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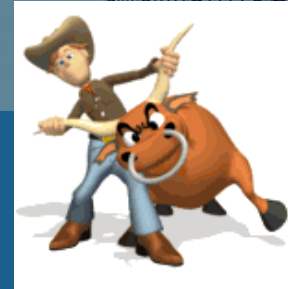
HOW TO INCREASE INCOME IN 2025 FEE FOR SERVICE CLINICS

DON SELF & ASSOCIATES, INC

DON SELF, CPC, CMCS, CASA

WHO ARE WE?

- 40+ Years of Reimbursement Consulting
- Coding Consultations (CMCS, CPC)
- Expert Testimony in Federal and State Courts
- ERISA Expert
- Author – Books, Geriatrics Magazine, ERISA, Medical Office Management
- Website: www.donself.com more than 11 million visits since 1994
- Seminar/Webinar Leader (More than 1,100 webinars/seminars over past 38 years)
 - AOA, AAFP, ASIM, ACOFP, AAPC, AHIMA, FOMA, NCOMA, GAFF, POMA, PAHCOM, PAFP, MGMA, GOMA, VCOM, PCOM, TCOM, KCOM, COMA, PAHCS, TOMA, TNOMA, CPSA, NOMA, NMOMA, OOA, KOMA, MOMA, MSOMA, VANDERBILT U., UTHSC and MORE
- CEO, Don Self & Associates, Inc
- President, Telecare-USA, Inc



BUSINESS OF MEDICINE SERIES

LOOKING FOR MONEY IN ALL THE WRONG PLACES



MOST CLINICS CAN INCREASE THEIR
ANNUAL NET (BOTTOM LINE)
INCOME BY TENS TO HUNDREDS OF
THOUSANDS PER YEAR – IF THEY
WORK SMART

CPT
99214
CMS
Denial



NOT ALL YOU'VE HEARD IS TRUE

**"IF THE PROVIDER DOCUMENTS TIME, THEN TIME WILL
ALWAYS DICTATE WHICH LEVEL OF SERVICE"**

FALSE!!!



UNDER-CODING OFFICE VISITS

E & M VISITS UTILIZE 2021-
2025 RULES

TIME vs MDM

THE LEVEL OF CODE DOCUMENTED AND BILLED MAKES A BIG DIFFERENCE
ON CLINIC INCOME.



E&M CODING

ON MEDICAL DECISION MAKING



Number & Complexity of Problems
Addressed today



Amount &/or Complexity of Data to
be Reviewed and Analyzed



Risk of Complications and/or
Morbidity or Mortality of Patient
Management

E&M CODING

Don Self & Associates 903.871.1172 www.DonSelf.com			
Level	Elements	Number & Complexity of Problems Addressed	Amount and/or Complexity of Data to be Reviewed and Analyzed
Problem	Minimal	Minimal	Minimal risk of morbidity from additional testing or treatment
Data	Low	Limited (Need 1 of 2 categories)	Low risk of morbidity from additional testing or treatment
MGMT	Moderate	Moderate (Need 1 of 3 categories)	Moderate risk of morbidity from additional testing or treatment
Time	High	Extensive (Need 2 of 3 categories)	High risk of morbidity from additional testing or treatment



Scan here to learn how to use:

99205 99215	99204 99214	99203 99213	99202 99212	99211	OV New OV Est
High	Moderate	Low	Minimal	NA	Number of Problems
Extensive	Moderate	Limited	Minimal	NA	Amount and Complexity of Data
High	Moderate	Low	Minimal	NA	Risk of PT MGMT
60-74 40-54	45-59 30-39	30-44 20-29	15-29 10-19	NA	Time

Office

-OR-

Time counts ALL time spent by practitioner on the date of service on the patient's problem

Time Counted for SNF or Home Visits **with Medicare** includes additional days

THOUSANDS OF OFFICES USE OUR E&M SLIDERULES TO MAKE IT EASIER ON THE PROVIDERS & THE CODING STAFF

www.DonSelf.com



E&M CODING

COUNT THE TIME!

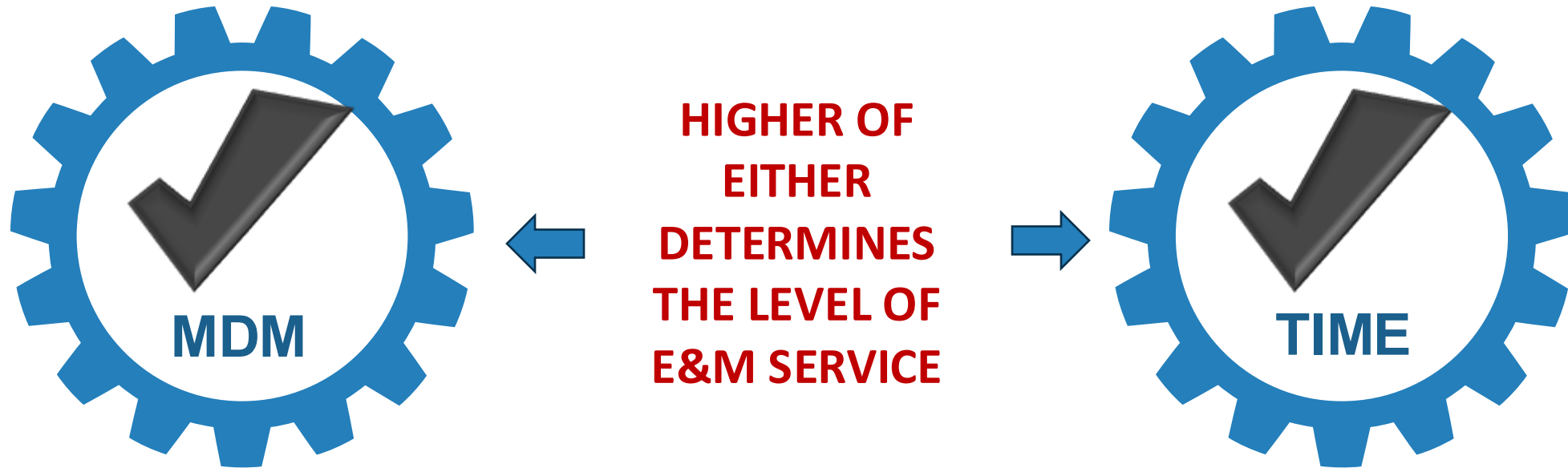
- Preparing to see the patient (eg, review of tests)
- Obtaining and/or reviewing separately obtained history
- Performing a medically appropriate examination and/or evaluation
- Counseling and educating the patient/family/caregiver
- Ordering medications, tests, or procedures
- Referring and communicating with other health care professionals (when not separately billed)
- Documenting clinical information in the electronic or other health record
- Independently interpreting results (not separately BILLING for INTERP) and communicating results to the patient/family/caregiver



**MEDICAL PROVIDER (MD, DO, DPM, NP, PA) ONLY DO
*NOT COUNT MA OR RN TIME!***

DON'T UNDER-CODE

ON E&M SELECTION



HCPCS – DX LINKS

WHAT IS THIS TELLING THE CARRIER?

MM DD YY		QUAL.		QUAL.		MM DD YY		FROM MM DD YY		TO MM DD YY	
17. NAME OF REFERRING PROVIDER OR OTHER SOURCE								17a.		17b. NPI	
BENJAMIN FEELGOOD MD										144146903	
19. ADDITIONAL CLAIM INFORMATION (Designated by NUCC)											
21. DIAGNOSIS OR NATURE OF ILLNESS OR INJURY Relate A-L to service line below (24E)											
A. J02.9		B. I10		C. H61.21		D.		E.		22. RESUBMISSION CODE	
E.		F.		G.		H.		I.		ORIGINAL REF. NO.	
I.		J.		K.		L.		23. PRIOR AUTHORIZATION NUMBER			
24. A. DATE(S) OF SERVICE		B. PLACE OF SERVICE		C. EMG		D. PROCEDURES, SERVICES, OR SUPPLIES (Explain Unusual Circumstances)		E. DIAGNOSIS POINTER		F. \$ CHARGES	
From MM DD YY To MM DD YY						CPT/HCPCS MODIFIER				G. DAYS OR UNITS	
										H. EPSDT Family Plan	
										I. ID. QUAL.	
										J. RENDERING PROVIDER ID. #	
1	8	17	23	8	17	23	11		99214	25	
2	8	17	23	8	17	23	11		93000		
3	8	17	23	8	17	23	11		69209	RT	
4											
5											

SICIAN OR SUPPLIER INFORMATION

We did the office visit, the EKG and the irrigation of ear to remove impacted cerumen because of the pharyngitis?

BE COMPLIANT ON THE CLAIMS ALSO!



TOO MANY DOCTORS ARE USING THE WRONG SPECIALTY CODE

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients
Kong, Ronald	1225129141	Family Practice	99222	Initial hospital care with straightforward or low-level medical decision making, if using time, at least 55...	E&M	43	40
Kong, Ronald	1225129141	Family Practice	99223	Initial hospital care with moderate level of medical decision making, if using time, at least 75 minutes	E&M	650	593
Kong, Ronald	1225129141	Family Practice	99231	Subsequent hospital care with straightforward or low level of medical decision making, per day, if using...	E&M	440	213
Kong, Ronald	1225129141	Family Practice	99232	Subsequent hospital care with moderate levelof medical decision making, if using time, at least 35...	E&M	5,870	961
Kong, Ronald	1225129141	Family Practice	99233	Subsequent hospital care with moderate levelof medical decision making, if using time, at least 50...	E&M	86	61
Kong, Ronald	1225129141	Family Practice	99238	Hospital discharge day management, 30 minutes or less	E&M	195	189

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients
Tan, Francis	1457472490	Family Practice	99223	Initial hospital care with moderate level of medical decision making, if using time, at least 75 minutes	E&M	204	199
Tan, Francis	1457472490	Family Practice	99232	Subsequent hospital care with moderate levelof medical decision making, if using time, at least 35...	E&M	617	275
Tan, Francis	1457472490	Family Practice	99233	Subsequent hospital care with moderate levelof medical decision making, if using time, at least 50...	E&M	923	75
Tan, Francis	1457472490	Family Practice	99238	Hospital discharge day management, 30 minutes or less	E&M	59	58
Tan, Francis	1457472490	Family Practice	99239	Hospital discharge day management, more than 30 minutes	E&M	67	62
Tan, Francis	1457472490	Family Practice	99306	Initial nursing facility care with high level of medical decision making, per day, if using time, at least 45...	E&M	540	465
Tan, Francis	1457472490	Family Practice	99309	Subsequent nursing facility care with moderate level of medical decision making, per day, if using time, ...	E&M	1,434	388
Tan, Francis	1457472490	Family Practice	99316	Nursing facility discharge management, more than 30 minutes	E&M	52	47
Tan, Francis	1457472490	Family Practice	99497	Advance care planning, first 30 minutes	ACP	727	612

TOO MANY DOCTORS ARE USING THE WRONG SPECIALTY CODE

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients
Parekh, Parag	1013395979	Family Practice	90960	Dialysis services, 4 or more physician visits per month (20 years or older)	Dialysis	34	12
Parekh, Parag	1013395979	Family Practice	90966	Home dialysis services per month (20 years or older)	Dialysis	124	20
Parekh, Parag	1013395979	Family Practice	99204	New patient office or other outpatient visit, 45-59 minutes	E&M	23	23
Parekh, Parag	1013395979	Family Practice	99213	Established patient office or other outpatient visit, 20-29 minutes	E&M	117	88
Parekh, Parag	1013395979	Family Practice	99214	Established patient office or other outpatient visit, 30-39 minutes	E&M	167	91
Parekh, Parag	1013395979	Family Practice	99222	Initial hospital care with straightforward or low-level medical decision making, if using time, at least 55...	E&M	64	63
Parekh, Parag	1013395979	Family Practice	99223	Initial hospital care with moderate level of medical decision making, if using time, at least 75 minutes	E&M	206	199
Parekh, Parag	1013395979	Family Practice	99231	Subsequent hospital care with straightforward or low level of medical decision making, per day, if using...	E&M	14	11
Parekh, Parag	1013395979	Family Practice	99232	Subsequent hospital care with moderate levelof medical decision making, if using time, at least 35...	E&M	588	296
Parekh, Parag	1013395979	Family Practice	99233	Subsequent hospital care with moderate levelof medical decision making, if using time, at least 50...	E&M	816	364



KSOSN

<https://www.ksosn.com> › Henderson

Dr. Parag Parekh, D.O. Nephrologist

Meet Dr. Parag Parekh, D.O., a **compassionate nephrologist at KSOSN**, focused on enhancing kidney health and ensuring continuity of care for all his patients.



TOO MANY DOCTORS ARE USING THE WRONG SPECIALTY CODE

Provider	NPI	Specialty	CPT	Desc	category	Services	Patient
Dulan, Genevieve	1033391370	Family Practice	99347	Residence visit for established patient with straightforward medical decision making, per day, if using...	E&M	257	256
Dulan, Genevieve	1033391370	Family Practice	99348	Residence visit for established patient with low level of medical decision making, per day, if using time, ...	E&M	194	190
Dulan, Genevieve	1033391370	Family Practice	99349	Residence visit for established patient with moderate level of medical decision making, per day, if using...	E&M	112	108
Dulan, Genevieve	1033391370	Family Practice	99441	Telephone medical discussion with physician, 5-10 minutes	E&M	221	218
Dulan, Genevieve	1033391370	Family Practice	99442	Telephone medical discussion with physician, 11-20 minutes	E&M	99	98
Dulan, Genevieve	1033391370	Family Practice	99443	Telephone medical discussion with physician, 21-30 minutes	E&M	36	34
Dulan, Genevieve	1033391370	Family Practice	G0179	Physician or allowed practitioner re-certification for medicare-covered home health services under a...	HH_ReCert	47	46

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients
Malerba, Audra	1578682985	Family Practice	10060	Simple or single drainage of skin abscess	Surgery	38	36
Malerba, Audra	1578682985	Family Practice	11102	Biopsy of related skin growth, first growth	Surgery	836	660
Malerba, Audra	1578682985	Family Practice	11103	Biopsy of related skin growth, each additional growth	Surgery	343	294
Malerba, Audra	1578682985	Family Practice	17000	Destruction of precancer skin growth, 1 growth	Surgery	733	533
Malerba, Audra	1578682985	Family Practice	17003	Destruction of precancer skin growth, 2-14 growths	Surgery	434	336
Malerba, Audra	1578682985	Family Practice	17110	Destruction of skin growth, 1-14 growths	Surgery	346	298
Malerba, Audra	1578682985	Family Practice	69100	Biopsy of ear	Surgery	46	45
Malerba, Audra	1578682985	Family Practice	99202	New patient office or other outpatient visit, 15-29 minutes	E&M	17	17
Malerba, Audra	1578682985	Family Practice	99203	New patient office or other outpatient visit, 30-44 minutes	E&M	120	120
Malerba, Audra	1578682985	Family Practice	99212	Established patient office or other outpatient visit, 10-19 minutes	E&M	188	172
Malerba, Audra	1578682985	Family Practice	99213	Established patient office or other outpatient visit, 20-29 minutes	E&M	1,774	1,081
Malerba, Audra	1578682985	Family Practice	99214	Established patient office or other outpatient visit, 30-39 minutes	E&M	82	78

FFS OPPORTUNITY



**DOCTORS
WONDERING
WHY THEY
DON'T MAKE
ENOUGH
MONEY**

**YET, THEY ARE NOT DOING WHAT MEDICARE IS
WILLING TO PAY THEM LOTS OF MONEY TO DO!**



FFS OPPORTUNITY



CONSERVATIVE ANNUAL INCOME EXPECTATIONS FOR PRIMARY CARE PROVIDERS

DESCRIPTION	FREQ	CODE	2024 MPFS PHYSICIAN	ANNUAL PCP PHYSICIAN	PART B PAYS	PHYSICIAN INCOME	NP OR PA (85% OF MPFS)	ANNUAL PCP NPP	PART B PAYS	NPP INCOME
OFFICE VISITS	4	99214	\$ 123.01	\$492.04	80%	\$ 393.63	\$104.56	\$418.23	80%	\$334.59
AWV	1	G0438/39	\$ 141.95	\$141.95	100%	\$ 141.95	\$120.66	\$120.66	100%	\$120.66
ADV CARE PLAN	1	99497-33	\$ 79.45	\$79.45	100%	\$ 79.45	\$67.53	\$67.53	100%	\$67.53
DEPRESSION SCRNM	1	G0444	\$ 17.86	\$17.86	100%	\$ 17.86	\$15.18	\$15.18	100%	\$15.18
SDOH SCRNM	1	G0136	\$ 17.86	\$17.86	100%	\$ 17.86	\$15.18	\$15.18	100%	\$15.18
ALCOHOL MISUSE	1	G0442	\$ 17.86	\$17.86	100%	\$ 17.86	\$15.18	\$15.18	100%	\$15.18
CCM (Net)	12	99490	\$24.08	\$288.96	80%	\$ 231.17	\$20.47	\$245.62	80%	\$196.49
APCM (Net)	12	G0556	\$7.50	\$90.00	80%	\$ 72.00	\$6.38	\$76.50	80%	\$61.20
COGN TEST (Net)	1	96132/38	\$153.17	\$153.17	80%	\$ 122.54	\$130.19	\$130.19	80%	\$104.16
COG ASSESS PLAN	1	99483	\$ 260.79	\$260.79	80%	\$ 208.63	\$221.67	\$221.67	80%	\$177.34
RPM (Net)	12	99454-58	\$ 72.19	\$866.28	80%	\$ 693.02	\$61.36	\$736.34	80%	\$589.07
MPFS FOR		AVG USA		MEDICARE CHECKS	PHYSICIANS	\$ 1,995.97		NET PER YEAR PER PART B PT	NPP'S	\$1,696.58
				CO-INS. CHECKS	MEDIGAP	\$ 575.49			MEDIGAP	\$489.16
					TOTAL	\$2,571.46			TOTAL	\$2,185.74

NOTE: ADDITIONAL SERVICES SUCH AS DESTRUCTION AK, EKG, SPIROMETER, VENIPUNCTURES, CLIA WAIVED TESTS, PROLONGED CARE, HOSPITAL VISITS, NURSING HOME VISITS, IM INJECTION ADMIN, SIGNING HOME HEALTH CERTS, SMOKING CESSATION, REMOVING IMPACTED CERUMEN, TRANSITIONAL CARE, PAP SMEARS, FLU VACCINE ADMIN, ETC ARE NOT COUNTED.

A DOC WITH

200

PART B PATIENTS

WHICH EQUATES TO:

\$514,292

IN PART B POTENTIAL INCOME



NOT BILLING FOR ALL SERVICES PERFORMED & DOCUMENTED



PROCEDURES PERFORMED DURING THE VISIT

- Removal Impacted Cerumen,
- Destruction of Lesions,
- Breast/Pelvic exams,
- Trigger Points,
- Intramuscular Injections,
- Vaccine injections,
- Signing Home Health Certificates, etc.



RPM OPPORTUNITY



- How many patients do you see with hypertension or diabetes or pulmonary problems or CHF?
- What if you had devices sitting on your shelf – not costing you a penny?
- You hand the device to the patient and Telecare-USA does the rest



RPM OPPORTUNITY



- CMS/MEDICARE allows you to have another company provide Care Management services for you – and you then do pass-through billing.
- Some patients fib about their numbers – so you won't take away their good food or chastise them.
- Data must automatically be transmitted – not recorded and sent later.



RPM OPPORTUNITY



- In 2023, only 5,663 of the 1.4 million medical practitioners in the country billed for RPM.
- Medicare saves money when YOU perform RPM ...



RPM OPPORTUNITY

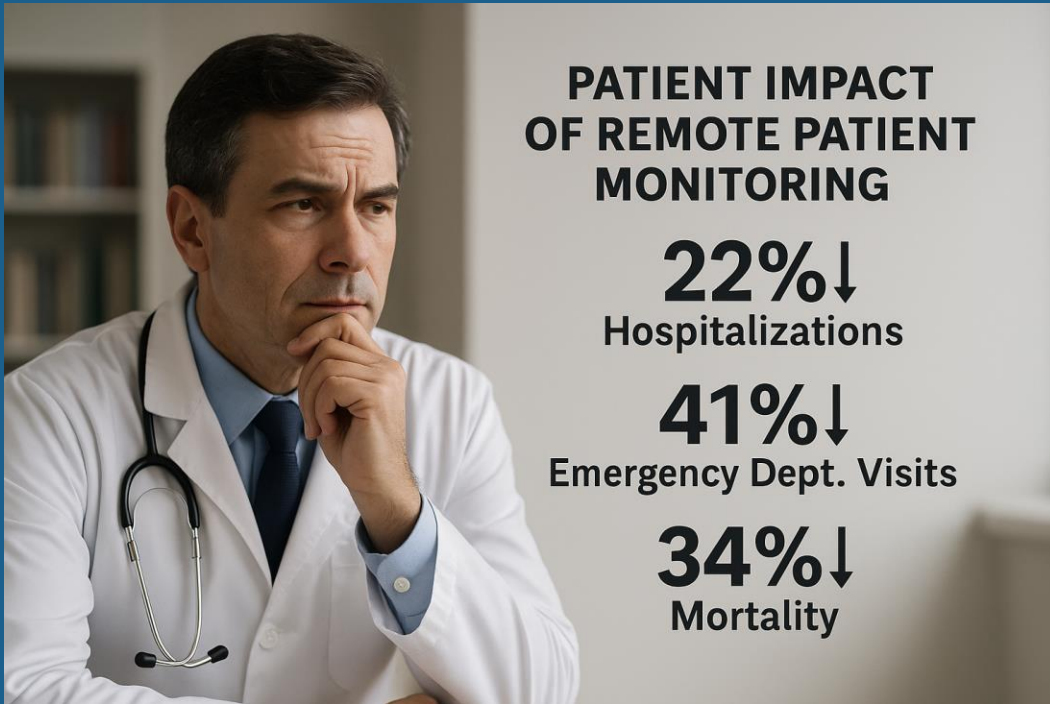


KLAS REPORT ON REMOTE PHYSIOLOGIC MONITORING 2016-2019

1. Reduced hospital admissions: 38%
2. Improved patient satisfaction: 25%
3. Reduced readmissions: 25%
4. Reduced emergency room visits: 25%
5. Quantified cost reductions: 17%
6. Improved medication compliance: 13%
7. Improved patient health: 13%
8. Decreased A1c levels: 8%



RPM OPPORTUNITY



Published in: Journal of General Internal Medicine (2023)

- Title: "Remote Patient Monitoring and Clinical Outcomes in a Medicare Population with Hypertension"
- Population: 16,000+ RPM users vs. 63,000+ matched non-users (all Medicare beneficiaries)
- Duration: 12-month outcome tracking

<https://link.springer.com/article/10.1007/s11606-023-08511-x>



RPM OPPORTUNITY



- 99454 \$49.31
- 99457 \$50.37
- 99458 \$40.29
- 99458 \$40.29
- TOTAL: \$180.26

- Net P/M = \$103.16 RPM FFS
= **\$247,584** per year,
based on 200 Part B patients



RPM OPPORTUNITY



Patient ID	Name	SET UP DATE	DAYS	Total Service Time (minute)	(16 days) 99453	(16 days) 99454	min. 99457	mid. 99458	2ND 99458	3RD 99458	Expense	Expected Income	Expected Net Profit
SAMPLE					setup	supply	first 20	31-50 min	>51 min				
10058	Robert Stack	2-Apr	19	31		1	1	1	0	0	\$ 77.10	o2 and bp	\$ 170.71 \$ 93.61
10244	Jim Neighbors	6-May	26	52	1	1	1	1	1	0	\$ 77.10	BP	\$ 237.29 \$ 160.19
10271	Clint Eastwood	8-Jan	26	49		1	1	1	0	0	\$ 77.10	glucose	\$ 170.71 \$ 93.61
10378	Merle Haggard	28-Apr	30	76		1	1	1	1	1	\$ 77.10	scales	\$ 259.43 \$ 182.33
10395	Bugs Bunny	5-May	18	47	1	1	1	1	0	0	\$ 77.10	glucose	\$ 192.93 \$ 115.83
10558	Alan Jackson	9-Feb	21	39		1	1	1	0	0	\$ 77.10	BP	\$ 170.71 \$ 93.61
11133	William Shatner	7-May	28	76	1	1	1	1	1	1	\$ 77.10	BP	\$ 281.65 \$ 204.55
11424	Jim Croce	11-Apr	17	45		1	1	1	0	0	\$ 77.10	glucose	\$ 170.71 \$ 93.61
11672	Richard Widmark	14-May	16	32	1	1	1	1	0	0	\$ 77.10	BP	\$ 192.93 \$ 115.83
12174	Abigail Van Buren	7-Feb	14	49		0	1	1	0	0	\$ 77.10	BP	\$ 99.46 \$ 22.36
12286	Hank Aaron	4-May	19	43	1	1	1	1	0	0	\$ 77.10	glucose	\$ 192.93 \$ 115.83
12403	Barbara Mandrell	11-May	24	77	1	1	1	1	1	1	\$ 77.10	BP	\$ 281.65 \$ 204.55
12898	George Strait	24-Mar	25	72		1	1	1	1	1	\$ 77.10	glucose	\$ 259.43 \$ 182.33
13542	Clark Kent	15-May	4	28		0	1	0	0	0	\$ 77.10	BP	\$ 55.10 \$ (22.00)
15134	Bruce Wayne	11-May	8	19		0	0	0	0	0		BP	\$ - \$ -
17989	Jack Benny	12-Jan	28	79		1	1	1	1	1	\$ 77.10	BP	\$ 259.43 \$ 182.33
18207	Jimmy Durante	11-May	22	27	1	1	1	0	0	0	\$ 77.10	BP	\$ 148.57 \$ 71.47
18354	Bob Newhart	11-Feb	23	81		1	1	1	1	1	\$ 77.10	BP	\$ 259.43 \$ 182.33
19793	Julia Roberts	5-May	25	74	1	1	1	1	1	1	\$ 77.10	BP	\$ 281.65 \$ 204.55
19949	Dak Prescott	5-Mar	15	49		0	1	1	0	0	\$ 77.10	scales	\$ 99.46 \$ 22.36
20620	Ann Margaret	26-Apr	22	38		1	1	1	0	0	\$ 77.10	BP	\$ 170.71 \$ 93.61
34705	Fred Flinstone	7-May	23	51	1	1	1	1	1	0	\$ 77.10	BP	\$ 237.29 \$ 160.19
34730	Snoopy	28-Apr	30	72		1	1	1	1	1	\$ 77.10	BP	\$ 259.43 \$ 182.33
35265	Mary Poppins	12-May	20	40	1	1	1	1	0	0	\$ 77.10	BP	\$ 192.93 \$ 115.83
35720	Kevin Costner	15-May	6	14		0	0	0	0	0		glucose	\$ - \$ -
35850	Tom Hanks	17-Jan	30	71		1	1	1	1	1	\$ 77.10	BP	\$ 259.43 \$ 182.33
36406	Mary T Moore	5-May	25	67	1	1	1	1	1	0	\$ 77.10	scales	\$ 237.29 \$ 160.19
37624	Ronald Reagan	1-May	30	70	1	1	1	1	1	0	\$ 77.10	O2	\$ 237.29 \$ 160.19
TOTAL MINUTES				1468	12	23	26	24	13	9	\$ 2,004.60		\$ 3,373.95
AVERAGE MINUTES PER PT				52.4									
					21.02	55.23	50.39	40.29	40.29	40.29			
Patients	28				252.24	1270.29	1310.14	966.96	523.77	362.61	4686.01		
					99453	99454	99457	99458	99458	99458	NET PROFIT	\$ 2,681.41	
											AVG NET PER PATIENT	\$ 95.76	



RPM OPPORTUNITY

Revenue Analysis for Forte, Dana

Cat	Specialty	PatEligible	Perfmed	%Prfmed	MissedRevNPI
A1C	Family Practice	223		0.0%	\$8,920
ABI	Family Practice	223	88	39.5%	\$19,272
ACP	Family Practice	719	220	30.6%	\$45,137
AWV	Family Practice	719	258	35.9%	\$52,071
BHI	Family Practice	115		0.0%	\$60,720
CCM	Family Practice	539		0.0%	\$323,400
COG_ACP	Family Practice	36		0.0%	\$9,000
EKG	Family Practice	539	25	4.6%	\$8,903
RPM-COM	Family Practice	539		0.0%	\$323,400
RPM-DC	Family Practice	539		0.0%	\$323,400
Spiro	Family Practice	93	40	21.5%	\$5,100

Missed Revenue By Category



Provider performance as a % of target (Fee For Service)

\$\$\$PerPat(Prov Avg) \$308
TargetFFS \$2,200
14%

Missed Revenue for Forte, Dana

\$1.2M

Total Submitted Charges for Forte, Dana

\$715,325

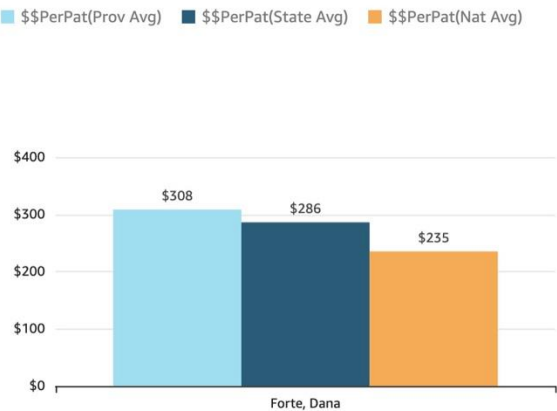
Total Allowed amt for Services rendrd for Forte, Dana

\$295,404

Total Payment for Forte, Dana

\$221,739

Avg Revenue Per Patient (Prov Vs Nat Avg)



Avg Risk Score

0.98

Patients With AFIB

93

Total # Of Patients

719

Patients With CHF

79

Estimated Patients Seen In Hospital

0

Patients With IHD

137

Patients With Hypertension

539

Patients With Alz

36

Patients With Diabetes

223

Patients With CKD

144

Patients With Hyperlipidemia

539

Patients With RAOA

288

Patients With Asthma

58

Patients With COPD

93



RPM OPPORTUNITY

If monitoring glucose, Strips and lancets are included at no extra cost.		NET PROFIT	PHYS	NPP
\$77.10		ALL INCLUSIVE	\$109.03	\$81.11
2025 CPT CODES		Work RVU	PART B Allowed	PART B NPP Allowed
99453: Remote monitoring of physiologic parameter(s) (eg, weight, blood pressure, pulse oximetry, respiratory flow rate), initial; set-up and patient education on use of equipment		0.00	\$ 19.63	\$16.69
99454: Remote monitoring of physiologic parameter(s) (eg, weight, blood pressure, pulse oximetry, respiratory flow rate), initial; device(s) supply with daily recording(s) or programmed alert(s) transmission, each 30 days, 16 day minimum		0.00	\$ 42.97	\$36.52
99457: Remote physiologic monitoring treatment management services, 20 minutes or more of clinical staff/physician/other qualified health care professional time in a calendar month requiring interactive communication with the patient/caregiver during the month		0.61	\$ 47.43	\$40.32
99458: Remote physiologic monitoring treatment management services, clinical staff/physician/other qualified health care professional time in a calendar month requiring interactive communication with the patient/caregiver during the month; each additional 20 minutes- MIDPOINT CODE		0.61	\$ 38.05	\$32.34
Calculated using only Part B MPFS for:	NEVADA**	Total Medicare Allowed	\$148.08	\$125.87
MOST PATIENTS QUALIFY FOR TWO CHARGES OF 99458 EACH MONTH& MANY HAVE 3		BILLED with (2) 99458	\$186.13	\$158.21
		BILLED with (3) 99458	\$224.18	\$190.55
# OF CLINIC PART B PATIENTS, PER MEDICARE-20223	0			
	539	Diabetic Medicare Pts		223
NUMBER OF PTS BEING MONITORED	270	50% OF PART B WITH DIABETES		112
MEDICARE PT NET	Blood Pressure	Glucose	NEVADA**	PER PATIENT, PER YEAR NET RPM \$
				\$973.33
MONTHLY NET PROFIT NP	\$21,859	\$9,044	In 2023 your average annual Medicare payment was only	
		(77% OF DM PTS HAVE HTN)	COMBINED NET ANNUAL	\$ 308.00
ANNUAL NET PROFIT	\$262,311	\$108,526	\$24,961	\$287,272
			Per Part B Patient	



FFS- CCM OPPORTUNITY

99490

Chronic Care Management 20 Minutes

2025 Medicare
Allowed

\$60.26

CCM Per Month

489

Net Monthly Profit

Total Monthly Operating Revenues

\$29,488.32

Total Monthly Operating Costs

- \$ 17,704.73

Net Monthly Profit

\$11,783.58

Two or More chronic conditions expected to last at least 12 months or until death

Patient at significant risk of death, acute exacerbation/decompensation or functional decline

2. Provider must have a signed or verbal consent agreement from the patient to start them on the program
3. ALL providers must have access to the patient's care plan - electronically (not via fax)
4. Patient, family and relevant caregivers must have 24/7 "urgent" access to a "clinical person" involved in the care plan
5. Provide medication reconciliation, list of current meds from all providers and track patient's self-management of meds
6. Staff must spend/document 20 minutes per month of non-face-to-face time (time must be documented)
7. Care plan must include relevant input from ALL home and community based clinical service providers
8. CCM must be provided by provider/service using E.H.R. certified in current or previous billable calendar year

Avg NET Profit per AWV patient using Don Self

\$41.00

How many active Medicare pts?

719

Avg Net Monthly CCM Income

\$20,063.41

What percentage qualify for CCM

82%

Pt w Medigap/Secondary enrollment

83%

CCM patients per month

489

Avg Net Yearly CCM Income

\$240,760.89



COGNITIVE TESTING NEED



**MEDICARE EXPECTS PROVIDERS TO
DETECT COGNITIVE IMPAIRMENT WHEN
THEY PERFORM THE MEDICARE AWW –
BUT THEY DO NOT SPECIFY HOW**



Problems with memory and thinking aren't always dementia.



Many other conditions can cause similar symptoms which can be treated, including:

- depression or anxiety
- medication side effects
- sleep problems
- problems with eyesight or hearing
- chest or urinary tract infections
- severe constipation
- thyroid problems
- stress
- iron and vitamin deficiencies



COGNITIVE TESTING NEED



**CAPTURE COGNITIVE PROBLEMS
EARLY ENOUGH TO MAKE A
DIFFERENCE!**

**In 2023, only 2,068 Medical Practitioners in the
country billed for cognitive testing with CPT
96138**



**Alzheimer's
Society**



COGNITIVE TESTING CAN EXTEND 2 YEARS OF NORMAL LIVING



SILDENAFIL IS NOT ONLY FOR ERECTILE DYSFUNCTION

It opens capillaries in the lungs and brain also!



[Home](#) > [News](#) > Sildenafil ('Viagra') improves brain blood flow and could help to prevent dementia

Sildenafil ('Viagra') improves brain blood flow and could help to prevent dementia

<https://www.ox.ac.uk/news/2024-06-07-sildenafil-viagra-improves-brain-blood-flow-and-could-help-prevent-dementia>

FFS- COGNITIVE TESTING OPPORTUNITY



Cognitive Diagnostic Testing

				TOTAL COST PER TEST		\$35	
				COMBINED PROFIT PER TEST		\$153.17	
Diagnostic Procedure - COGNITRAX/CNS-VS Cognitive Testing - THROUGH DON SELF & ASSOC.							
CPT 96132	\$124.70	96132 is for going over results w pt		CPT 96138	\$ 31.28	Use 96139 also if >30 minutes	
		Document at least 30 minutes 96132		CPT 96139	\$ 32.19	\$ 63.47	
Neuropsychological testing eval services			Neuropsych test administration				
			22.50	pt. days p/month			
Neuropsychological testing evaluation services by physician or other qualified health care professional, including integration of patient data, interpretation of standardized test results and clinical data, clinical decision making, treatment planning and report, and interactive feedback to the patient, family member(s) or caregiver(s), when performed; first hour			Total Monthly Revenues		\$ 8,467.65	Cognitive Tests Per Day	2.0
			Total Monthly Costs		\$ 1,575.00	\$ 82,711.80	
			Net Monthly Profit		\$ 6,892.65		
2024 MEDICARE ALLOWED	\$188.17						



The patient's testing scores in each of the three cognitive domains (memory, symbol fluency, executive function) with both cross-sectional and longitudinal analyses;

FFS- COGNITIVE ASSESSMENT PLANNING



Cognitive Assessment of & Care Planning

CPT 99483		180 DAYS SINCE LAST		MID-POINT 30 MINUTES	
99483: Assessment of & care planning for a patient with cognitive impairment, requiring physician or provider time (minimum 30.1 minutes) with patient and caregiver or family member.		Total Monthly Revenues	\$5,867.78	Cognitive Assessments Per Day	1.0
		Total Monthly Costs	\$ -	ASSESSMENT & CARE PLANNING	
2024 MEDICARE ALLOWED	\$260.79	Net Monthly Profit	\$5,867.78		
MONTHLY		\$12,760.43	These numbers are estimations based solely on Part B patients. Keep in mind that Commercial carriers pay for it also, so your profit may be much higher.		
COMBINED ANNUAL NET PROFIT		\$153,125.10			



FFS- COGNITIVE ASSESSMENT PLANNING

99483 Clinic Procedure: Required Assessment Elements

Red lettered items are elements CNS VS helps assess and systematically document.

- **Cognition-focused evaluation** including a pertinent history and exam.
- **Use of standardized instruments to stage dementia.**
- Medical decision making of moderate or high complexity. (defined by the E/M guidelines).
- **Functional assessment** including decision-making capacity.
- Medication reconciliation and review for high-risk medications, if applicable.
- **Evaluation for neuropsychiatric and behavioral symptoms,** including depression, including use of standardized instrument(s).
- Identification of caregiver(s), caregiver knowledge, caregiver needs, social supports, and willingness of caregiver to take on caregiving tasks.
- **Evaluation of safety,** including motor vehicle operation, if applicable.
- Address palliative care needs, if applicable and consistent with beneficiary preference.
- Creation of a care plan, including initial plans to address any neuropsychiatric symptoms, neuro-cognitive symptoms, functional limitations, and referral to community resources as needed; care plan shared with the patient and /or caregiver with initial education and support.**

CNS Vital Signs

Test Panel Solutions

Custom Configure to your needs

- **Computerized Neurocognitive Testing of Guideline and DSM-5 recommended brain domains**
- **Functional Health Assessment Questionnaire (HAQ-8)**
- **MOS QOL SF-36**
- **Depression, Anxiety & Stress Scale (DASS-21),**
- **PHQ-9,**
- **Geriatric Depression Scale**
- **Zung Depression & Anxiety**
- **Neurocognitive Domains: Reaction Time, Motor Speed, Fall Risk Scale**
- **Falls Scale**



FFS- AWW OPPORTUNITY



WHAT IS AN AWW?
Record Keeping Visit

WHAT ISN'T AN AWW?
Annual Physical

WHO CAN PERFORM THE AWW?
Any licensed employee can do all of the AWW



FFS- AWW OPPORTUNITY



Started in 2011 to help the PCP keep the patient scheduled for necessary services and testing.

IT CAN BE BILLED WITH AN O.V.

MOST CLIENTS OF DON SELF & ASSOCIATE PERFORM THE AWW
DURING AN EXISTING OFFICE VISIT

ADDS LESS THAN 4 MINUTES TO PROVIDER SCHEDULE IF PERFORMED CORRECTLY



FFS- AWW OPPORTUNITY



- Majority are NOT performing what Medicare expects.
- Surprising number do not perform ancillary services
- Most are not documenting the AWW correctly
- Medicare is auditing and looking for specific bullets
- CMS is asking your patients what they were given
- Too many clinics have no idea how profitable AWW is
- Some are using an outside service – NO NO NO!



AWV OPPORTUNITY



- ✓ 11 Full Calendar Months passed
- ✓ All Medicare plans pay
- ✓ No Co-Pay, No Deductible
- ✓ Staff & patient do 90% of work



AWV OPPORTUNITY



75% OF MEDICARE
PATIENTS NOT
GETTING AWV
YEARLY!



ALL CLINICS AWV OPPORTUNITY



Doctor
Nurse Pract.
Phys. Asst

G0402

IPPE (Initial Prev. P.E.)
Welcome to Medicare Visit
1 per lifetime

RN, LPN, LVN,
Licensed

G0438

Initial Annual Wellness
Visit
1 per lifetime

RN, LPN, LVN,
Licensed

G0439

SUBSEQ AWV
YEARLY – Rest of Patient's Life



ALL CLINICS

AWV



AWV



HEALTH RISK ASSESSMENT



HAVE PATIENT COMPLETE

Before or During the AWV



Update Demographic Info

- Confirm Medicare Type – Ask for all CARDS
- Update Address, Phone & next of Kin



Health Status Self-Assessment

How does the patient believe they are doing?.



Psychological Risks

Depression, Stress, Pain, Fatigue,
Suicide, Social Life



ADL –Activities Daily Living

Dressing, feeding, toileting, bathing,
transportation, managing meds, financial
management



Update Patient & Family History

Hereditary Conditions, Past Surgical or
Medical Illness, Hospital Stays, Allergies, Any
new substances patient may be using



FEE MISTAKES



CHARGING LESS THAN CARRIERS
WILL PAY

TOO MANY BILL WHAT THEY THINK THE ALLOWED OR UCR
IS SO AS TO REDUCE ADJUSTMENTS – THIS IS A HUGE
MISTAKE.



ALL CLINICS FEES



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**DON SELF & ASSOCIATES, INC**
Medical Reimbursement Consultants

ALL CLINICS FEES



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BIRTH \$
URINAL T

Medical and Hospital Costs

Dental Services

Shoppable Services

Body Part Procedure Locator

NEW



ALL CLINICS FEES



Anaheim MPFS \$88.51

		Out-of-Network/ Uninsured Price?	In-Network Price?
		\$232	\$84
See out-of-network Reimbursement			
Possible additional related costs are listed below. You can add them to the Primary Medical Procedure. This will update the Total Cost amount below.			
Related Costs (if Applicable)	Add All	Out-of-Network/ Uninsured Price	In-Network Price
Other Advance care planning, each additional 30 minutes CPT Code: 99498	Add	\$269	\$104
Facility Costs			



DOCS WHO CHARGE LESS THAN MEDICARE FEE SCHEDULE

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients	Paid(Avg)	Allwd(Avg)	Charge(Avg)
Martin, Gerri	1346721271	Nurse Practitioner	99203	New patient office or other outpatient visit, 30-44...	E&M	15	15	\$30	\$68	\$71
Shephard, Ryan	1801107289	Orthopedic Surgery	99203	New patient office or other outpatient visit, 30-44...	E&M	28	28	\$39	\$71	\$71
Williams, John	1184131419	Nurse Practitioner	99203	New patient office or other outpatient visit, 30-44...	E&M	36	36	\$48	\$68	\$71
Zahir, Syed	1780621581	Orthopedic Surgery	99203	New patient office or other outpatient visit, 30-44...	E&M	16	16	\$52	\$71	\$71
Zein, Tawfik	1265775308	Urology	99203	New patient office or other outpatient visit, 30-44...	E&M	12	12	\$57	\$71	\$71
Bazzi, James	1164443271	Orthopedic Surgery	99203	New patient office or other outpatient visit, 30-44...	E&M	89	89	\$46	\$71	\$72
Johnson, Carolyn	1669975587	Nurse Practitioner	99203	New patient office or other outpatient visit, 30-44...	E&M	17	17	\$25	\$67	\$73
Gibbs, James	1083717565	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	12	12	\$39	\$72	\$73
Williams, Pamela	1821191180	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	11	11	\$41	\$72	\$73
Wadsworth, Shawn	1841532637	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	14	14	\$45	\$73	\$73
Tharmarajah,...	1811167042	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	14	14	\$39	\$73	\$74
Marvin, Leigh	1649368275	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	15	15	\$44	\$73	\$74
Roddy, Elizabeth	1235223926	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	15	15	\$35	\$73	\$74
Rennie, Scott	1770624595	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	14	14	\$38	\$74	\$74
Deffer, Philip	1356344261	Orthopedic Surgery	99203	New patient office or other outpatient visit, 30-44...	E&M	55	55	\$49	\$73	\$74
Dirkx, Michael	1427408582	Orthopedic Surgery	99203	New patient office or other outpatient visit, 30-44...	E&M	92	92	\$49	\$73	\$74
Smith, Margo	1417266560	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	23	23	\$38	\$73	\$74
Doctry, Nathan	1316994270	Orthopedic Surgery	99203	New patient office or other outpatient visit, 30-44...	E&M	65	65	\$46	\$71	\$74
Beard, David	1679989370	Nurse Practitioner	99203	New patient office or other outpatient visit, 30-44...	E&M	35	35	\$33	\$72	\$74
Alba, Melinda	1841467263	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	24	24	\$36	\$75	\$75
Alspector, Debra	1386757375	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	25	25	\$42	\$74	\$75
Amuth, Aravindan	1003862665	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	31	31	\$44	\$74	\$75
Brown, Sherry	1437185485	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	13	13	\$50	\$74	\$75



AVERAGE MPFS \$113.85

DOCS WHO CHARGE LESS THAN MEDICARE FEE SCHEDULE

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients	Paid(Avg)	Allwd(Avg)	Charge(Avg)
Diaz, Sonia	1477508430	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	36	36	\$39	\$74	\$75
Dixon, Elizabeth	1336105188	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	18	18	\$30	\$74	\$75
Eley, Kerry	1780840801	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	23	23	\$54	\$74	\$75
Folden, Sara	1164500047	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	11	11	\$22	\$75	\$75
Gilbert, Kurt	1689080517	Internal Medicine	99203	New patient office or other outpatient visit, 30-44...	E&M	13	13	\$24	\$75	\$75
Hanses, Stephan	1093776353	Internal Medicine	99203	New patient office or other outpatient visit, 30-44...	E&M	18	18	\$39	\$74	\$75
Harthoorn, Cordell	1174769301	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	22	22	\$42	\$74	\$75
Hruskovich, Robert	1720078108	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	46	46	\$38	\$74	\$75
Huang, Erick	1134388218	Internal Medicine	99203	New patient office or other outpatient visit, 30-44...	E&M	11	11	\$48	\$74	\$75
Jerez Bharwani,...	1124238456	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	16	16	\$38	\$74	\$75
Karimi, Koohzad	1376920116	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	11	11	\$48	\$74	\$75
Kelner, Jessica	1033542345	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	20	20	\$47	\$74	\$75
Kennedy, Rachel	1164629002	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	13	13	\$45	\$74	\$75
Koller, Derek	1629338470	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	16	16	\$41	\$74	\$75
Leopold, Lori	1366412876	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	29	29	\$41	\$74	\$75
Lwin, Kiki	1659651974	Geriatric Medicine	99203	New patient office or other outpatient visit, 30-44...	E&M	15	15	\$49	\$74	\$75
Marshall, Kathleen	1528034865	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	30	30	\$48	\$74	\$75
Martin, Scott	1750619243	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	17	17	\$38	\$74	\$75
Mattis, Fallon	1558686345	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	17	17	\$28	\$75	\$75
Mayo, Susan	1386696185	Internal Medicine	99203	New patient office or other outpatient visit, 30-44...	E&M	20	20	\$50	\$74	\$75
Polehna, Pavel	1427144583	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	20	20	\$44	\$74	\$75
Price, Craig	1851313845	Internal Medicine	99203	New patient office or other outpatient visit, 30-44...	E&M	55	55	\$39	\$74	\$75
Ray, Mary	1306846795	Family Practice	99203	New patient office or other outpatient visit, 30-44...	E&M	17	17	\$43	\$74	\$75

AVERAGE MPFS

\$113.85



INCOME OPPORTUNITY

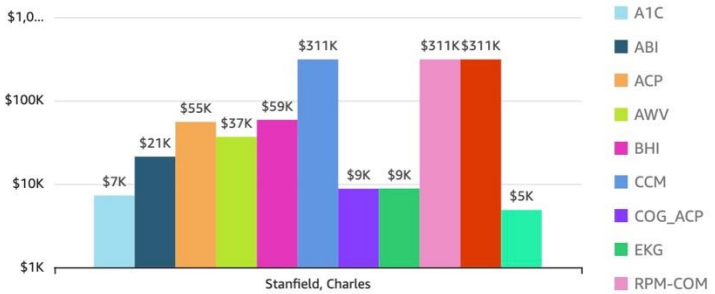


INTEGRIS Health Medical Group North MacArthur
5720 W. Memorial Rd.
Oklahoma City, OK 73142

Revenue Analysis for All

Cat	Specialty	PatEligible	Perfmed	%Prfmed	MissedRevNPI
A1C	Family Practice	193	48	6.2%	\$7,263
ABI	Family Practice	193		0.0%	\$21,230
ACP	Family Practice	691		0.0%	\$55,280
AWV	Family Practice	691	386	55.9%	\$36,606
BHI	Family Practice	111		0.0%	\$58,608
CCM	Family Practice	518		0.0%	\$310,800
COG_ACP	Family Practice	35		0.0%	\$8,750
EKG	Family Practice	518		0.0%	\$8,806
RPM-COM	Family Practice	518		0.0%	\$310,800
RPM-DC	Family Practice	518		0.0%	\$310,800
Spiro	Family Practice	76		0.0%	\$4,864

Missed Revenue By Category



Provider performance as a % of target (Fee For Service)

\$\$PerPat(Prov Avg) \$228
TargetFFS \$2,200
10%

Missed Revenue for All

\$1.1M

Total Submitted Charges for All

\$417,725

Total Allowed amt for Services rendrd for All

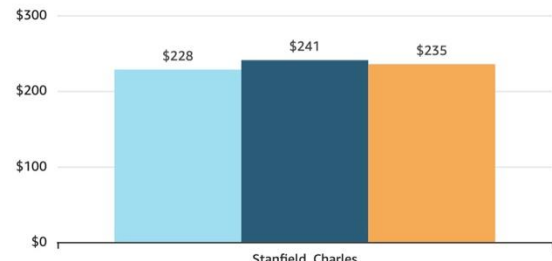
\$205,314

Total Payment for All

\$157,665

Avg Revenue Per Patient (Prov Vs Nat Avg)

\$\$PerPat(Prov Avg) \$\$PerPat(State Avg) \$\$PerPat(Nat Avg)



Avg Risk Score

0.98

Patients With AFIB

124

Total # Of Patients

691

Patients With CHF

90

Estimated Patients Seen In Hospital

0

Patients With IHD

228

Patients With Hypertension

518

Patients With Alz

35

Patients With Diabetes

193

Patients With CKD

111

Patients With Hyperlipidemia

518

Patients With RAOA

304

Patients With Asthma

83

Patients With COPD

76

INCOME OPPORTUNITY



Services By Category, Avg Med Payment and Total Paid

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients
Stanfield, Charles	1225091366	Family Practice	17000	Destruction of precancer skin growth, 1 growth	Surgery	17	17
Stanfield, Charles	1225091366	Family Practice	36415	Insertion of needle into vein for collection of blood sample	Surgery	128	128
Stanfield, Charles	1225091366	Family Practice	69209	Removal of impacted ear wax by washing	Surgery	23	23
Stanfield, Charles	1225091366	Family Practice	69210	Removal of impacted ear wax	Surgery	27	26
Stanfield, Charles	1225091366	Family Practice	81003	Automated urinalysis test	PathAndL...	21	18
Stanfield, Charles	1225091366	Family Practice	83036	Hemoglobin a1c level	A1C	48	46
Stanfield, Charles	1225091366	Family Practice	90677	Pneumococcal conjugate vaccine, 20 valent (pcv20), for intramuscular use	Other	37	37
Stanfield, Charles	1225091366	Family Practice	90694	Influenza vaccine, quadrivalent inactivated, 0.5 ml dosage	Other	31	31
Stanfield, Charles	1225091366	Family Practice	99204	New patient office or other outpatient visit, 45-59 minutes	E&M	16	16
Stanfield, Charles	1225091366	Family Practice	99212	Established patient office or other outpatient visit, 10-19 minutes	E&M	12	12
Stanfield, Charles	1225091366	Family Practice	99213	Established patient office or other outpatient visit, 20-29 minutes	E&M	322	241
Stanfield, Charles	1225091366	Family Practice	99214	Established patient office or other outpatient visit, 30-39 minutes	E&M	834	534
Stanfield, Charles	1225091366	Family Practice	99495	Transitional care management services for problem of at least moderate complexity	TCM	13	12
Stanfield, Charles	1225091366	Family Practice	G0008	Administration of influenza virus vaccine	VacAndA...	31	31
Stanfield, Charles	1225091366	Family Practice	G0009	Administration of pneumococcal vaccine	VacAndA...	37	37
Stanfield, Charles	1225091366	Family Practice	G0180	Physician or allowed practitioner certification for medicare-covered home health services under a home...	HH_cert	36	32
Stanfield, Charles	1225091366	Family Practice	G0402	Initial preventive physical examination; face-to-face visit, services limited to new beneficiary during the...	AWV	22	22
Stanfield, Charles	1225091366	Family Practice	G0439	Annual wellness visit, includes a personalized prevention plan of service (pps), subsequent visit	AWV	364	364

INTEGRIS Health Medical Group North MacArthur
5720 W. Memorial Rd.
Oklahoma City, OK 73142



INCOME OPPORTUNITY



ProvNPI	FirstName	LastName	Credentials	Specialty	Address	City	State	Patients	Dual	NonD...	PMPY(Av
1821383761	Simon	Boulattouf	M.D.	Family Practice	119 Shoemaker Rd	Pottstown	PA	1,472	123	1,349	\$78

Revenue Analysis for All

Cat	Specialty	PatEligible	Perfmed	%Prfmed	MissedRevNPI
A1C	Family Practice	353		0.0%	\$14,120
ABI	Family Practice	353		0.0%	\$38,830
ACP	Family Practice	1,472		0.0%	\$117,760
AWV	Family Practice	1,472		0.0%	\$176,640
BHI	Family Practice	309		0.0%	\$163,152
CCM	Family Practice	986		0.0%	\$591,600
COG_ACP	Family Practice	74		0.0%	\$18,500
EKG	Family Practice	986	50	5.1%	\$16,309
RPM-COM	Family Practice	986		0.0%	\$591,600
RPM-DC	Family Practice	986		0.0%	\$591,600
Spiro	Family Practice	280		0.0%	\$17,920

Missed Revenue By Category



Provider performance as a % of target (Fee For Service)

\$\$\$PerPat(Prov Avg)	4%	TargetFFS
\$78		\$2,200

Missed Revenue for All

\$2.3M

Total Submitted Charges for All

\$422,048

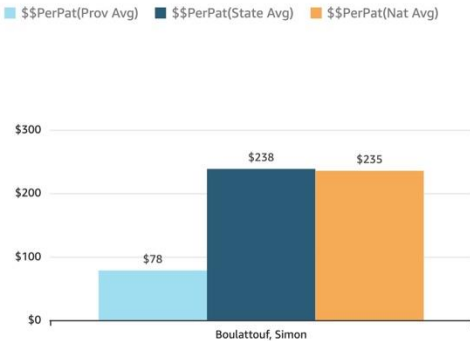
Total Allowed amt for Services rendrd for All

\$167,152

Total Payment for All

\$115,250

Avg Revenue Per Patient (Prov Vs Nat Avg)



Avg Risk Score

1.00

Total # Of Patients

1,472

Estimated Patients Seen In Hospital

0

Patients With Hypertension

986

Patients With Diabetes

353

Patients With Hyperlipidemia

1,075

Patients With Asthma

191

Patients With AFIB

206

Patients With CHF

162

Patients With IHD

280

Patients With Alz

74

Patients With CKD

294

Patients With RAOA

677

Patients With COPD

280



INCOME OPPORTUNITY



ProvNPI	FirstName	LastName	Credentials	Specialty	Address	City	State	Patients	Dual	NonD...	PMPY(A
1821383761	Simon	Boulattouf	M.D.	Family Practice	119 Shoemaker Rd	Pottstown	PA	1,472	123	1,349	\$78

Provider	NPI	Specialty	CPT	Desc	category	Services	Patients
Boulattouf, Simon	1821383761	Family Practice	36415	Insertion of needle into vein for collection of blood sample	Surgery	149	132
Boulattouf, Simon	1821383761	Family Practice	71046	X-ray of chest, 2 views	Radiology	567	483
Boulattouf, Simon	1821383761	Family Practice	71101	X-ray of ribs on side of body, minimum of 3 views	Radiology	39	39
Boulattouf, Simon	1821383761	Family Practice	73030	X-ray of shoulder, minimum of 2 views	Radiology	21	21
Boulattouf, Simon	1821383761	Family Practice	73110	X-ray of wrist, minimum of 3 views	Radiology	25	25
Boulattouf, Simon	1821383761	Family Practice	73130	X-ray of hand, minimum of 3 views	Radiology	32	31
Boulattouf, Simon	1821383761	Family Practice	73140	X-ray of finger, minimum of 2 views	Radiology	13	13
Boulattouf, Simon	1821383761	Family Practice	73502	X-ray of hip, 2-3 views	Radiology	25	25
Boulattouf, Simon	1821383761	Family Practice	73564	X-ray of knee, 4 or more views	Radiology	31	30
Boulattouf, Simon	1821383761	Family Practice	73610	X-ray of ankle, minimum of 3 views	Radiology	23	23
Boulattouf, Simon	1821383761	Family Practice	73630	X-ray of foot, minimum of 3 views	Radiology	45	44
Boulattouf, Simon	1821383761	Family Practice	80047	Blood test, basic group of blood chemicals (calcium, ionized)	PathAndL...	132	121
Boulattouf, Simon	1821383761	Family Practice	81000	Manual urinalysis test with examination using microscope, non-automated	PathAndL...	93	85
Boulattouf, Simon	1821383761	Family Practice	81002	Urinalysis, manual test	PathAndL...	31	31
Boulattouf, Simon	1821383761	Family Practice	85025	Complete blood cell count (red cells, white blood cell, platelets), automated test and automated...	PathAndL...	136	122
Boulattouf, Simon	1821383761	Family Practice	87426	Detection test by immunoassay technique for severe acute respiratory syndrome coronavirus	PathAndL...	49	48
Boulattouf, Simon	1821383761	Family Practice	87428	Detection test by immunoassay technique for severe acute respiratory syndrome coronavirus and...	PathAndL...	118	115
Boulattouf, Simon	1821383761	Family Practice	87804	Detection test by immunoassay with direct visual observation for influenza virus	PathAndL...	33	33
Boulattouf, Simon	1821383761	Family Practice	87880	Detection test by immunoassay with direct visual observation for streptococcus, group a (strep)	PathAndL...	94	91
Boulattouf, Simon	1821383761	Family Practice	90471	Administration of vaccine	VacAndA...	16	16
Boulattouf, Simon	1821383761	Family Practice	90662	Influenza vaccine split virus, preservative free	Other	27	27
Boulattouf, Simon	1821383761	Family Practice	90714	Diphtheria and tetanus vaccine (7 years or older)	Other	13	13
Boulattouf, Simon	1821383761	Family Practice	93000	Routine electrocardiogram (ecg) using at least 12 leads with interpretation and report	EKG	50	50
Boulattouf, Simon	1821383761	Family Practice	99203	New patient office or other outpatient visit, 30-44 minutes	E&M	208	208
Boulattouf, Simon	1821383761	Family Practice	99204	New patient office or other outpatient visit, 45-59 minutes	E&M	119	119
Boulattouf, Simon	1821383761	Family Practice	99205	New patient office or other outpatient visit, 60-74 minutes	E&M	12	12
Boulattouf, Simon	1821383761	Family Practice	99212	Established patient office or other outpatient visit, 10-19 minutes	E&M	24	22
Boulattouf, Simon	1821383761	Family Practice	99213	Established patient office or other outpatient visit, 20-29 minutes	E&M	498	450
Boulattouf, Simon	1821383761	Family Practice	99214	Established patient office or other outpatient visit, 30-39 minutes	E&M	228	210
Boulattouf, Simon	1821383761	Family Practice	99215	Established patient office or other outpatient visit, 40-54 minutes	E&M	14	14
Boulattouf, Simon	1821383761	Family Practice	G0008	Administration of influenza virus vaccine	VacAndA...	29	29



SUMMARY POINTS

FFS CLINIC



Bill E&M Codes Correctly



Bill All Services rendered



Select patients for Remote Physiologic Monitoring, Chronic Care Management & Cognitive Testing



Render and bill for AWWs, Advanced Care Planning, Depression & Alcohol Screening.

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TELECARE-USA, Inc.

<https://telecare-usa.com>



I will spend 60-90 minutes with your MEDICAL PROVIDER & manager on a Zoom call asking questions & making suggestions. At the end of the hour, I'll ask your MEDICAL PROVIDER if that hour just helped you increase the clinic income by \$100,000 p/ year. If they say yes, they pay my consult fee & if not – they don't owe me a penny

**Thank You for
allowing us to serve
you!**



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