

# Shared Medical Appointments: An Interdisciplinary Pathway to Reimbursement for NMDOH Services



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# Shared Medical Appointments

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An Interdisciplinary Pathway to  
Reimbursement for NMDOH  
Services

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# Learning Objectives

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Implementation &  
Integration



Enhance Interdisciplinary  
Collaboration



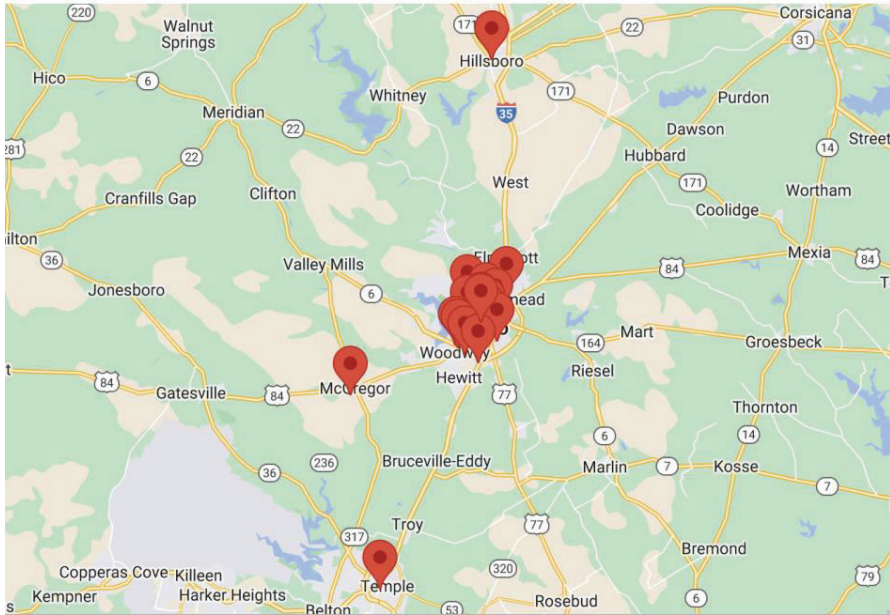
Reimbursement  
Opportunities



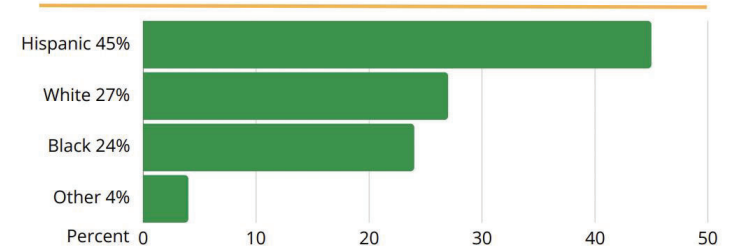
# Waco Family Medicine

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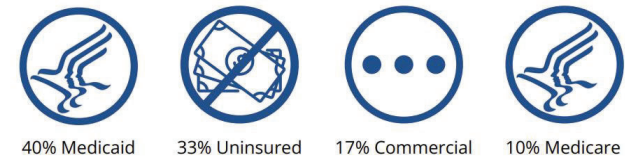
THE CARE CONTEXT



## Patient Diversity



## Patient Coverage

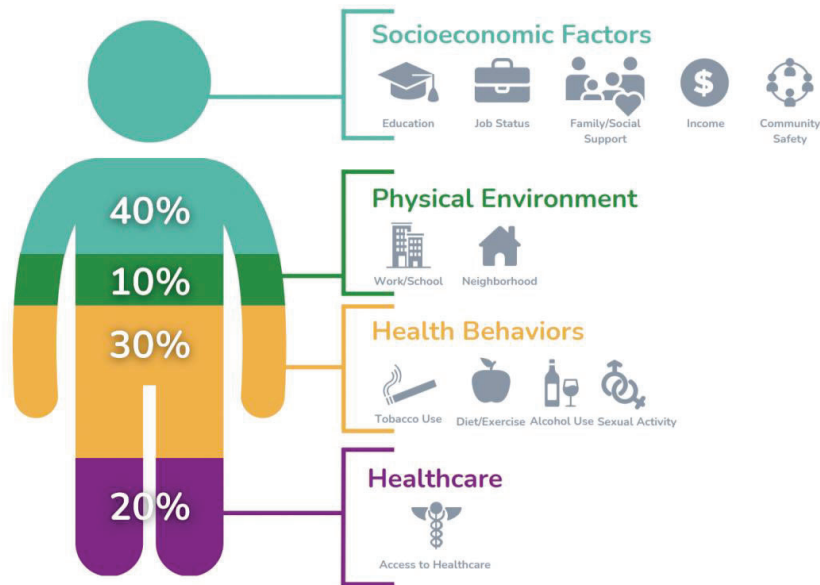


# Waco Family Medicine

We exist "to improve the health and wellness of the underserved residents of the Heart of Texas."

# NMDOH Programs

Our NMDOH Programs address health behavior self-efficacy and socioeconomic factors

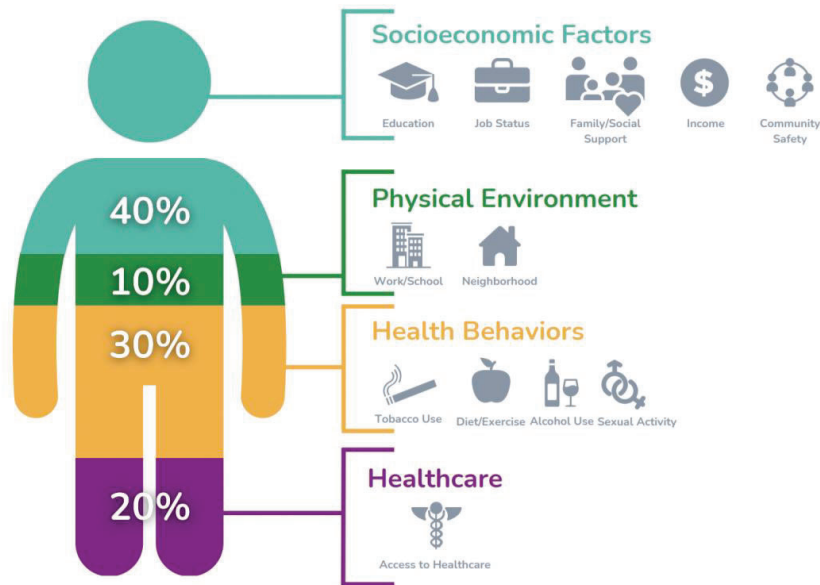


Source: Institute for Clinical Systems Improvement, Going Beyond Clinical Walls: Solving Complex Problems (October 2014)  
Adapted from: The Bridgespan Group

- Food Rx
- Community Resource Marketplace
- Medical Legal Partnership
- Wellness Center
- Culinary Education
- Programs for Women and Children
  - Centering Pregnancy
  - Lactation Consultation
  - Perinatal Case Management and Education
  - Perinatal Integrated Behavioral Health
  - Doula Expansion Program

# NMDOH Programs

**The PROBLEM: NMDOH programs are not independently reimbursable by payers**



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# Shared Medical Appointments

ADDRESSING MEDICAL AND  
NONMEDICAL GAPS



Why shared medical appointments?

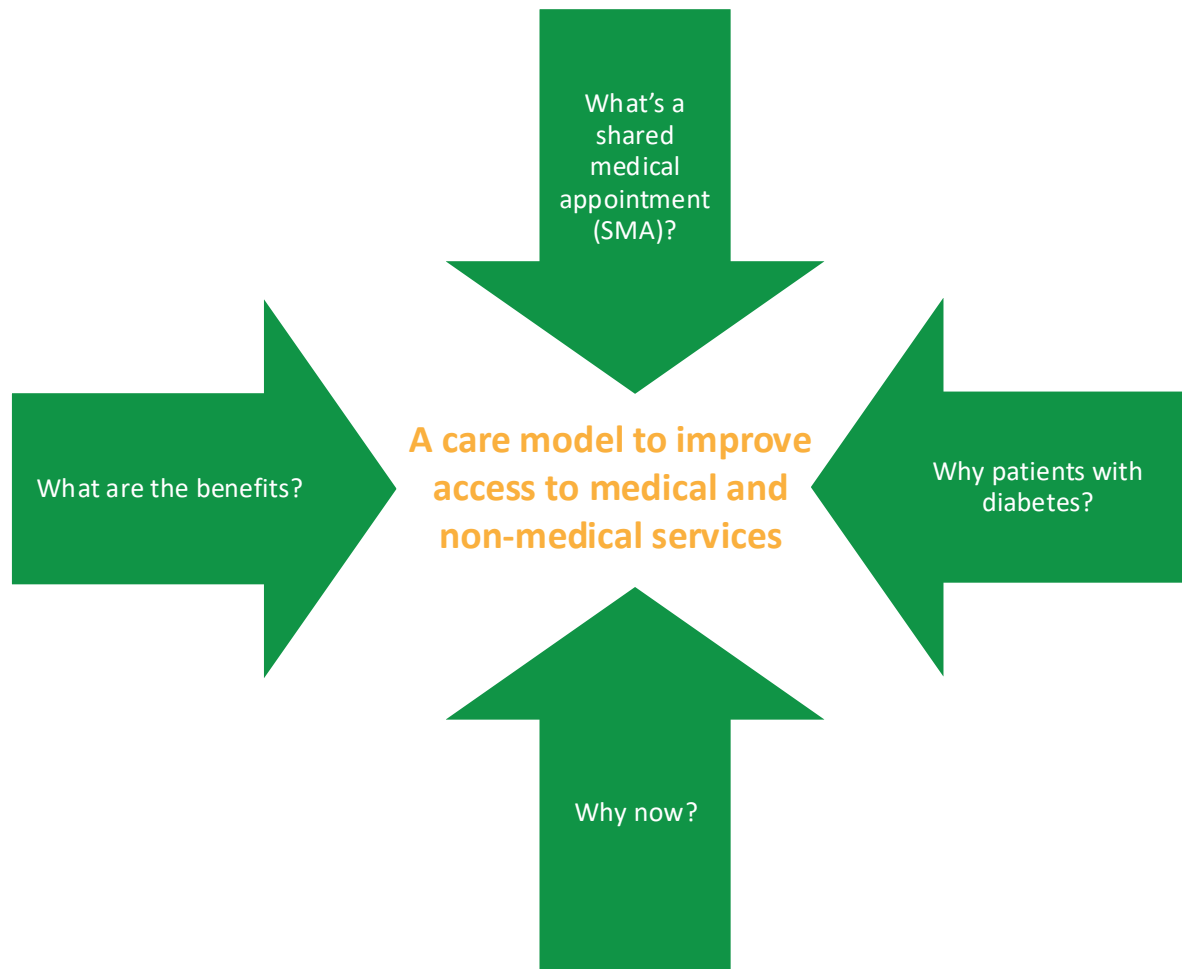
Program Goals:

Provide care that address medical and nonmedical gaps

Reimbursement potential for NMDOH services

## Shared Medical Appointments

Appointments with a physician AND a chef educator or fitness advisor to make services financially sustainable

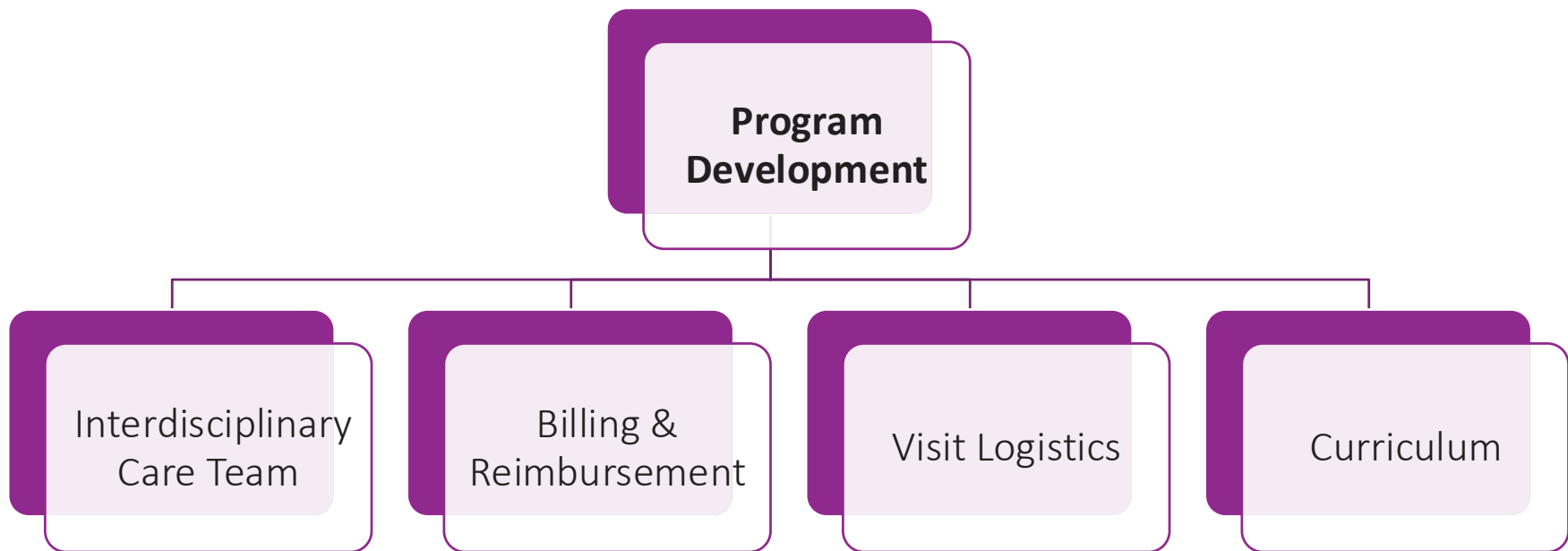


# Shared Medical Appointments

# Phase 1: Program Development

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Work groups were developed to achieve all necessary tasks, including reimbursement





# Interdisciplinary Collaboration

A large team was necessary to develop SMAs effectively

Maximizing Care and Outcomes

Care Team Members:

- Chef Educator
- Fitness Advisor
- Care Manager/ Population Health
- Nursing
- Clinician (doctor)
- Billing Specialist
- Patient Service Representative
- NMDOH Program Manager
- Grants Manager



# Phase 1: Program Development & Billing

Billing specialist and clinician develop a reimbursement plan

- Provider Type
  - Clinician (MD, DO, PA, NP)
  - Nutritionist (MNT or NMNT)
  - Care Manager
  - Enabling Provider (fitness advisor)



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# Phase 1: Program Development & Billing

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Billing specialist and clinician leverage medical decision making to achieve reimbursement



## Time

99213 – 15min

99214 – 25 min

99215 – 40 min



## Medical Decision Making

99213 – sick visit

99214 – two or more chronic dx

99215 – critical illness

## Billing for Medical Decision Making

# Billing for MDM requires several key components in the visit notes

### Key Billing components:

- Physical Exam (vitals are NOT required)
- Assessment and plan of the visit, including counseling
- Use the at least three of the diagnoses that are positively impacted
- Any labs or orders

### Other potential billing codes:

- Counseling 99401, 99402

FQHCs do have separate billing rules when billing for Medicare and Medicaid; private plans are the same everywhere

## Billing for Care Management



Value-based care contracts were also used to determine revenue potential



## Phase 2: SMA Sessions

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Five group visits with nutrition and cooking education and fitness advising for patients with diabetes

- Patient Recruitment
- Care Manager Coordination

## Phase 2: Delivering SMA Sessions

**Five SMA sessions created a cohort for diet and exercise counseling for patients with diabetes**

- Completed Five Sessions:
  - Intro Session & DASH Diet Cooking Demonstration
  - Strength Training for Diabetes Management
  - Reducing Salt, Sugar, Fat Cooking Demonstration
  - Intro to Cardiovascular Exercise
  - Nutritional Review and Reading Food Labels and Wrap Up







## Phase 3: Program Evaluation

**SMA's were a successful way to improve health and financially sustain NMODH programs**

- Patient experiences
- Staff experiences
- Health Outcomes
- Unexpected Findings and Outcomes
- Billing Outcomes



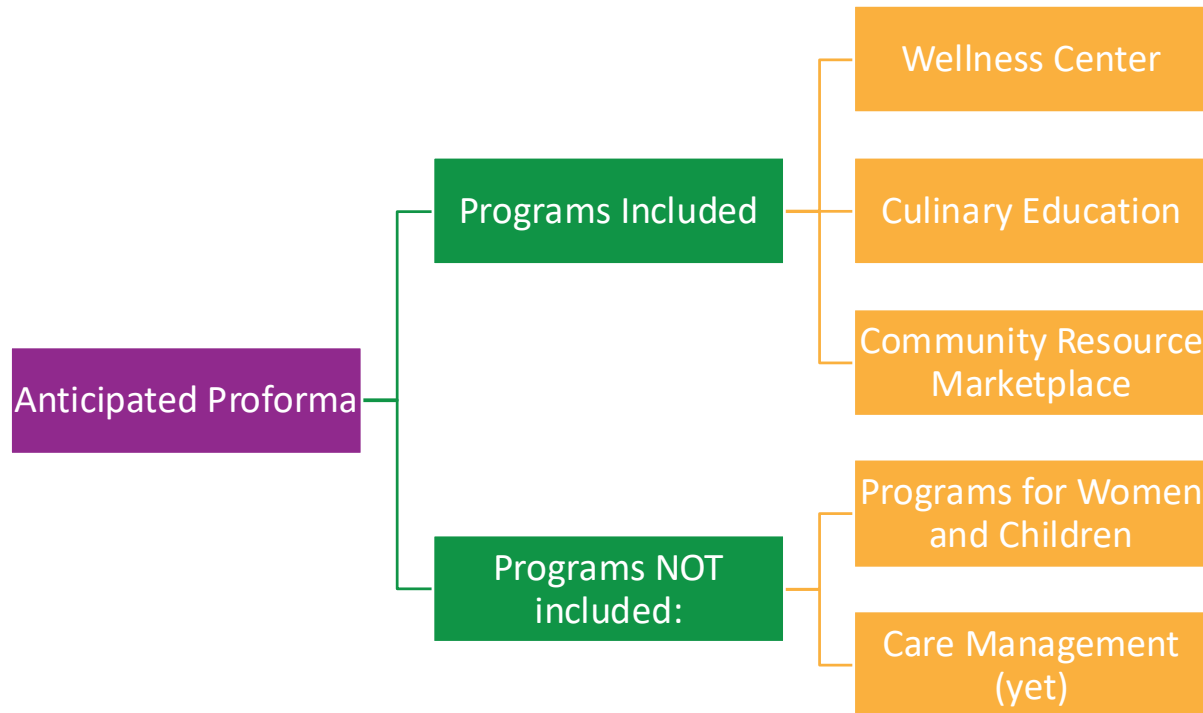


# Implementation: Phase 4

Growth and maturation of SMA programs to achieve program goals

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- Additional sessions, including prenatal group
- Additional payers
- Electronic Health Record Integration
- Development of an NMDOH Department at WFM



## Phase 4: Department Proforma

Questions?





Thank you!