Electronic Billing and Second Review for California Workers' Compensation

Faster Payment & More Money





Electronic Billing Works!

2,200+ Doctors Electronically Submit Their California
Workers' Comp Billing

Projected 2016*

- 800,000 Original Bills
- 100,000 Second Reviews
- 42,000 Requests for Authorization (RFA)

*Based on Q1 2016





Electronic Billing = FAST Payment

2015 Average Business Days to Payment - Medical Treatment Bills

		Average Business
Claims Administrator	Bill Type	Days to Payment
Sedgwick	Original Bill	12
State Compensation Insurance Fund	Original Bill	9
Gallagher Bassett	Original Bill	9
Liberty Mutual Insurance	Original Bill	6
Zurich Insurance North America	Original Bill	29
Travelers	Original Bill	10
Broadspire	Original Bill	9
ICW - Insurance Company of the West	Original Bill	13
Gallagher Bassett	Second Review Bill	12
York Risk Services Group	Original Bill	14
ESIS	Original Bill	16
AIG / Chartis	Original Bill	17
The Hartford	Original Bill	12
Sedgwick	Second Review Bill	17
The Zenith	Original Bill	6
Berkshire Hathaway Homestate Companies	Original Bill	9
York Risk (County of Los Angeles 1000)	Original Bill	15
Sedgwick (County of Los Angeles 5000)	Original Bill	15
Keenan & Associates	Original Bill	9





Electronic Billing Correct Payment

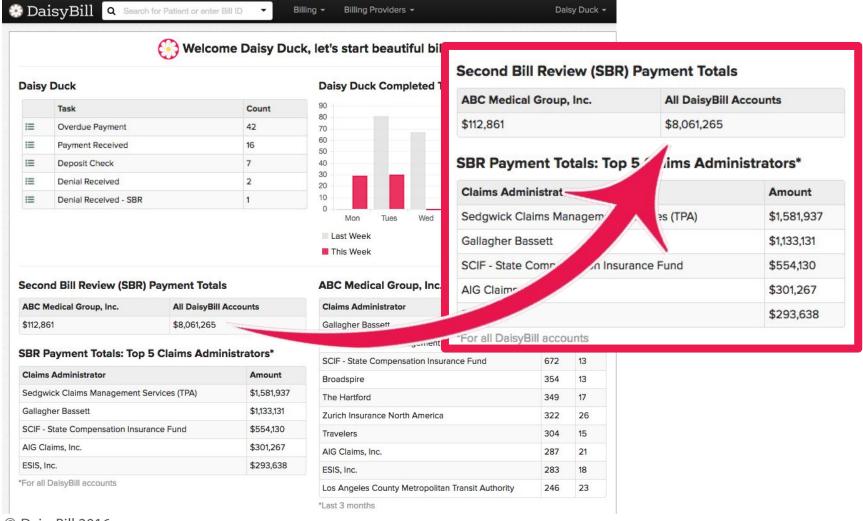


Paper Billing **<** Correct Payment





Second Reviews = \$8,000,000+ Additional Payment







Appeals = Second Reviews

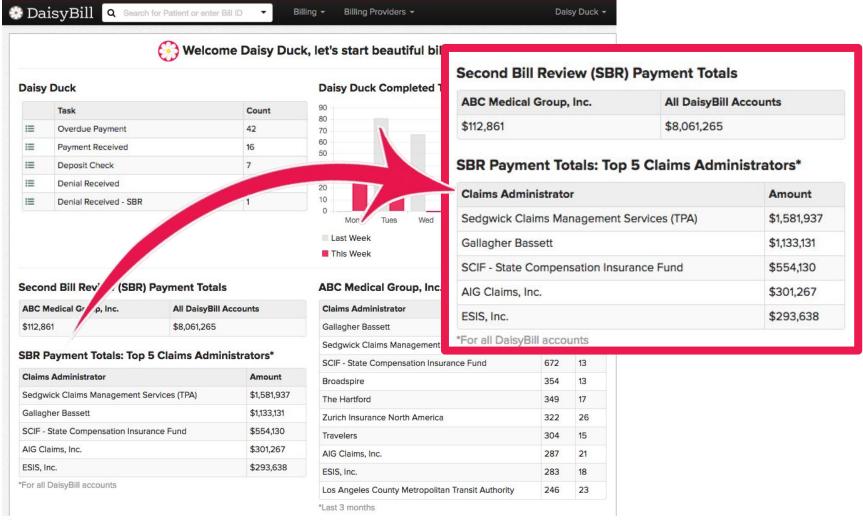
2015 Average Business Days to Payment - Medical Treatment Bills

	T	l	
		Average Business	
Claims Administrator	Bill Type	Days to Payment	Bill Count
Sedgwick	Original Bill	12	37,764
State Compensation Insurance Fund	Original Bill	9	30,228
Gallagher Bassett	Original Bill	9	26,241
Liberty Mutual Insurance	Original Bill	6	15,804
Zurich Insurance North America	Original Bill	29	14,812
Travelers	Original Bill	10	12,057
Broadspire	Original Bill	9	8,198
ICW - Insurance Company of the West	Original Bill	13	7,175
Gallagher Bassett	Second Review	12	7,041
York Risk Services Group	Original Bill	14	6,964
ESIS	Original Bill	16	6,495
AIG / Chartis	Original Bill	17	6,158
The Hartford	Original Bill	12	6,095
Sedgwick	Second Review	17	5,847
The Zenith	Original Bill	6	4,737
Berkshire Hathaway Homestate Companies	Original Bill	9	4,258
York Risk (County of Los Angeles 1000)	Original Bill	15	4,005
Sedgwick (County of Los Angeles 5000)	Original Bill	15	3,795
Keenan & Associates	Original Bill	9	3,776





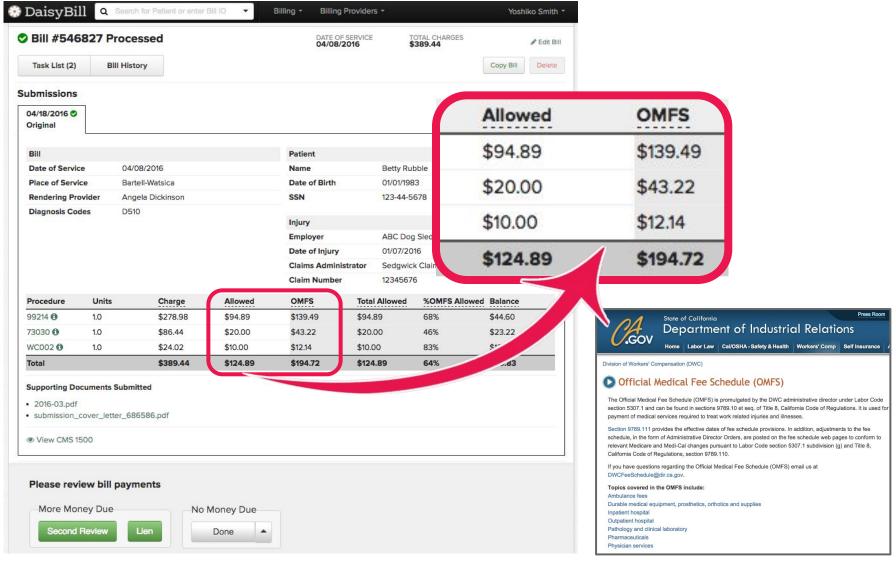
DaisyBill Dashboard Tracks Claims Administrator SBR Payments







OMFS Fee Schedule Required







Orthopaedics: Incorrect Payment

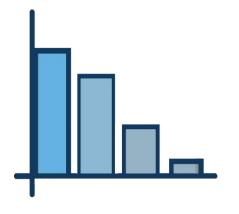






Downcoding = Lost Revenue

СРТ	OMFS 1/1/2016	Downcode OMFS	Lost Revenue	Lost Revenue Percentage
99201	\$57.31			
99202	\$97.38	\$57.31	-\$40.07	-41.1%
99203	\$139.98	\$97.38	-\$42.60	-30.4%
99204	\$212.48	\$139.98	-\$72.50	-34.1%
99205	\$265.64	\$212.48	-\$53.16	-20.0%





99214 Downcoding = 32% Lost Revenue

СРТ	OMFS 1/1/2016	Downcode OMFS	Lost Revenue	Lost Revenue Percentage
99211	\$26.51			
99212	\$56.99	\$26.51	-\$30.48	-53.5%
99213	\$94.89	\$56.99	-\$37.90	-39.9%
99214	\$139.49	\$94.89	-\$44.60	-32.0%
99215	\$187.26	\$139.49	-\$47.77	-25.5%





Top Claim Administrators 31%+ 'Discount' Rate

Claims Administrator	СРТ	Bill Count	Percentage Discounted 31%+
The Hartford	99214	3,126	75%
Gallagher Bassett	99214	11,986	52%
AIG Claims, Inc.	99214	4,227	49%
Zurich Insurance	99214	5,552	20%
York Risk Services Group	99214	7,288	18%
Sedgwick	99214	19,306	10%
Liberty Mutual Insurance	99214	6,359	8%
ESIS, Inc.	99214	3,880	7%
Broadspire	99214	3,837	4%
State Compensation Insurance Fund	99214	21,673	3%
Travelers	99214	4,421	1%





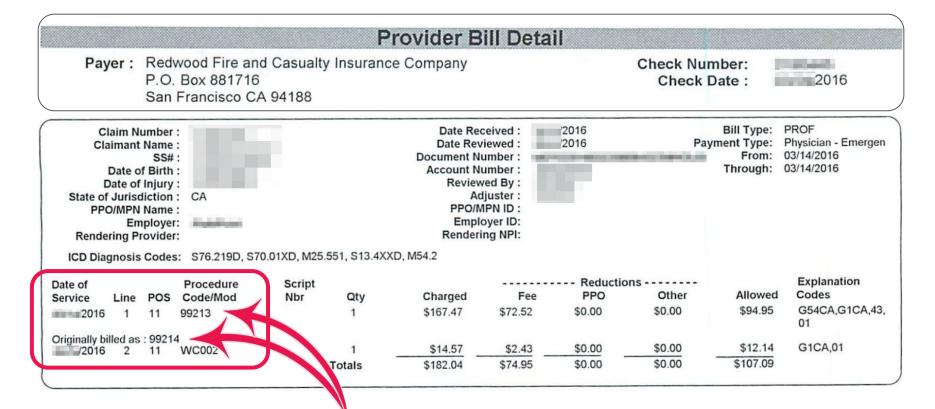
Average Payment \$82 vs \$123

Claims Administrator	СРТ	Percentage Discounted 31%+	Average Payment
The Hartford	99214	75%	\$82
Gallagher Bassett	99214	52%	\$99
AIG Claims, Inc.	99214	49%	\$106
Zurich Insurance	99214	20%	\$107
York Risk Services Group	99214	18%	\$121
Sedgwick	99214	10%	\$130
Liberty Mutual Insurance	99214	8%	\$108
ESIS, Inc.	99214	7%	\$111
Broadspire	99214	4%	\$115
State Compensation Insurance			
Fund	99214	3%	\$113
Travelers	99214	1%	\$123





Incorrect Downcoding



Originally billed as CPT 99214; incorrectly downcoded to CPT 99213



SBR

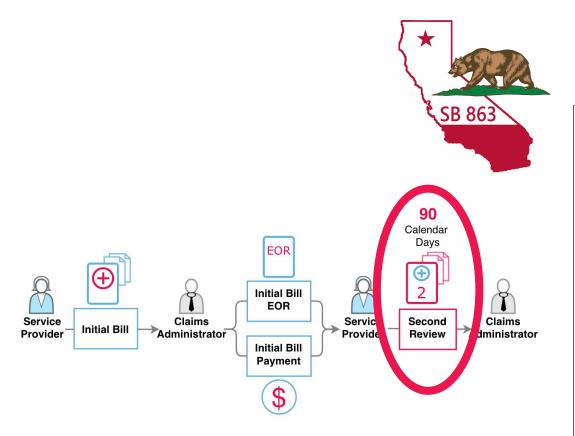
January 1, 2013 SB 863 Second Review Process

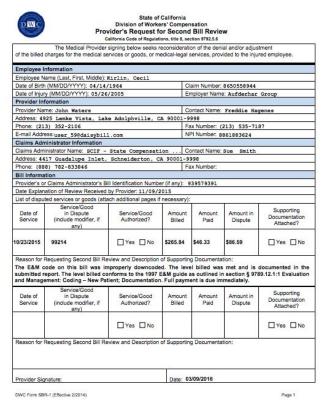






Incorrect Payments Require Second Bill Review (SBR-1 Form)

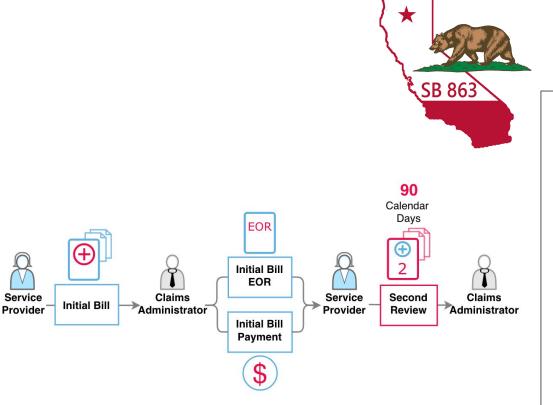


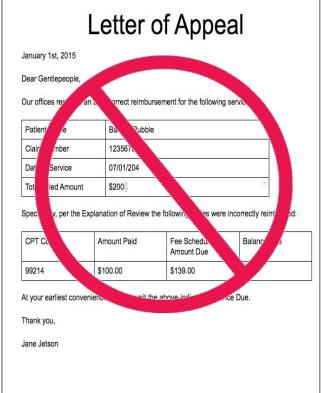




SBR

Letter of Appeal / Reconsideration Noncompliant Effective 2013





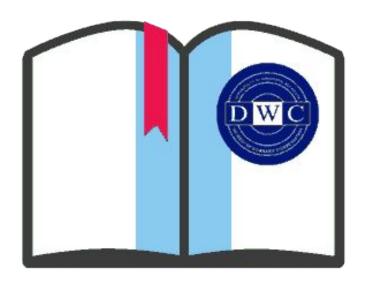




Second Review Regulations

§ 9792.5.5. Second Review of Medical Treatment Bill or Medical-Legal Bill

- (a) If the provider disputes the amount of payment made by the claims administrator on a bill for medical treatment services rendered on or after January 1, 2013, submitted pursuant to Labor Code section 4603.2, or Labor Code section 4603.4, or bill for medical-legal expenses incurred on or after January 1, 2013, submitted pursuant to Labor Code section 4622, the provider may request the claims administrator to conduct a second review of the bill.
- (b) The second review must be requested within 90 days of:



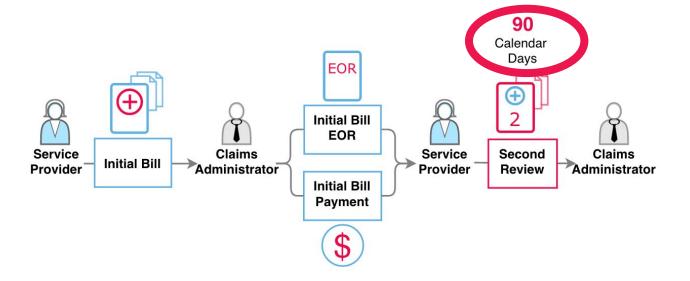


CCR § 9792.5.5 Second Review of Medical Treatment Bill or Medical-Legal Bill

(a) If the provider disputes the amount of payment made by the claims administrator on a bill for medical treatment services or goods rendered on or after January 1, 2013, submitted pursuant to Labor Code section 4603.2, or Labor Code section 4603.4, or bill for medical-legal expenses incurred on or after January 1, 2013, submitted pursuant to Labor Code section 4622, the provider may request the claims administrator to conduct a second review of the bill. (b) The second review must be requested within 90 days of:



Within 90 <u>Calendar</u> Days of EOR <u>Receipt</u>



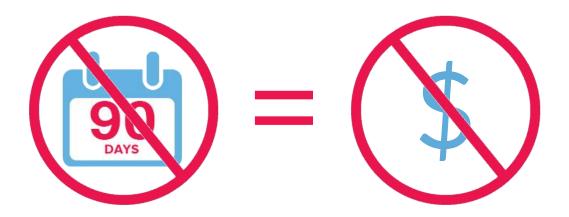




CCR § 9792.5.5 Second Review of Medical Treatment Bill or Medical-Legal Bill

(e) If the only dispute is the amount of payment and the provider does not request a second review within the timeframes set forth in subdivision (b), the bill shall be deemed satisfied and neither the claims administrator nor the employee shall be liable for any further payment.

\$0 Payment Due for Second Reviews Submitted After 90 Days







Second Review (SBR) Required



State of California Division of Workers' Compensation Provider's Request for Second Bill Review

⊏mployee I	nformation					
	lame (Last, First, Middle): r	Duck, Daisy				
Date of Birth	(MM/DD/YYYY): 02/03/	1980	C	laim Number:	20161234	
Date of Injur	y (MM/DD/YYYY): 06/01,	E	mployer Nam	e: Quack Quac	ek, Inc.	
Provider In	formation					
Provider Na	me: Jaqueline DuBuque	9	C	ontact Name:	Hope Walker	:
Address: 76	55 Wilderman Dale, L	ake Mitchell, CA	90001-99	98		
Phone: (21	3) 423-4557	F	ax Number: (213) 372-582	27	
E-mail Addr	ess:user_107@daisybil	1.com	N	PI Number: 0	523521817	1000
Claims Adn	ninistrator Information					
Claims Adm	inistrator Name: Sedgwid	k Claims Manager	ment C	ontact Name:		
Address: 92	33 Torrance Plains,	Heleneton, KY 9	0001-9998			
Phone:			F	ax Number: (859) 264-406	53
Bill Informa	ition			- 11711	111 111	
Provider's o	r Claims Administrator's Bi	I Identification Number	er (if any):	48851515		
Date Explan	ation of Review Received	by Provider: 04/03/2	016			
List of dispu	ted services or goods (atta	ch additional pages if	necessary)	:		
Date of Service	Service/Good in Dispute (include modifier, if any)	Service/Good Authorized?	Amount Billed	Amount Paid	Amount in Dispute	Supporting Documentation Attached?
3/14/2016	99214	X Yes No	\$236.30	\$65.00	\$171.30	X Yes □ No
This CPT v guidelines,	Requesting Second Bill Re vas paid at a lower rate two of three key com patient evaluation and n Service/Good in Dispute	than documented in ponents (history, nanagement (E/M) le Service/Good	the provi	ded medical n, and medi	records. Per t	making) determin
Date of Service	(include modifier, if any)	Authorized?	Billed	T GIG		
		Authorized?	Billed	T did		
Service		☐ Yes ☐ No			ition:	□Yes □No

** Due to lack of space, this request continues on page 2 **

Instructions for Provider's Request for Second Bill Review

Overview: The Provider's Request for Second Bill Review (DWC Form SBR-1) is used to initiate the second bill review process required by Labor Code sections 4603.2(e), for medical treatment services and goods, and by Labor Code section 4622, for medical-legal services, to dispute the amount of payment. The Division of Workers' Compensation's (DWC) regulation outlining the process can be found at California Code of Regulations, title 8 (8 C.C.R.), section 9792.5.5. Under this process, a medical provider who disputes the amount paid by a claims administrator on either a bill for medical treatment services or goods, or a bill for medical-legal expenses, must request a second review of the bill from the claims administrator. The second bill review process must be completed before a provider can seek independent bill review of a billing dispute.

How to Apply: To apply for a second review of a non-electronic medical treatment bill, you can use either this form or a modified standardized bill. See 8 C.C.R. section 9792.5.5(c)(1) and the California Division of Workers' Compensation Medical Billing and Payment Guide, version 1.2, for instructions as to how to submit a request for second review using a non-electronic standardized bill. For an electronic medical treatment bill, refer to 8 C.C.R. section 9792.5.5(c)(2) and (3) and the California Division of Workers' Compensation Electronic Medical Billing and Payment Companion Guide, version 1.2, for instructions as to how to submit a request for second review under that format. Both guides can be found at the DWC website at http://www.dir.ca.gov/dwc/EBilling/EBilling.html. For medical-legal bills, the second review must be on this form.

When to Apply: A request for second bill review must be made within 90 days of service of the explanation of review that explained why the payment you sought in the initial bill was reduced or denied. If an issue that would preclude your right to receive compensation for the submitted bill is under consideration by the Workers' Compensation Appeal Board (WCAB), you have 90 days from the date of the service of the WCAB order that resolves the issue to request the second bill review. If the only dispute is the amount of payment and you do not timely request a second bill review, the bill will be considered satisfied and neither the claims administrator nor the employee shall be liable to you for any further payment.

Routing Information: The Request for Second Bill Review form can either be mailed or faxed to the claims administrator. The requesting provider must complete all fields in the Employee Information, Provider Information, and Claims Administrator Information sections.

Bill Information: Complete all fields in this section for each disputed service or good, or medical-legal service. Attach additional pages if necessary.

- · Provide your or the claims administrator's bill identification number, if any.
- State the date when the explanation of review that either denied or reduced the amount billed was received.
- State the date of service.
- State the service or good for which payment is in dispute. Include the code and modifier, if any.
- Indicate whether the billed service was authorized.
- State the amount billed, the amount paid, and the amount in dispute.
- State whether supporting documentation is attached. (For example, documents provided in response to a request by the claims administrator in the explanation of review.)
- State the reason for requesting the second bill review and describe the supporting documentation.

Provider Signature: Signature/Date line is located at the bottom of the form.

A SECOND BILL REVIEW REQUEST MUST BE COMPLETED FOR A PROVIDER TO SEEK INDEPENDENT BILL REVIEW OF A BILLING DISPUTE.

DWC Form SBR-1 (Effective 2/2014)

Page 2





Reason for Requesting Second Bill Review



State of California Division of Workers' Compensation Provider's Request for Second Bill Review

California Code of Regulations, title 8, section 9792.5.6

The Medical Provider signing below seeks reconsideration of the denial and/or adjustment of the billed charges for the medical services or goods, or medical-legal services, provided to the injured employee.

Date of Service	Service/Good in Dispute (include modifier, if any)	Service/Good Authorized?	Amount Billed	Amount Paid	Amount in Dispute	Supporting Documentation Attached?
		Yes No				Yes No
Reason for F	Requesting Second Bill Re	view and Description	of Supporting	Documenta	tion:	



Reason for Requesting Second Bill Review:

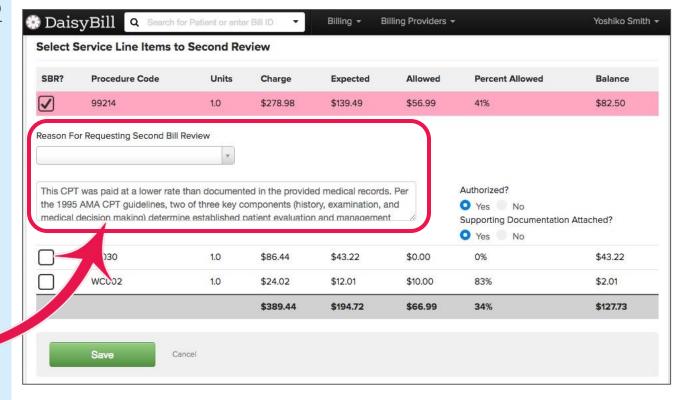
This CPT was paid at a lower rate than documented in the provided medical records. Per the 1995 AMA CPT guidelines, two of three key components (history, examination, and medical decision making) determine established patient evaluation and management (E/M) level. In the case where counseling and/or coordination of care dominates the physician/patient encounter, time is the controlling factor to qualify for a particular level of E/M service.

The PR-2 documents the time spent faceto-face with the patient, a detailed history was done, review of previous records and recently obtained records. The PR-2 describes three examples of required medical decisions. These factors indicate that 99214 is the appropriate level of reimbursement.

Attached is a copy of an OVERTURN IBR decision, including the guidelines used to evaluate appropriate 99214 E/M level. This IBR decision indicates that this reimbursement will be overturned when reviewed by IBR.

Downcoding CPT 99214 Second Review Reason

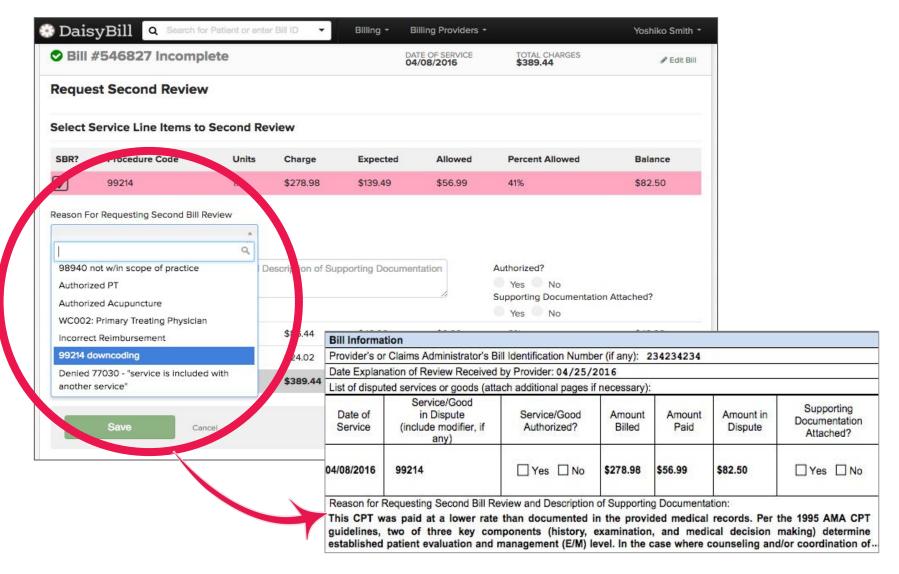








Second Review Library







IBR Decision: CPT 99214 Downcoding

MAXIMUS FEDERAL SERVICES, INC.

Independent Bill Review P.O. Box 138006 Sacramento, CA 95813-8006 Fax: (916) 605-4280



INDEPENDENT BILLING REVIEW FINAL DETERMINATION

February 10, 2016

MAXIMUS Federal Services has completed the Independent Bill Review ("IBR") of the above workers' compensation case. This letter provides you with the IBR Final Determination and explains how the determination was made.

Final Determination: OVERTURN. MAXIMUS Federal Services has determined that additional reimbursement is warranted. The Claims Administrator's determination is reversed and the Claim Administrator owes the Provider additional reimbursement of \$195.00 for the review cost and \$40.19 in additional reimbursement for a total of \$235.19. A detailed explanation of the decision is provided later in this letter.

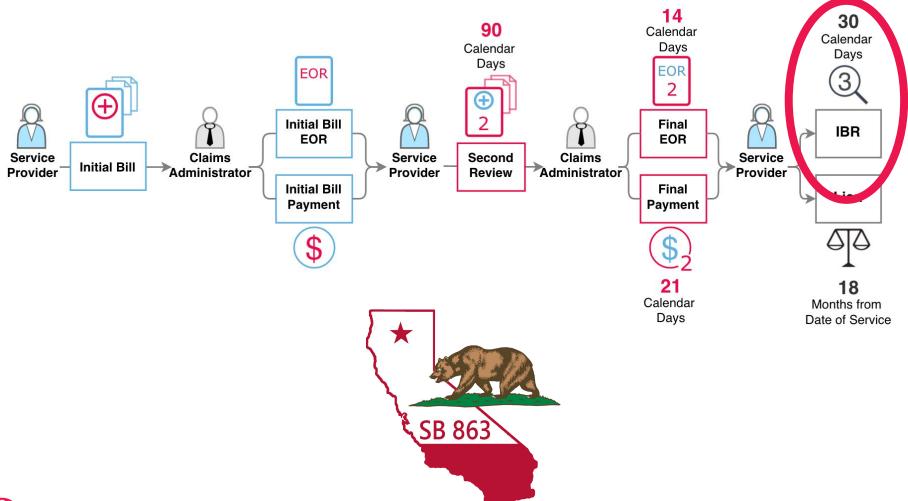
The Claim Administrator is required to reimburse the Provider a total of \$235.19 within 45 days of the date on this letter per section 4603.2 (2a) of the California Labor Code. The determination of MAXIMUS Federal Services and its expert reviewer is deemed to be the Final Determination of the Administrative Director of the Division of Workers' Compensation. This determination is binding on all parties. In certain limited circumstances, you can appeal the Final Determination. Appeals must be filed with the Workers' Compensation Appeals Board within 20 days from the date of this letter. For more information on appealing the final determination, please see California Labor Code Section 4603.6(f).



<u>IBR Case CB16-0000064 (CPT 99214)</u>

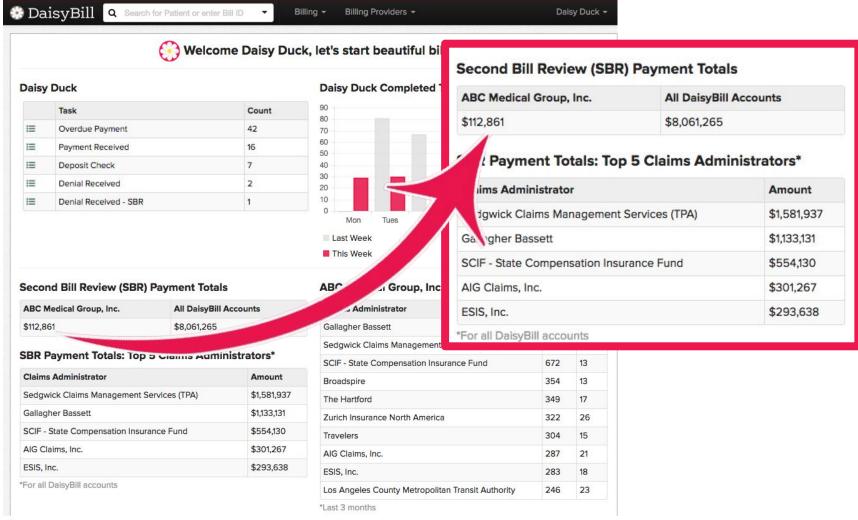


Independent Bill Review (IBR)





DaisyBill Dashboard Tracks YOUR Second Review Payments

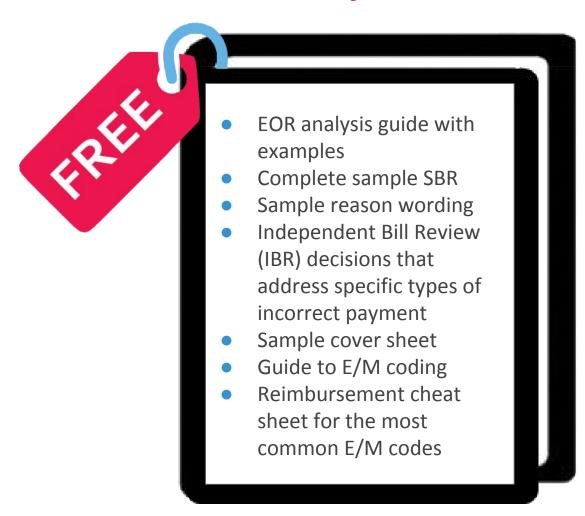






Second Review Strategy Kit

Visit DaisyBill's Booth







Second Review Strategy Webinar

Thursday, June 9th, 1pm PDT



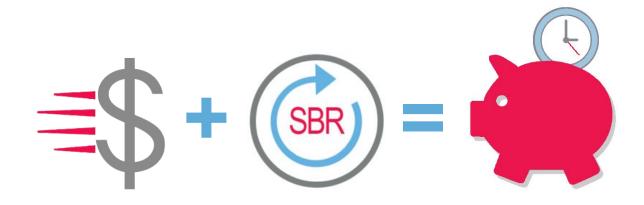
- E/M visits incorrectly downcoded
- PPO / Network reduction incorrectly applied
- CCI Edits incorrectly applied
- Misapplication of OMFS billing ground rules
- "Missing documentation"
- 99070 denied for dispensed pharmaceuticals
- PR-2 (WC002) incorrectly denied
- PTP visits incorrectly denied
- Medical-legal reports denied as not authorized
- Copy bill sales tax not reimbursed





Electronic Billing = Faster Payments Second Reviews = More Revenue







Contact Us

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Catherine Montgomery cmontgomery@daisybill.com 646.504.6733

