

Course Outline: GOA Summer Conference 2023

Title: **OPT OUT! Vision Plan Coding and Billing in Georgia: Patient Care and Fair-Trade Protections In Daily Practice**

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Course Description: This lecture will provide an overview of the Opting Out options for lab networks in GA. It will also provide a definition of the legislation specific to Georgia vision providers including a review of the Patient Access to Eye Care Act (PAECA) and the Noncovered Eye Care Services Act (NECSA) as it relates to individual vision plan participation and patient care in daily practice; a review of Opting Out of Lab Contracts including Terminology, How To, Benefits of, and Troubleshooting Tips; and lastly a review of the coding, billing, and formulary components of filing for reimbursement through your regular claim submission processes and current clearinghouses.

Objective 1: Defining Opting Out; Review of Vision Care Plans and how they operate; Discussion of the Pros and Cons of Opting Out of VCP lab networks

1. GOA Summer Conference Survey Results
2. Review of Vision Care Plan riders and How they Work
 - a. What is Opting Out?
 - i. Opting Out vs Nonparticipating
 - b. What is a VCP
 - i. How are laws enforced with VCPs?
 - c. Corrosion of VCP Commercial vendors by referral from the plan
 - i. Vision plan commercial associations
 - ii. Vision plan marketing to your patients
3. Opting Out of Lab Contracts
 - a. Review of History of Lab Requirements with vision plans
 - i. Pros and Cons of opting In vs opting Out
 - ii. Why the push for opting out options?
 - iii. Patient protections in 14 states and why not nationwide?
 - b. Review of Changes in Georgia
 - i. Updates to the Laws
 - ii. How this changed the contracts and processes
 - iii. What are your rights?
 - c. Review of financial benefits
 - i. Lab costs and chargebacks
 - ii. Lab errors and remakes
 - iii. Lab bills and statements
 - iv. Lab contracts
 - d. How to determine if Opting Out is Right for You
 - i. Financial benefits vs. Patient Wants – No, you won't lose a bunch of patients
 - ii. Contracts to be Reviewed – How to determine what your contracts say vs what is legal in the state

- iii. Cost Analysis Review
 - iv. Protections in GA from contract termination for Opting Out
- 4. Review of Patient Access to Eye Care Act (v. 2018)
 - a. Reason for the act
 - i. What came before and what came after
 - ii. Objective the act
 - b. History of its passing and subsequent legal fights
 - i. Review of legislative dates and passage
 - ii. Review of legal fights with VCP
 - c. Review of the act itself in lay terms
 - i. Components of the act that impact financials
 - ii. Lay terms for contract review
 - d. How does this impact my practice daily?
 - i. Patient protections
 - ii. Patient choice
 - iii. Financials
 - e. Discuss bridge from legislation to A/R practices
 - i. What changes are needed in your practice to comply with the law
- 5. Review of Noncovered Eye Care Services Act (v. 2023)
 - a. Reason for the act
 - i. What came before and what came after
 - ii. Objective the act
 - b. History of its passing and subsequent legal fights
 - i. Review of legislative dates and passage
 - ii. Review of any legal fights with VCP
 - c. Review of the act itself in lay terms
 - i. Components of the act that impact financials
 - ii. Lay terms for contract review
 - d. How does this impact my practice daily?
 - i. Patient protections
 - ii. Patient choice
 - iii. Financials
 - e. Discuss bridge from legislation to A/R practices
 - i. What changes are needed in your practice to comply with the law

Objective 2: Review of VCP contracts, language, and terminology and discussion of how to opt out of current VCP contracts; Troubleshooting the Opting out process

- 1. Review of Participation Agreements (aka. Provider Contracts, Independent Participating Provider agreement, etc.)
 - a. What types of contracts are there?
 - b. Before signing a contract, what should you do?
 - c. Unenforceable component of contracts
- 2. Formularies
 - a. What are these and where can I get mine?

- b. How are these impacted by Opting Out?
 - c. How do GA laws protect you from formulary discrimination in Opting Out?
3. How to Opt-Out of Your current VCP contracts
- a. Gathering of your current contracts and requesting copies if needed
 - b. Review of Opting Out of EyeMed processes
 - i. Timing
 - ii. Troubleshooting
 - c. Review of Opting Out of Vision Service Plan processes
 - i. Timing
 - ii. Troubleshooting
 - d. Review of Opting Out of Spectera processes
 - i. Timing
 - ii. Troubleshooting

Objective 3: Review of how to get paid for Opted Out materials and services via claims submission; When to file and when not to file; Review of CPT, ICD10 and modifier coding required to submit claims via your current EHR (EPM) regular claims submission processes

- 1. What is your current claims submission process?
 - a. Clearinghouse vs. Portal submissions
 - b. ANSI837 files and HIPAA
 - c. Third party payers
 - d. Timely filing
 - e. Patient ID
- 2. Authorizations
 - a. How to obtain them
 - b. Where does the authorization go on the ANSI claim?
- 3. Review of Procedure codes applicable to opting out
 - a. HCPCS codes
 - b. Services not subject to discounts
- 4. Review of all applicable vision plan Modifiers required
 - a. Listing of VCP modifier submissions per plan
 - b. Tiers and their breakdowns
 - c. Definitions of modifiers and why they are needed
- 5. Lab desk book
 - a. Finding comparable lenses on formulary
 - b. Creation of “cheat sheets”
 - c. Example of lab book reviewed
 - d. Recommendations for creation of lab book for billing staff

Summary of Opting Out processes and Procedures - End