

15 REIMBURSEMENT ISSUES - IOECTR

|    |                                                                       |                                                                                                                                                                                                           |                |
|----|-----------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| 1  | Total Healthcare Charges                                              | Question: are post-op visits a practice expense or a work expense? - JEFF                                                                                                                                 |                |
| 2  | Professional Fees VS Facility Fees                                    | Wide variance in terms, accounting systems and collection of data between practices.                                                                                                                      |                |
| 3  | SITE OF SERVICE DIFFERENTIAL (SOSD)                                   | Work=physicians skill and expertise; PE = overhead; more information available.                                                                                                                           | Related        |
| 4  | Short Term: Negotiate contracts with carriers                         | The technique, code, equipment and procedure is different. Not the focus here.                                                                                                                            | Important      |
| 5  | Long Term: AMA / Medicare change Status                               | ECTR does NOT have a SOSD; Open CTR does but it is only \$6.14 (office overhead; 2020).                                                                                                                   | Very Important |
| 6  | Total RVU's: W+PE+M                                                   | Perhaps great detail is NOT necessary and simply halving the ASC fee is the best way to go; any detailed calculations will be fraught with errors (sample size, accounting inconsistencies, clinic size). |                |
| 7  | ECTR versus Open CTR Technique                                        | the PE component of the MPFS, which accounts for approximately 45 percent of total MPFS payments [OUTDATED STAT]                                                                                          |                |
| 8  | ECTR versus Open CTR SOSD                                             | WALANT can be performed in the office or a facility; most all office surgeries would be WALANT (local anesthesia) but not required.                                                                       | Related        |
| 9  | OBS versus WALANT                                                     | There is very little information covering exactly our issue on the internet.                                                                                                                              |                |
| 10 | RISK / SAFETY / Facility Type                                         | Which facility is selected is a function of risk, anesthesia level and patient comorbidities.                                                                                                             | Not the Issue  |
| 11 | Anesthesia Types - Intensity                                          | The longer the survey (and more accurate) the lower the response rate (sometimes as low as 2%!)                                                                                                           |                |
| 12 | Insurance Types                                                       | Medicare PE data; isn't this aggregate for the clinic and not by procedure? General overhead versus surgery-specific expenses.                                                                            |                |
| 13 | Payment Methodologies                                                 | RAND identified 14 surveys relevant to PE; we call these the prior surveys.                                                                                                                               |                |
| 14 | In-Network versus Out-of-Network                                      | CONFIRM WITH SOMEONE IF SAFETY IS THE REASON ECTR IS NOT AN OFFICE-BASED PROCEDURE IN 2020!                                                                                                               | SAFETY!        |
| 15 | Non-Reimbursement: Administrative - state licensing and safety issues | cost and life of Microaire equipment.                                                                                                                                                                     |                |