

Indian Health Service

Optum Fee Schedules: Remain Updated

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TITLE: It's important to update!

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Disclaimer

The information in this presentation is meant for guidance. Please follow your policies and procedures and seek assistance when needed.

The opinions expressed in this presentation are those of Optum.

Optum does not and is not suggesting what your fees should be, rather Optum encourages all providers to use valid resources and tools to manage and maintain your chargemaster.

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Updating and maintaining your fee schedule

PRESENTATION FOR THE INDIAN HEALTH SERVICES PARTNERSHIP
CONFERENCE (WEEK OF AUGUST 21, 2023)

Why update your fee schedules and how often?

1. Codes change on a regular basis (new, deleted and revised codes)
2. Fees are being updated on a regular basis by Medicare and third-party insurance
3. You are constantly updating the services you provide
4. Billing inaccurate codes can result in denied claims
5. Billing below Medicare or third-party insurance can result in claims not reimbursed to their fullest extent
6. Update AT LEAST annually and look at key departments and update more frequently as needed

What are the Optum fee schedules?

- Optum Custom Fee Analyzer Data Files (CPT[®]/Dental) and FeeAnalyzer.com (CPT[®]/Dental/HCPCS) allows you to
 - Compare your charges to other providers in your geographic area (Geozip) and to the Medicare allowable
- Aggregated into Geozips, the provider benchmark data is arrayed into seven percentiles
- Geozips are based on the first 3 digits of the U.S. ZIP Code and may contain groupings of one or more of these 3-digit ZIP Codes.
- Data Files provide the most the current fee data available at the time of delivery. Fee Analyzer.com is an annual 12-month subscription that provides updates throughout the subscription period.
- FeeAnalyzer.com contains (CPT[®], Dental and HCPCS). It allows you to import those codes relevant to you and export this fee data into a .CSV file format.

Differences between Medicare Rates and Custom Fee Analyzer data

Medicare rates are fees allowed by Medicare for reimbursement.

- Grouped by Carrier and Locality. Carrier and Locality are mostly on the state level but in some instances further delineated into major metropolitan areas.

Custom Fee Analyzer/FeeAnalyzer.com data

- Accumulated billed charge data FOR YOUR Geozip
- Arrayed into percentiles

What are percentiles?

Fees in Customer Fee Analyzer Data Files/FeeAnalyzer.com are arrayed into percentiles (50th, 60th, 75th, 80th, 85th, 90th and 95th). For example, if a fee is at the 75th percentile, then, based on the data collected and methodologies applied, 25% of the charges are equal to or higher than that fee.

Example of percentiles for CPT® code 99215 in Gallup, New Mexico:

Select Medicare Carrier/Locality U.S. Zip

▼To Bottom 99215 - 99215												
User Notes	Code	Modifier	Sub	Description	50th Percentile	60th Percentile	75th Percentile	80th Percentile	85th Percentile	90th Percentile	95th Percentile	Medicare Fee MPFS
	99215	G		OFFICE/OUTPATIENT ESTABLISHED HIGH MDM 40-54 MIN	\$293.00	\$304.00	\$358.00	\$387.00	\$400.00	\$452.50	\$488.00	\$173.42
▲To Top 99215 - 99215												

Records 1 - 1 of 1

How is the data derived?

- **Optum** partners with **FAIR Health** (an independent non-profit), which collects data from many payer's/plan's clients using a claims data contribution program.
- While insurance payers contribute billed charges to the data used in this product, no individual physician or clinic is identified in the data.
- Based on FAIR Health's methodology, the data is aggregated then grouped into Geozips. It is then arrayed into percentiles, which are utilized in Optum Custom Fee Analyzer Data Files and FeeAnalyzer.com products.

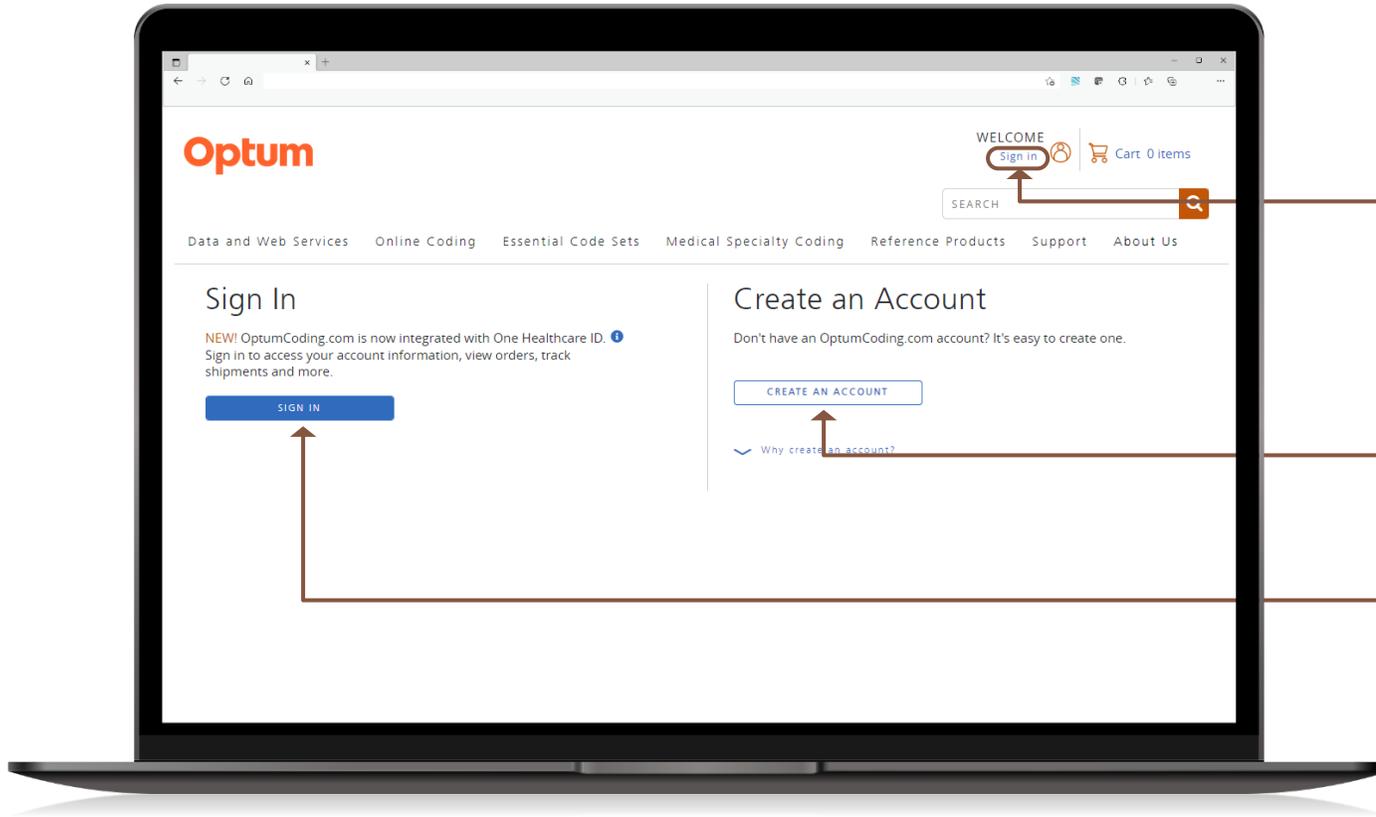
The typical order from Optum includes:

1. Custom Fee Analyzer data file for all CPT® Codes (XCFAAxx)
2. Custom Fee Analyzer data file for Dental Codes (XDCFA1xx). If your clinic also does oral maxillofacial surgery (XDCFA2xx)
3. FeeAnalyzer.com
 - Use for your HCPCS codes along with your CPT® and Dental
 - Use to review any code/fee changes throughout the year
 - Export results into .CSV format files

Additional advantages of FeeAnalyzer.com

- Contains CPT®, Dental and HCPCS codes
- Import those codes that are relevant to you
- Export the fees associated with those codes into .CSV format
- Codes and Fees are updated on a regular basis

How to retrieve the files from www.optumcoding.com

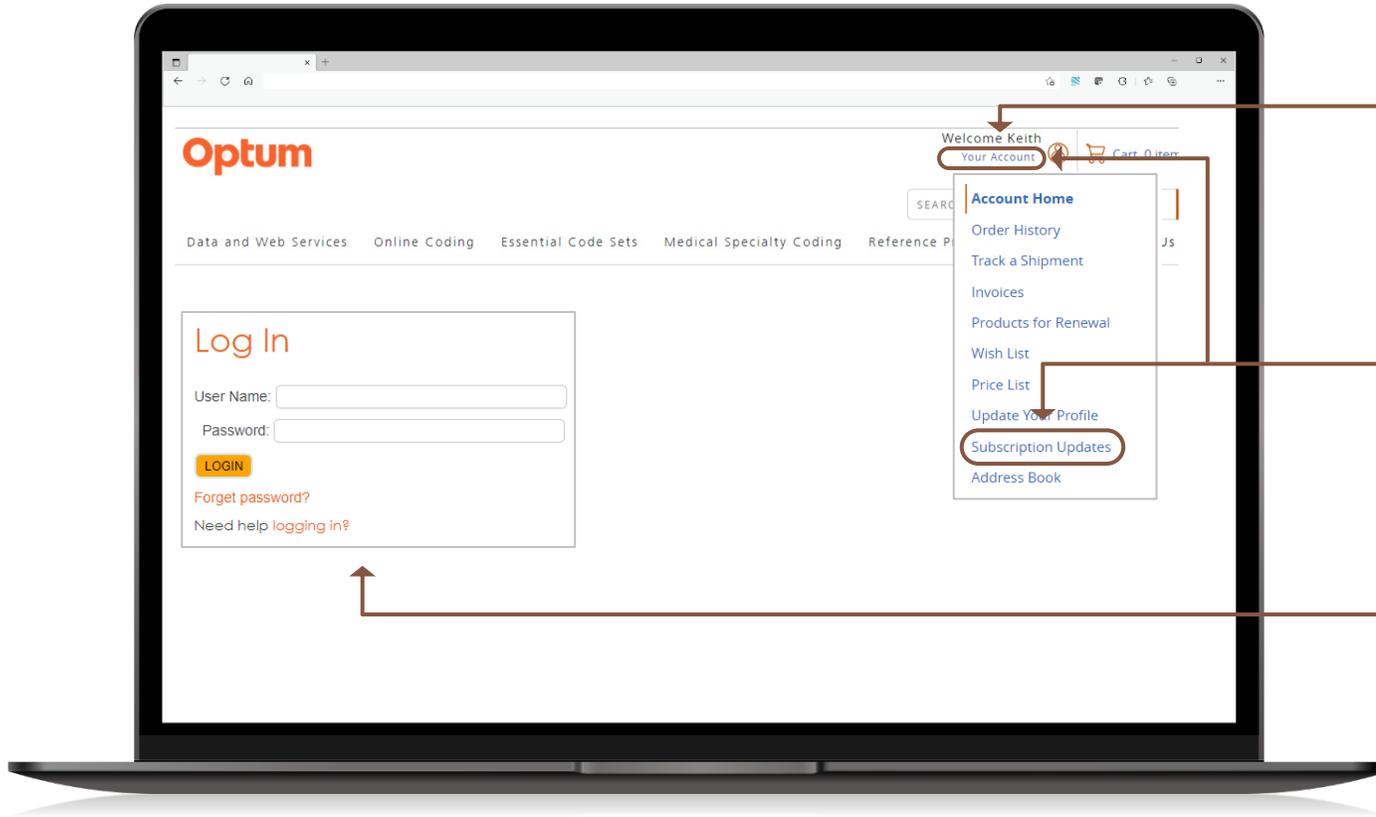


Go to the main website:
www.optumcoding.com and click on
“Sign In” underneath WELCOME

If you are new, click on
“Create an Account”

If you already have an account and a
One Healthcare ID, click on “Sign In”

How to retrieve the files from www.optumcoding.com (cont'd)

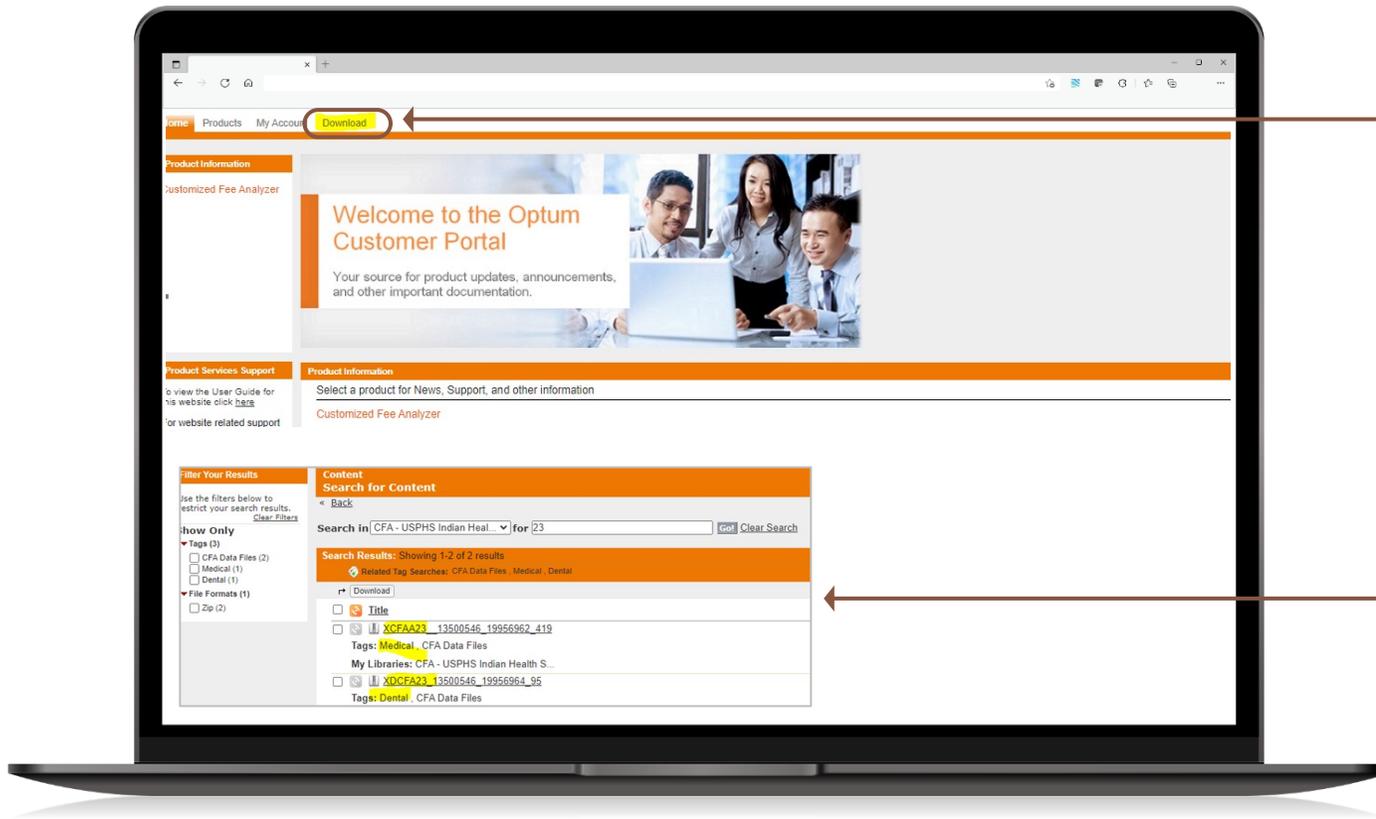


Once you successfully log in, you will see “Welcome,” along with your name. If you have issues logging in, please email techsupport@optum.com or call 1.866.Optum.Go (1.866.678.8646) then press Option 4.

Click on “Your Account,” scroll down and on the left side, and click on “Subscription Updates”. The license agreement will come up. Scroll down and click “Agree”.

Once you click on Subscription Updates, you will be prompted to re-enter your email address in the Username field and your One Healthcare ID password.

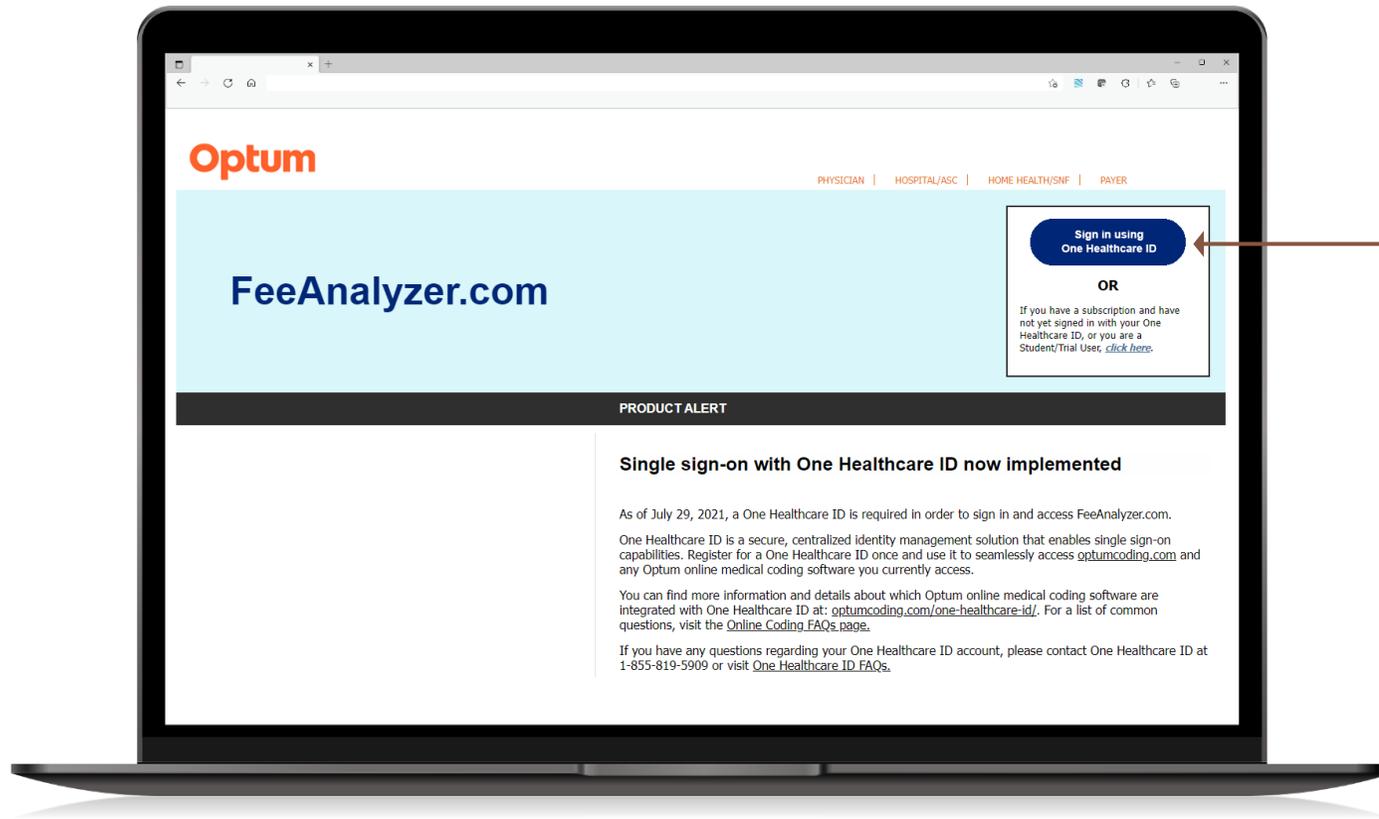
How to retrieve the files from www.optumcoding.com (cont'd)



You will then see the products that are available to access and download.

Clicking on the product category will open the files specifically available.

How to log in and use FeeAnalyzer.com



Sign into www.feeanalyzer.com by clicking on the sign in button, then you will be prompted to enter your One Healthcare ID.

Sign In With Your One Healthcare ID

One Healthcare ID or email address <input type="text"/>	Additional options: Manage your One Health ID What is One Healthcare
Password <input type="password"/>	
<input type="button" value="Sign In"/>	
Forgot One Healthcare ID Forgot Password	
Chat with support	
<small>Note: This feature is not advisable for persons with visual impairments and/or who may require audible support.</small>	

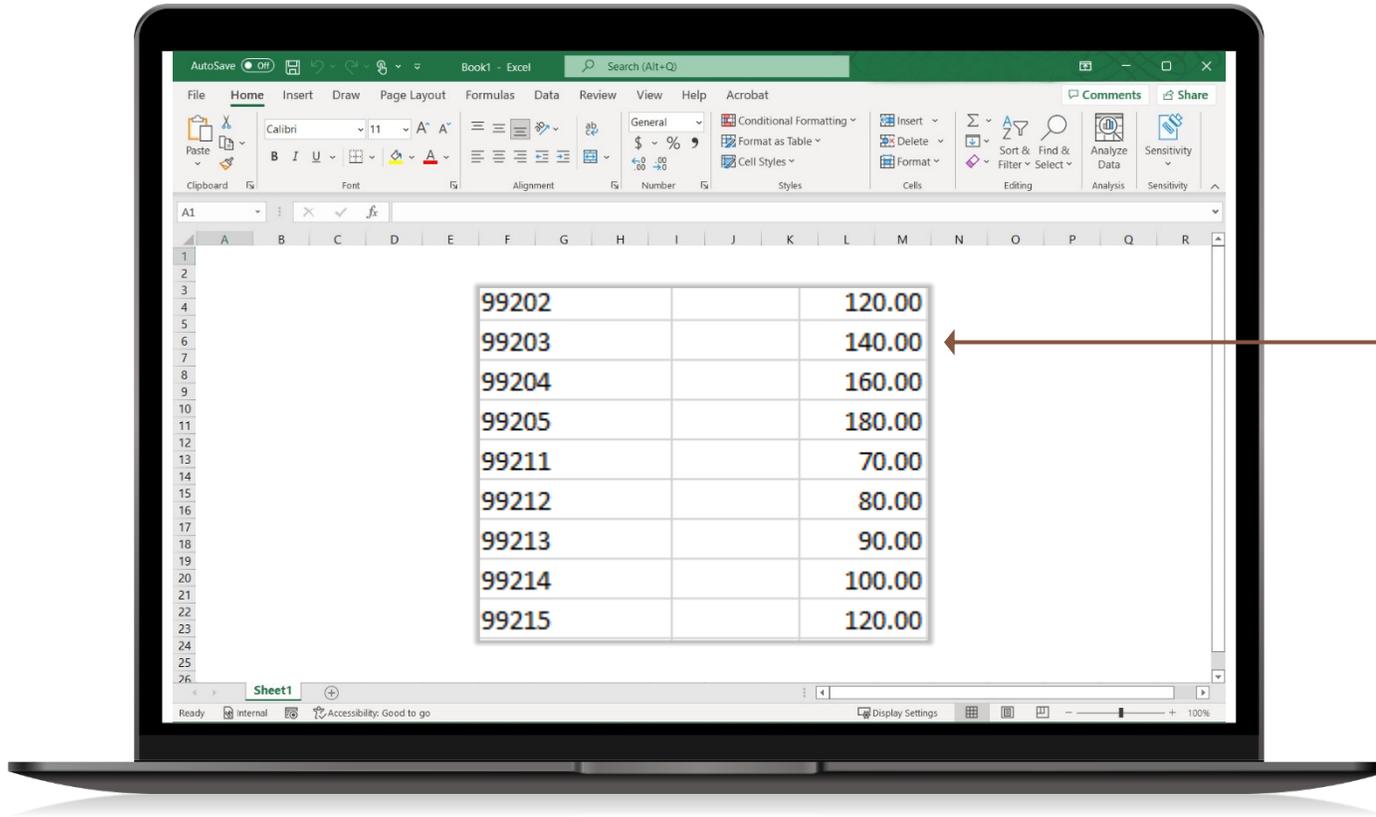
How to log in and use FeeAnalyzer.com (cont'd)

The screenshot shows the FeeAnalyzer.com interface. At the top, there's a search bar with '99202-99215' entered. Below it, there's a 'Fee Analyzer' dropdown menu. To the right of the search bar, there's an 'Export' button. A red box highlights the 'Export' button, and a red arrow points to it from the text on the right. Another red arrow points to the search bar from the text on the right.

User Notes	Code	Modifier	Sub	Description	50th Percentile	60th Percentile	75th Percentile	80th Percentile	85th Percentile	90th Percentile	95th Percentile	Medicare Fee MPFS
	99202	G		OFFICE/OUTPATIENT NEW SF MDM 15-29 MINUTES	\$149.30	\$149.00	\$186.73	\$211.62	\$223.00	\$233.00	\$250.00	\$69.53
	99203	G		OFFICE/OUTPATIENT NEW LOW MDM 30-44 MINUTES	\$214.00	\$226.00	\$272.72	\$316.00	\$338.50	\$365.00	\$365.00	\$108.64
	99204	G		OFFICE/OUTPATIENT NEW MODERATE MDM 45-59 MINUTES	\$320.00	\$327.08	\$360.00	\$368.00	\$400.00	\$430.00	\$499.00	\$161.71
	99205	G		OFFICE/OUTPATIENT NEW HIGH MDM 60-74 MINUTES	\$450.00	\$532.00	\$590.00	\$629.00	\$670.75	\$703.00	\$714.00	\$213.72
	99211	G		OFFICE/OUTPATIENT EST PT MAY NOT REQ PHYS/OHP	\$62.55	\$89.00	\$89.00	\$89.00	\$89.00	\$89.00	\$89.00	\$21.78
	99212	G		OFFICE/OUTPATIENT ESTABLISHED SF MDM 10-19 MIN	\$92.00	\$110.00	\$124.00	\$129.00	\$138.00	\$146.00	\$163.95	\$54.22
	99213	G		OFFICE/OUTPATIENT ESTABLISHED LOW MDM 20-29 MIN	\$146.00	\$153.00	\$176.00	\$187.00	\$200.00	\$227.50	\$246.00	\$87.14
	99214	G		OFFICE/OUTPATIENT ESTABLISHED MOD MDM 30-39 MIN	\$210.74	\$216.00	\$224.44	\$233.00	\$243.00	\$254.00	\$280.00	\$123.49

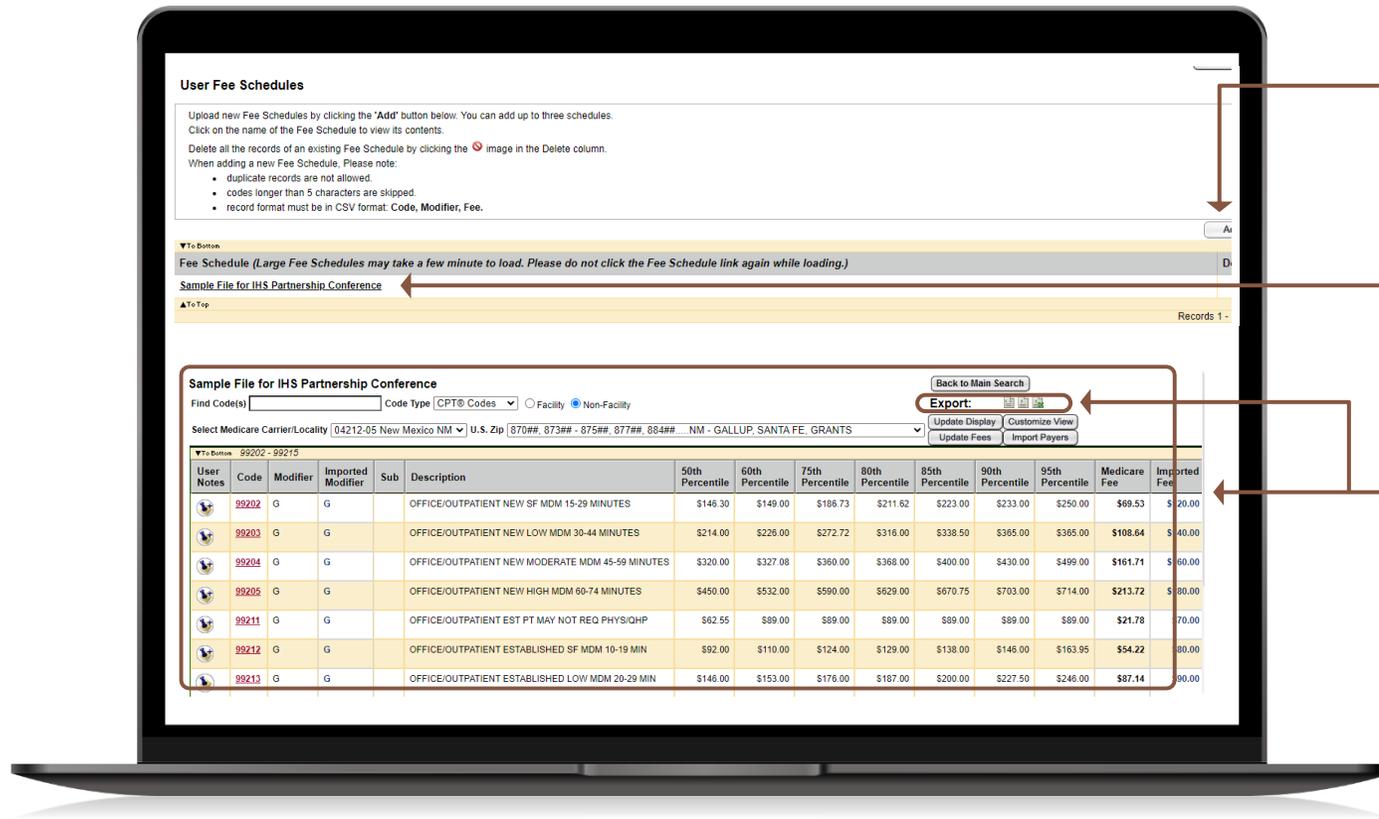
In the search box, you can enter a code or a series of codes to view the latest fees. You can also click on one of the links to the right of “Export” to put the results into .TXT or .CSV format. You can also click on the drop down “Fee Analyzer” then click on Fee Loader to then upload your codes that are relevant to you to get the respective fees.

How to log in and use FeeAnalyzer.com (cont'd)



In Excel, you can format the fees you want to upload. Have the CPT®, Dental or HCPCS codes in the first column, the second column is used for any paying modifiers such as 26 or TC, and the third column are your fees. Then make sure you save this as .TXT or .CSV.

How to log in and use FeeAnalyzer.com (cont'd)



Click on "Add" to the far right of your screen and find the file you want to upload. Make sure you name your selection for ease of use and then click "Save".

Once you upload your file, you will see it available (it will be bold and underlined). Click on the file to see the respective fees along with your imported fees.

You will then view on your screen all the percentile fees along with your imported fee. Whatever you are seeing on your screen can then be exported into a .TXT or .CSV file.

How to log in and use FeeAnalyzer.com (cont'd)

U.S. Zip:	NM - GALLUP, SANTA FE, GRANTS											
Code	Modifier	Imported Sub	Description	50th Perce	60th Perce	75th Perce	80th Perce	85th Perce	90th Perce	95th Perce	Medicare	Imported Fee
99202	G	G	OFFICE/OUTPATIENT NEW SF MDM 15-29 MINUTES	146.3	149	186.73	211.62	223	233	250	69.53	120
99203	G	G	OFFICE/OUTPATIENT NEW LOW MDM 30-44 MINUTES	214	226	272.72	316	338.5	365	365	108.64	140
99204	G	G	OFFICE/OUTPATIENT NEW MODERATE MDM 45-59 MINUTES	320	327.08	360	368	400	430	499	161.71	160
99205	G	G	OFFICE/OUTPATIENT NEW HIGH MDM 60-74 MINUTES	450	532	590	629	670.75	703	714	213.72	180
99211	G	G	OFFICE/OUTPATIENT EST PT MAY NOT REQ PHYS/QHP	62.55	89	89	89	89	89	89	21.78	70
99212	G	G	OFFICE/OUTPATIENT ESTABLISHED SF MDM 10-19 MIN	92	110	124	129	138	146	163.95	54.22	80
99213	G	G	OFFICE/OUTPATIENT ESTABLISHED LOW MDM 20-29 MIN	146	153	176	187	200	227.5	246	87.14	90
99214	G	G	OFFICE/OUTPATIENT ESTABLISHED MOD MDM 30-39 MIN	210.74	216	224.44	233	243	254	280	123.49	100
99215	G	G	OFFICE/OUTPATIENT ESTABLISHED HIGH MDM 40-54 MIN	293	304	358	387	400	452.5	488	173.42	120

← This is the exported output that you can easily modify and import into your billing system.

U.S. Zip:	NM - GALLUP, SANTA FE, GRANTS											
Code	Modifier	Imported Sub	Description	50th Perce	60th Perce	75th Perce	80th Perce	85th Perce	90th Perce	95th Perce	Medicare	Imported Fee
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99204	G	G	OFFICE/OUTPATIENT NEW MODERATE MDM 45-59 MINUTES	320	327.08	360	368	400	430	499	161.71	160
99205	G	G	OFFICE/OUTPATIENT NEW HIGH MDM 60-74 MINUTES	450	532	590	629	670.75	703	714	213.72	180
99211	G	G	OFFICE/OUTPATIENT EST PT MAY NOT REQ PHYS/QHP	62.55	89	89	89	89	89	89	21.78	70
99212	G	G	OFFICE/OUTPATIENT ESTABLISHED SF MDM 10-19 MIN	92	110	124	129	138	146	163.95	54.22	80
99213	G	G	OFFICE/OUTPATIENT ESTABLISHED LOW MDM 20-29 MIN	146	153	176	187	200	227.5	246	87.14	90
99214	G	G	OFFICE/OUTPATIENT ESTABLISHED MOD MDM 30-39 MIN	210.74	216	224.44	233	243	254	280	123.49	100
99215	G	G	OFFICE/OUTPATIENT ESTABLISHED HIGH MDM 40-54 MIN	293	304	358	387	400	452.5	488	173.42	120

For hospital/facility-based fees:

For facility (hospital) charge data, some Indian Health facilities already engage with third-parties to help maintain their chargemaster.

There are also commercially available cost-effective tools that are available that allows you to:

- Access benchmark fees
- Review your hospital fees to see if they are below Medicare or below peer hospitals in your area
- Assist with managing the other challenges related to CDM/chargemaster maintenance, including updating code and revenue code changes
- Contains robust and regularly maintained supply and pharmacy modules

Questions?



