



HPCAIA Update

Bi-weekly News for Hospice Professionals in Iowa

May 7, 2010

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Save the Date! Special Topics Conference Set for June 24

If the current regulatory environment and health care reform have you concerned about the future – you won't want to miss this conference. Data is critical in so many ways to so many facets of hospice operation and the 2010 HPCAIA Special Topics Conference will look at hospice data from several viewpoints including collecting, analyzing and regulatory compliance. Judi Lund Person, Vice President of Quality End-of-Life Care at the National Hospice and Palliative Care Organization, will offer information every Iowa hospice will want to know. The health care reform bill coupled with regulatory changes are creating many questions and concerns among providers which Person will address with the clarity and detail that HPCAIA members have always appreciated from her.

Another hospice specialist that HPCAIA members value as a speaker is Annette Lee with Cahaba GBA. Lee will review various aspects of the Medicare hospice benefit, including a discussion of how medical review works, the most common reasons for Medicare denial of hospice benefits and ways to avoid such denials.

The program will be rounded out with data presentations by Cordt Kassner with Hospice Analytics, Inc. and Roger Herr with OCS Homecare. Kassner will provide an in-depth look at Medicare hospice in Iowa through Medicare data and show how hospices can use this data to increase access to hospice. Herr will take a look at statewide Iowa QAPI Snapshot data and identify benchmarks and trends in QAPI data. He'll also discuss how OCS is preparing clients for hospice compare.

The conference is scheduled for June 24 at the Kelley Conference Room at Iowa Methodist Medical Center in Des Moines. A detailed conference brochure will be e-mailed next week and posted on the HPCAIA Web site, www.iowahospice.org.

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Hospice Participation Imperative in Moran Data Project

NHPCO has retained The Moran Company (a healthcare research and consulting firm specializing in payment reform) to conduct a data collection and assessment project on behalf of the hospice and palliative care field. This is in response to impending work on hospice reimbursement reform that is

now required as a part of the new health care reform law requiring CMS to initiate hospice payment reform no earlier than 2013.

This data will allow the hospice industry to develop and present CMS and MedPAC with alternative payment reform models that fairly reimburse hospices as well as evaluate and model CMS proposals.

The data collection began in February, but not nearly enough hospice providers have submitted data yet. NHPCO needs hospices of all sizes, types, and from all areas of the country to submit data in order to gather a complete data set that can be utilized to make payment methodology recommendations for the entire hospice industry.

Iowa hospices are all encouraged to submit data so that the Iowa experience is clearly represented in the data. With the most substantial hospice payment changes pending since the implementation of the Medicare hospice benefit, it is imperative that hospices provide comprehensive, patient level data for analysis.

Hospices can learn more online at nhpco.org/moran or contact Amanda Forys at The Moran Company via email at: aaforys@themorancompany.com.

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Cahaba Advisory Group Meets; New Timely Filing Requirements Discussed

Last week, HPCAI participated in the Cahaba GBA Advisory Group meeting where issues and changes to the hospice program were discussed (below is a list of past, present, and future hospice changes resources). One issue that received a lot of attention during the meeting involves the timely filing provision included in the new health reform law. To clarify, **the timely filing requirements for Medicare fee-for-service (FFS) claims do apply to hospice even though hospice providers receive a per diem payment.** Below is an explanation of the new timely filing requirements:

On March 23, 2010, President Obama signed into law the *Patient Protection and Affordable Care Act* (PPACA), which amended the time period for filing Medicare fee-for-service (FFS) claims as one of many provisions aimed at curbing fraud, waste, and abuse in the Medicare program.

The time period for filing Medicare FFS claims is specified in Sections 1814(a), 1835(a)(1), and 1842(b)(3) of the Social Security Act and in the Code of Federal Regulations (CFR), 42 CFR Section 424.44. **Section 6404 of the PPACA amended the timely filing requirements to reduce the maximum time period for submission of all Medicare FFS claims to one calendar year after the date of service.**

Under the new law, claims for services furnished on or after January 1, 2010, must be filed within one calendar year after the date of service. In addition, Section 6404 mandates that claims for services furnished before January 1, 2010, must be filed no later than December 31, 2010. The following rules apply to claims with dates of service prior to January 1, 2010. Claims with dates of service before October 1, 2009, must follow the pre-PPACA timely filing rules. Claims with dates of service October 1, 2009, through December 31, 2009, must be submitted by December 31, 2010.

[Section 6404 of the PPACA also permits the Secretary to make certain exceptions to the one-year filing deadline.](#) At this time, no exceptions have been established. However, proposals for exceptions will be specified in future proposed rulemaking.

Past, Present and Future Hospice Changes—Additional Resources

- [CR 6440](#) (Eff. DOS 1/1/10)
 - [CMS FAQ 9970](#)
 - [CR 6440](#)
 - [Reporting of Hospice Visits under CR 6440' quick reference tool](#)

- [CR 6540 \(Eff. DOS 4/1/10\) – Reporting Attending and Certifying Physician Info](#)
- [CR 6698 \(Eff. 3/1/10\) – Signature Guidelines for Medical Review Purposes](#)
- [CR 6791 \(Eff. Submission 4/29/10\) – Separate Rev Code Lines for Level of Care Changes](#)
- [CR 6778 \(Eff. Submission 7/6/10\) – Revised FISS/CWF Edits, CHC clarification](#)
- [Summary of Hospice Changes’ quick reference tool](#)
- [Change in Timely Filing Requirements for Medicare FFS Claims](#)

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Hospice Analytics: Adding Value for HPCAI Members

The Hospice & Palliative Care Association of Iowa Market Report will give your hospice agency access to detailed, county-level hospice data for your select service area based on the latest Medicare100% Hospice Analytic file (claims data) from 2008 (the most current year available).

Twenty-three state hospice associations are taking advantage of the increasingly popular Market Report program. With the reports in hand, you have the tools to compare your program to others in your service area including invaluable details on patients served, total patient days, and Medicare deaths for each hospice in selected counties, length of stay, diagnosis information, patient demographics, revenue per patient, and much more. Perfect for developing QAPI programs, marketing and strategic plans. Your ring-bound report includes 57 slides which presents data in easily-understandable full color charts and graphs and includes a PowerPoint CD for easy presentations to board members, community leaders, staff and political representatives. You will also receive complete data tables for developing your own charts and graphs. This critical data will provide insight into hospice within your geographic area and help your organization identify under-served patient populations.

- Understand who is served by hospice in your area and who's not.
- Compare yourself to other hospices in revealing detail.
- Easy to follow colorful charts and graphs for presentations.
- Comes complete with a prepared PowerPoint presentation.
- CD Includes all data tables for your own internal research.

The 2010 market report (2008 data) or three-year trend report (06, 07, 08) are available to Hospice & Palliative Care Association of Iowa members only.

To get the edge on your market, order your Market Report today. Go to www.iowahospice.org and see the order form under the “Resource” tab” or click here.

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New Free Online Education Resource for Pain Management

Purdue Pharma’s Medical Education Resource Catalog Online (MERCOC) was recently launched as a web-based resource to provide free educational materials for licensed healthcare professionals in the U.S. to help improve the care of people with pain.

The resources address important aspects of pain management including:

- Patient and peer communication.
- Medication therapy management.
- Risk management.
- Safe storage and disposal of medication.

FACETS (*Focused and Customized Education Topic Selections in Pain Management*) is a CD ROM containing various learning modules and resources that are developed for clinical educators and healthcare professionals interested in pain management education. Some topics within FACETS include: *Pain Care in the Older Adult* and *Medication Errors and Strategies to Improve Safety and Outcomes with Analgesics*.

Another resource within MERCO entitled *ASAP (Addressing Substance Abuse Prevention)* is an updated resource that provides slide modules intended to help healthcare professionals understand the scope of substance and medication abuse, which includes recognizing signs and symptoms of abuse, and steps on referring patients.

Some of the tools contained in MERCO have been developed in collaboration with leading clinical experts and are based on the most recent scientific data available in medical literature. The web interface features a convenient, user-friendly format that organizes materials based on topic, discipline, and media type.

MERCO was developed to help improve patient care and quality of life through education and Purdue has been providing healthcare professionals with free resources for more than a decade. The company also provides independent educational grants to healthcare professional associations, healthcare institutions and organizations for national, state and local education programs.

For more information about MERCO, please visit www.PurduePharmaMedEdResources.com or email MedEdResources@pharma.com. For more information about Purdue's education grants, please visit www.PurduePharmaGrantsandGiving.com.

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Education Opportunity

Hospice scrutiny is more intense than ever and getting worse every day. The best defense is making certain your hospice is in compliance with all hospice regulations and eligibility requirements. Weatherbee Resources is hosting a Hospice Regulatory Boot Camp followed by a post-Boot Camp workshop "Managing Hospice Scrutiny."

The Boot Camp will be held June 21 and 22 at the Omni Chicago Hotel. For more information and to register for the Boot Camp and post-Boot Camp workshop, [click here](#).

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HPCAI Calendar

- **May 11, 10 a.m.**

District 2

Muse Norris Inpatient Unit, Conference Room, Mason City

- **May 25, 10 a.m. - Noon**

HPCAI Education Committee

HPCAI Board Room, Des Moines

- **June 18, 10 a.m. – 1:00 p.m.**

HPCAI Advocacy Committee

HPCAI Board Room, Des Moines

- **June 24**

Special Topics Conference

Kelley Conference Room, Iowa Methodist Medical Center, Des Moines

- **November 2 – 3**

HPCAI Fall Conference

Scheman Building, Iowa State Center, Ames

To add items to the HPCAI Calendar, send information to [Stacey Nay](#).

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