

HIV Testing in the Emergency Department:

Focus on

Financing and Reimbursement

A Round Table Discussion

Jointly Sponsored by:

**National ED HIV Testing Consortium
Forum for Collaborative HIV Research**

Conference Grant from Gilead, Inc

CONTEXT

- EDs centric role in national strategy
- Movement from CDC to wean funding
- Next major challenge - Sustaining ED HIV testing

Operational Integration



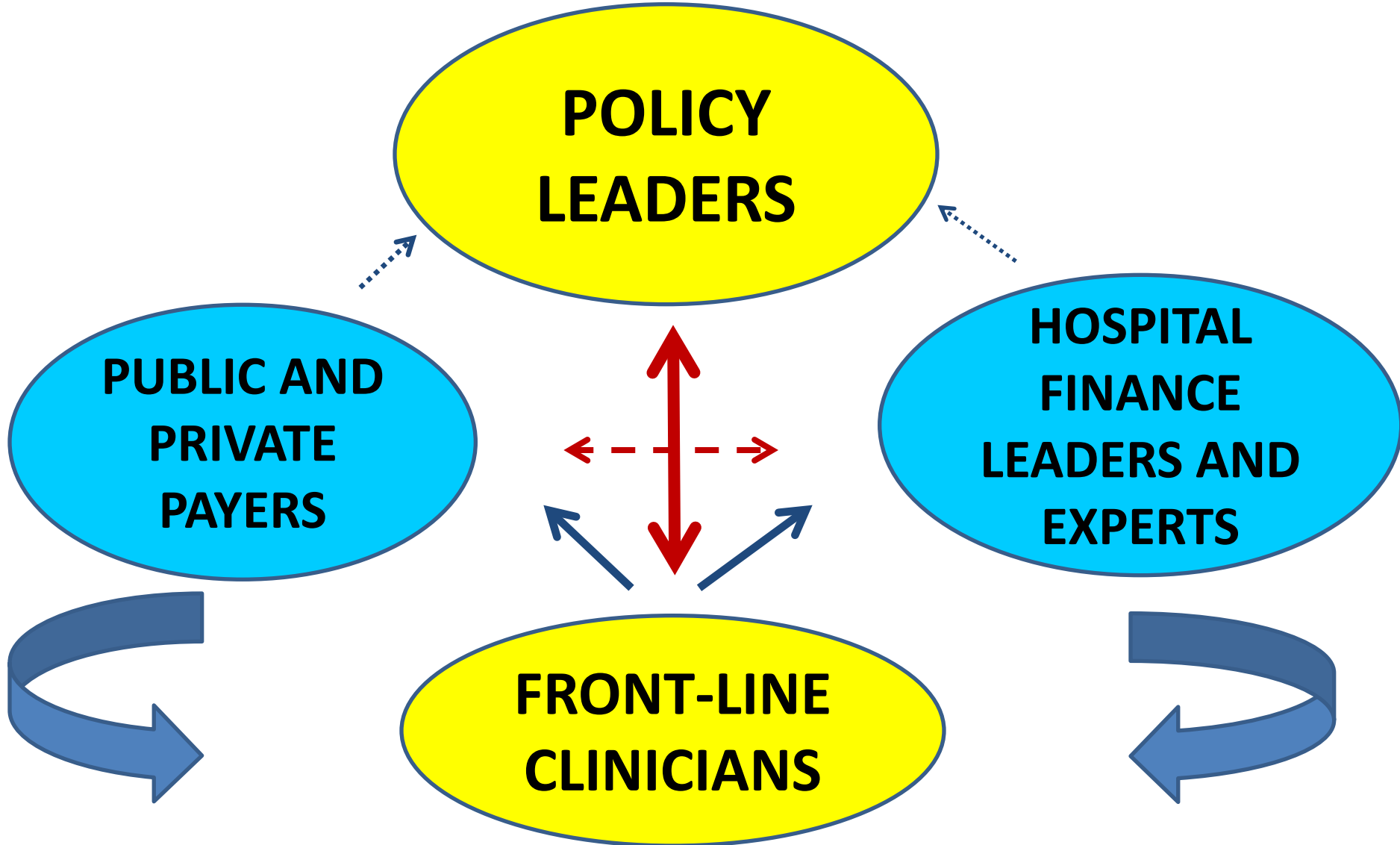
Billing and Reimbursement

ED HIV Testing Consortium



- **Mission**
 - Promote dialogue, policy, education and research to facilitate translation of population-based HIV testing, screening and linkage to care into routine emergency medical practice nationally
- **Milestones**
 - Conferences
 - Publications
 - Support from national organizations
 - Funding – Research and Policy
 - NIAID, AHRQ, CDC, AHA, Industry
- **2011-2012**
 - Billing and Reimbursement identified as central

Billing and Reimbursement



Panel I:

Perspective from Public and Private Sector Leaders

Federal Policy Leadership/Experts

Bernie Branson, MD, Associate Director Lab Diagnostics, Division of HIV/AIDS Prevention
Lindsey Dawson, Public Policy Associate, AIDS Institute, Washington DC

Public and Private Sector Payers

Stephen Cha, MD, CMO, Center for Medicaid and CHIP Services, CMS
Melissa Harris, Director Benefits and Coverage, Center for Medicaid and CHIP Services, CMS
Andrew Baskin, MD, National Medical Director, Aetna
Michael Horberg, MD, Executive Director of Research and HIV/AIDS, Kaiser Permanente

Hospital Financial Experts

Joe Panichello, MBA, Director of Finance Johns Hopkins Emergency Medicine
Albert Galinn, Director of Patient Accounts Johns Hopkins Hospital

National Snapshot (NASTAD)

Amy Killelea, J.D, Senior Manager, Health Care Access, NASTAD
Liisa Randall, PhD, NASTAD Consultant

Panel II:

Emerging Practices: Narratives from the Field

New York City

Franklin Laufer, PhD: AIDS Institute, New York State, DOH

Ethan Cowan, MD: Assistant Professor, Albert Einstein Univ., Bronx, NY

El-Paso Texas

Jenny McFarlane Field Operations Leader, Texas DSHS, Austin, Texas

Robert Woolard, MD: Texas Tech University Health Center, El Paso Texas

Washington DC

Jeremy Brown, MD, Associate Professor, George Washington University, DC

Nestor Rocha, Bureau Chief Prevention and Intervention Service, DC DOH

National Perspectives

Panel III: **Moderated Discussion**

Define and prioritize key questions

Develop organizational framework for research and policy

Format

Define Key themes

Refine draft framework

Key Themes

- **Payers are supportive**
 - **Public**
 - CMS encourages best ‘models’ for delivery and conversations with state partners
 - **Private**
 - Be aware of contracts between hospitals and insurers
 - **Hospitals**
 - Medically necessary – ‘we’ll figure it out’
 - Downstream revenue (costs savings)
- **USPHTF may simplify reimbursement**

Key Themes

- **Coverage does not necessarily equate with line items *payments* for service**
 - Bundling impacts reimbursement
 - Federal and state views don't necessarily translate into operations of payment organization (MCOs)
- **Coverage also doesn't equate with *usage***
 - Need for education/outreach
- **Unintended consequences of billing**
 - Cost for self-payers /costs hospital for denied charges
 - Potential impact on testing

Themes

- **Role of EDs in prevention**
 - Both public and private payers expressed concerns regarding prevention measures (testing) in EDs
 - ? Costly
 - Expanded and primary care integrated models
 - Conversely, missed opportunities in EDs persist and costs may be overinflated
- **Graded pace of drawing down CDC funds important**

Solutions

- **Mandates versus incentives**
- **Approaches to roll-out**
 - **Negotiated advocacy**
 - **Business plan/special mechanisms required**
 - **Cycle of claims submission/reimbursement**

versus

- **‘Just do it’**
 - **Use same system as any other test**
 - **Establish mechanisms for using health department as payer of last resort**
- **Optimize models that attend to cost and efficiency**

Unmet Needs

- **Further local experimentation experience required**
- **Technical assistance**
 - Knowledge gaps
- **Resource for sharing evolving experiences**

Plan to publish summary of roundtable findings