



Telehealth Crash Course: How Do I Get Paid?

September 8, 2015

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- **How Will My Organization Absorb the Influx of New Patients?**

Tuesday, September 29 – 2:00 – 2:15 p.m. ET

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Telehealth Reimbursement – What Are the Pieces of This Puzzle?



- Multiple payment sources / coverage policies
 - Medicare
 - Medicaid
 - Private Payers
- Not consistent
- Not comprehensive



... but continuing to evolve!

How Does Medicare Reimburse for Telehealth?



Limited coverage

Medicare beneficiaries are responsible for co-insurance and deductible payments

Only certain CPT codes are reimbursed



Beneficiaries must be present and encounters must involve interactive audio and video telecommunications providing real-time communication between practitioner and beneficiary

Beneficiaries must be seen at certain, identified originating sites (e.g., hospitals, physicians' offices, FQHCs), in very rural counties

Telehealth services may be performed at distant sites **only** by certain identified practitioners (e.g., physicians, NPs, PAs)

How Does Medicare Reimburse for Telehealth?



- Telehealth Advancement Act of 2015 (HR 2066)
 - Reps. Harper (R-MS), Thompson (D-CA), Black (R-TN), and Welch (D-VT)
 - Proposes to promote and expand telehealth application under Medicare and other health care programs
 - May 2015: Referred to House Committee on Ways and Means

- Medicare Telehealth Parity Act of 2014 (HR 2948)
 - Reps. Thompson (D-CA), Harper (R-MS), Black (R-TN), and Welch (D-VT)
 - Would amend Title XVIII of the Social Security Act to provide for an incremental expansion of telehealth coverage under the Medicare program
 - July 2015: Introduced and referred to House Committees on Energy and Commerce and Ways and Means

How Does Medicaid Reimburse for Telehealth?



States have option / flexibility to determine whether to cover telehealth services and what types of services to cover



To date, 47 states provide at least some Medicaid coverage of and reimbursement for telehealth services



States not required to submit a separate SPA for coverage of or reimbursement for telehealth services, if they reimburse for telehealth services in the same way / amount they do for face-to-face services / visits / consultations



States are responsible for ensuring access and covering face-to-face visits / examinations by “recognized” practitioners / providers in those parts of the state where telehealth services are not available

How Do Private Payers Reimburse for Telehealth?



Many leading private payers provide coverage and reimbursement for telehealth services, although policies vary

- Private pay “pioneers” include:
 - Blue Cross Blue Shield
 - CIGNA
 - United Healthcare

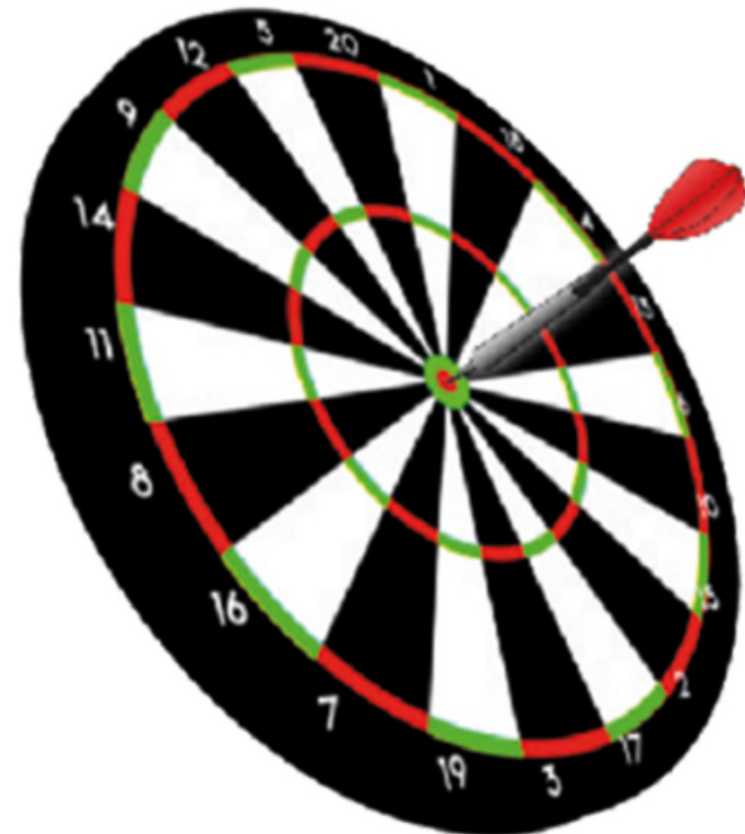
A growing number of states have or are in the process of enacting so-called “parity” laws

- Generally require health insurers to cover and provide reimbursement for services provided via telehealth “in a comparable manner” to how the payer would for the same services provided in person
- DC, 28 states and counting (e.g., CA, GA, HI, MD, MI, OR)

Telehealth Reimbursement – What Are My Priorities?



- Medicare
 - Support legislative efforts to eliminate the originating site requirement
 - Support legislative efforts to eliminate geographic restrictions
- Medicaid
 - Stay current on state legislative developments
- Private Payers
 - Support state legislative efforts to require parity



Questions?



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