1 date of service driven incentive
- 1% QBRP Incentive
- Located in Blue Access
- Response required within 15 days of email

Provider Message Portal – Sign up





Provider Message Portal – Sign up

Experience the Message Portal.

Please contact your provider relations representative with any questions you may have.

Provider Information

Provider Name: ABC Clinic Provider Tax ID: 123456789 Provider NPI: 987654321

To enroll for the message portal, please review and submit the Message Portal Addendum.



The message portal will become active and available on the date the addendum is submitted.

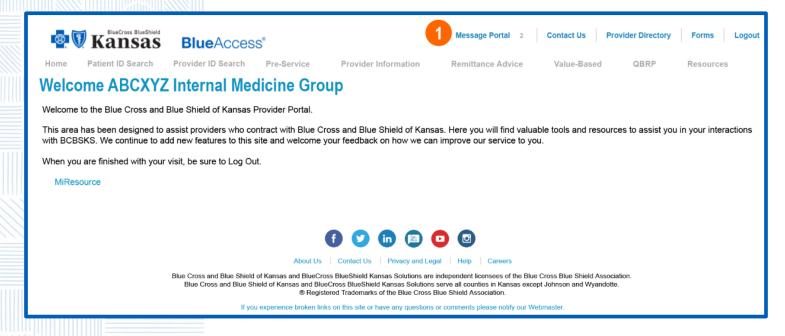


Provider Message Portal – Sign up

SECTION V. PROVI	DER SIGNATURE				
Message Portal C	ontact Information				
Provider Group Email A	ddress (this will be used for any Mess	sage Portal notification email	S)		
Submitter Informa	ation				
Name and Title					
Phone Number					
Email Address					
By checking this b complete authority your digital signature.	ox, you are agreeing to all of the Mess to act on behalf of the company iden	sage Portal Terms and Cond tifled in SECTION I of this ag	litions outlined above. Furthern greement and that the submitte	more, checking this box also er information provided abov	o indicates that you have the ye is yours and can be treated as
	BACK			SUBMIT	

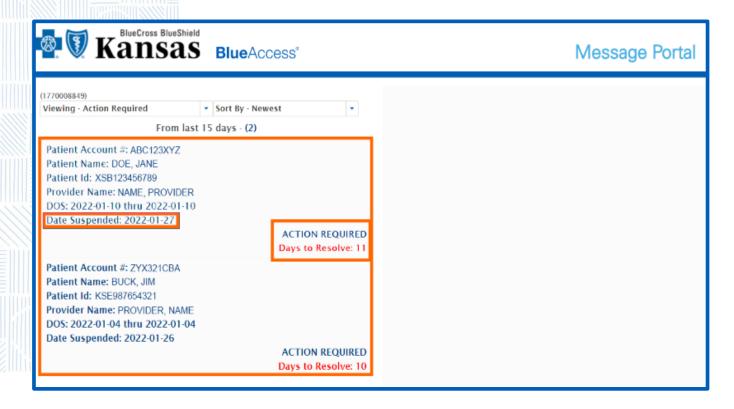


Select Message Portal



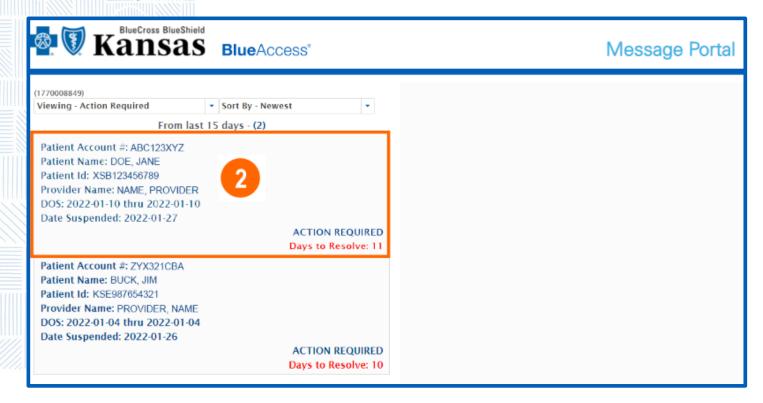


List of Claims to be Worked



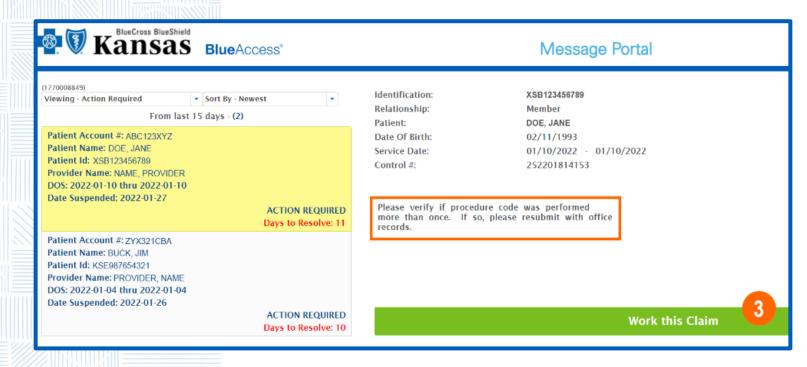


Review Message



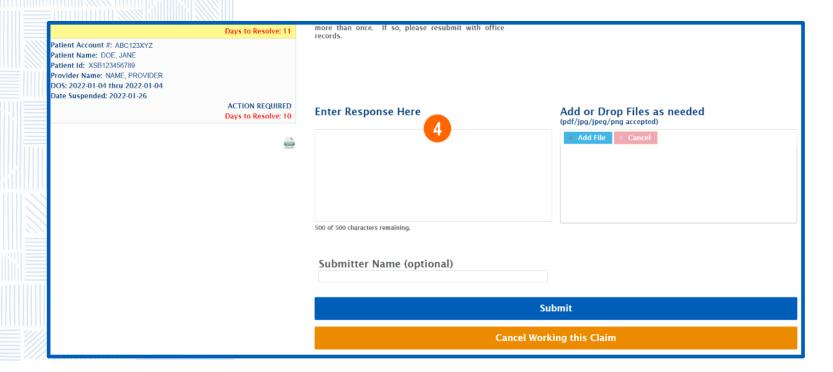


Review Information





Enter Response







Specialty Guidelines

Heather Schultz, Specialty Provider Representative

Heather.Schultz@bcbsks.com

Specialty Guidelines found on the BCBSKS.com website

- Ambulance
- Autism Guidelines
- Durable Medical Equipment/Home Medical Equipment
- Home Infusion Therapy



Thank you for being a BCBSKS contracting provider



AAPC CEU's

CEU's are only valid for attendees who were present during the entire presentation.