## vitalware

## VitalCDM The New Standard in CDM Management

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#### **Session Topics**

- How is VitalCDM different from other CDM products?
- •Is there some functionality within VitalCDM that I am not taking full advantage of?

#### The Challenge

Legacy chargemaster solutions can't handle complex and very large dynamic data files

That's the reason hospitals are challenged with keeping the CDM file up to date with visibility across departments

#### **The New Standard**

This was the motivation to build a solution designed to scale and accommodate all of the data needed.

When your mid-revenue cycle personnel work from a single platform, their productivity increases, errors decrease, and you have more time to take action on... everything else.

# How is VitalCDM different from other products?

#### Data, Data, Data

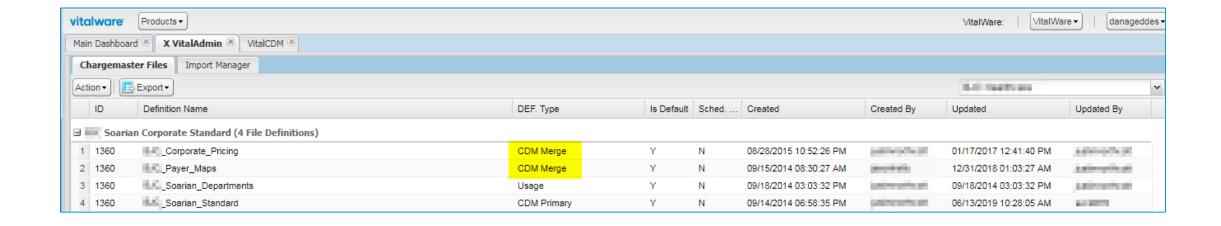
- Data that can be imported into VitalCDM
  - No restrictions on amount or type of data
    - ✓ Revenue and usage files
    - ✓ Files that augment the CDM file (Pharmacy, Supplies, Willow, Radiant, Optime, Scuba, Stork, ASAP, Beaker, Lawson)
    - √ Crosswalk files
    - ✓ Payer fee schedules
- \*VitalView module is required to link all data into a single view

### MERGE DEFINITIONS

#### Merge Defs – What and Why?

- Displays in the grid as columns along side CDM line item data
- All key identifier fields must be included in the merge file so that line item matching can occur
- Is a 1:1 relationship
- Other data from other systems that need to be 'joined' to the CDM file
  - Fee schedules
  - Revenue and Usage files
  - Cost data files
  - NDC information (if not on shell records) allows for Pharmacy analysis

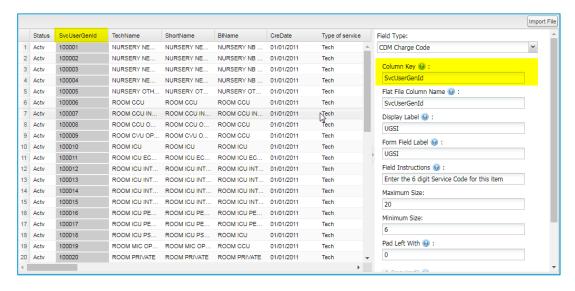
#### Merge Definition added to CDM File

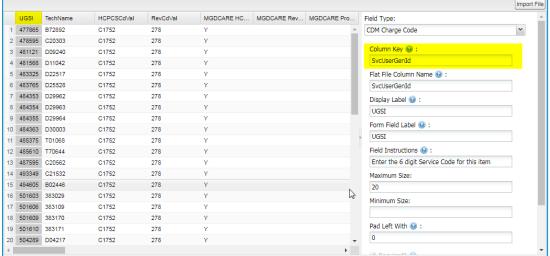


#### Match the Key Code Fields

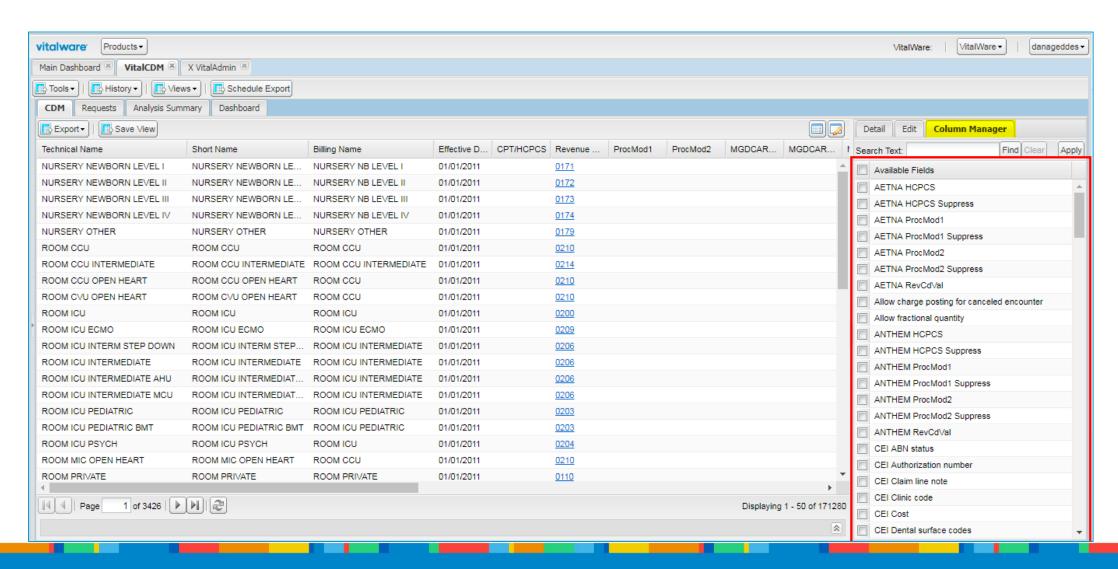
#### **CDM File**

#### **Merge Definition File**





#### **Grid View of Merged Files**



### **VITALVIEW TABS**

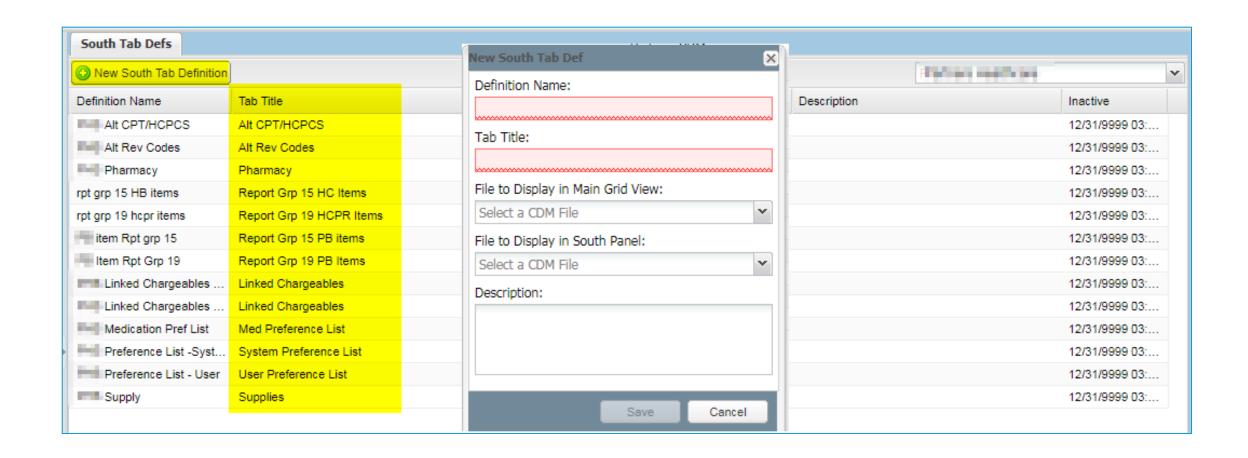
#### VitalView Tabs – What and Why?

- Imported as separate file data
- There must be a number in the file that matches to the CDM line item
- Is a 1:Many relationship
- User wants to select a single CDM line item and see all of the different data elements linked to that one line item

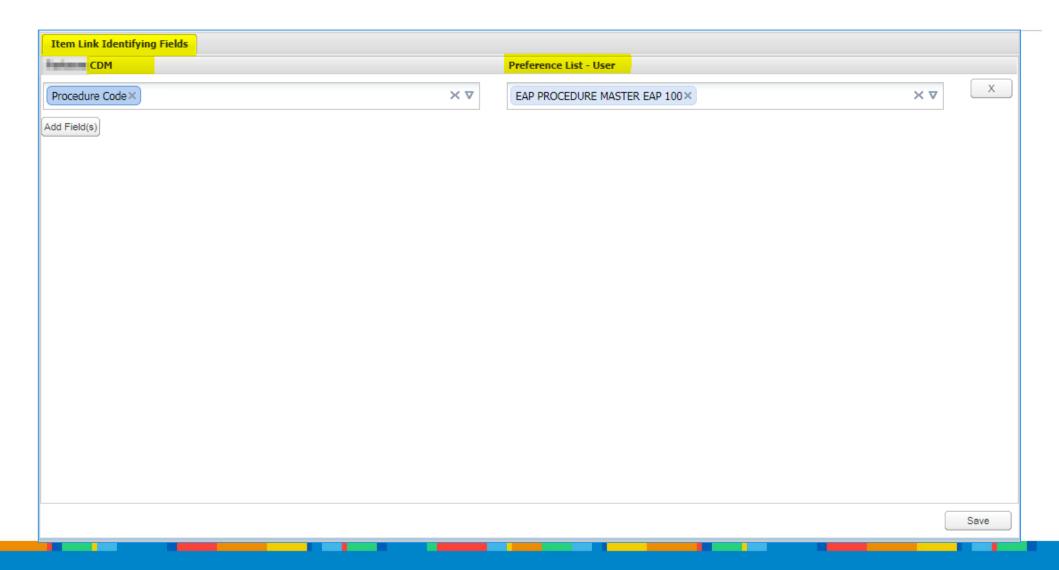
#### **Examples of VitalViewTabs**

- Preference Lists
- Soft coded items (i.e. CPT/HCPCS codes)
- Pharmacy file data
- Pharmacy Formulary
- Supply file data
- Fee Schedules
- Order Entry Data
- Linked chargeable items
- Linked Professional codes if the files are separated but have linking value

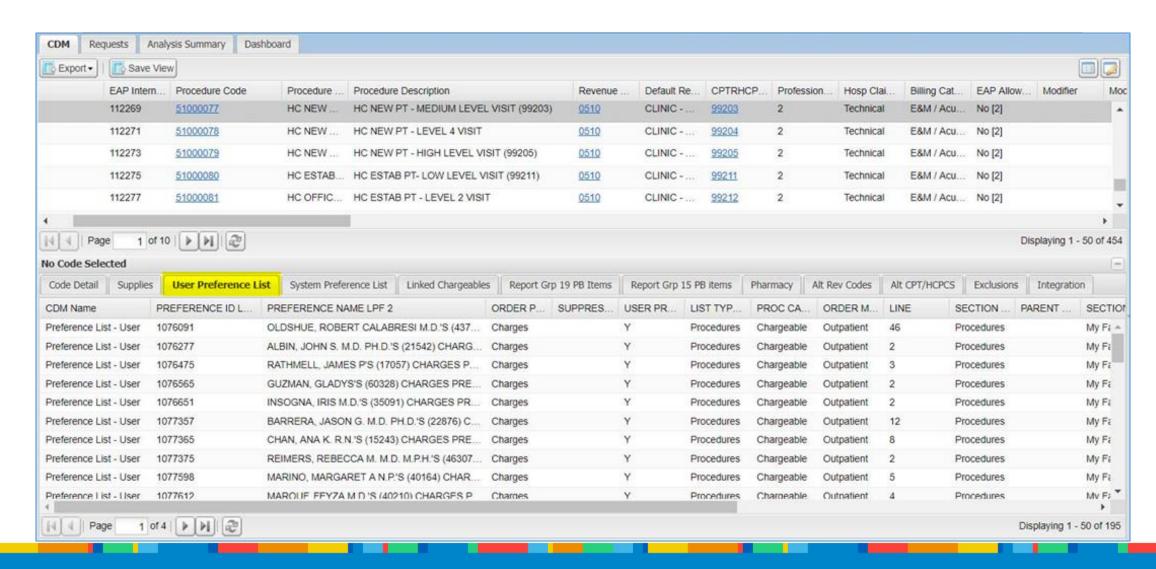
#### **Defining Crosswalk for VitalView Tabs**



#### Select fields that match between files



#### **Display of VitalView Data**

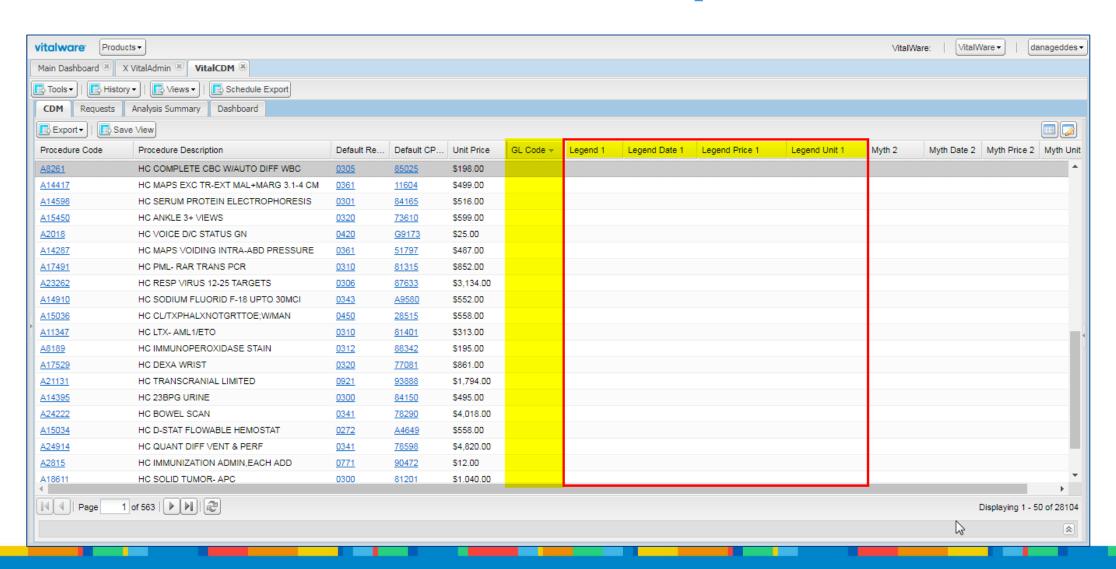


### **CROSSWALK FILES**

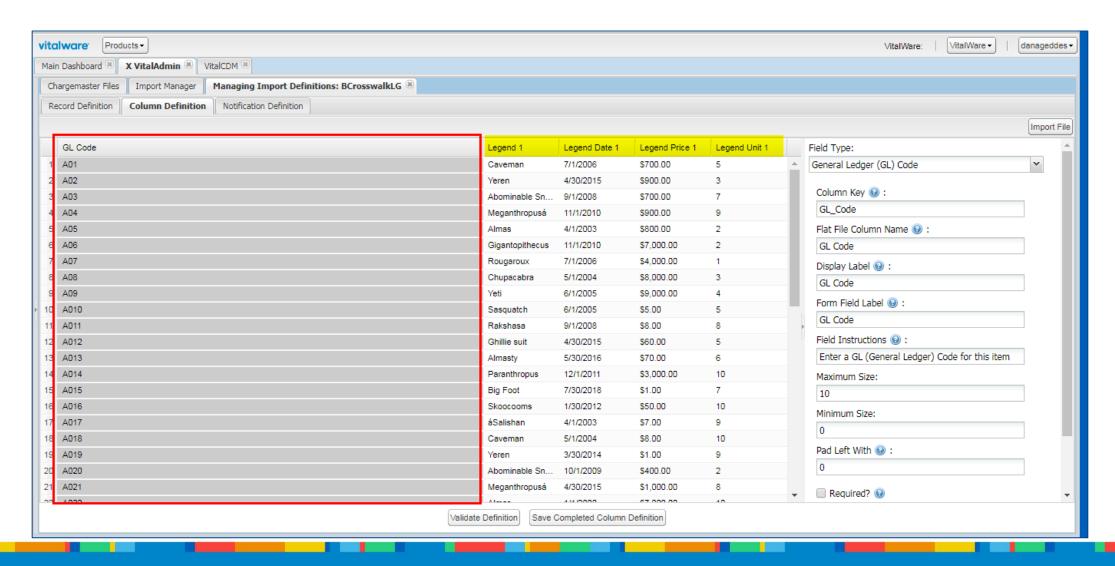
#### **Crosswalk File Functionality**

- Create a look-up table to populate fields in designated fields
- Reduces keystrokes
- A file is imported as a 'Crosswalk' file type
- The file is linked to the CDM using the 'Field Mapper'
- Fields within both files are linked together
- More than one crosswalk file can be linked to a CDM file

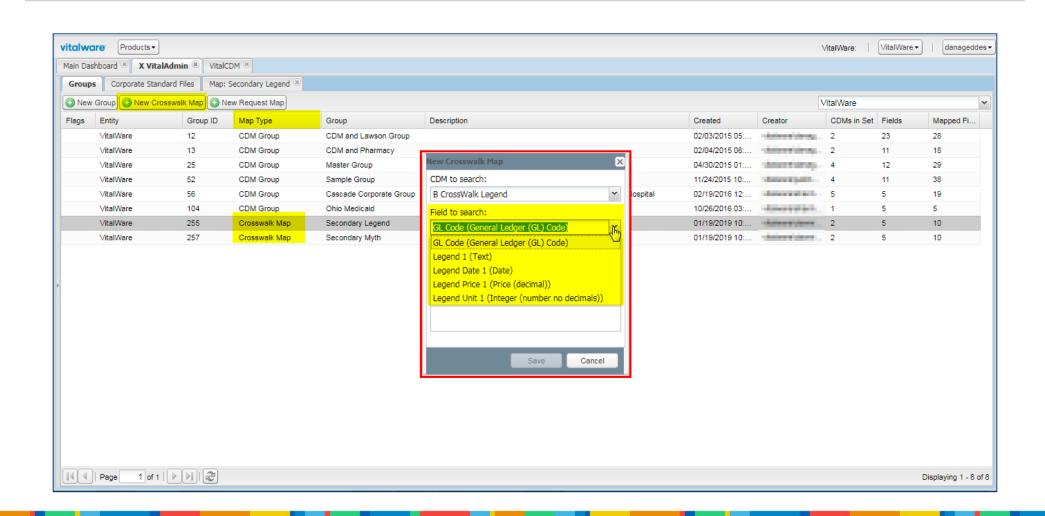
#### **CDM Fields to Populate**



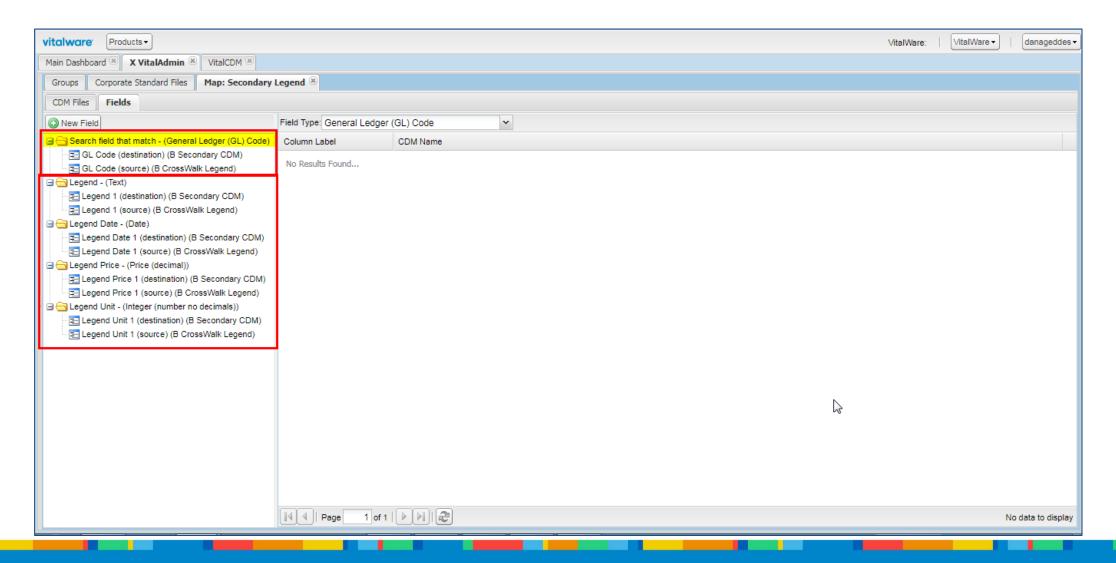
#### Look-up Table File



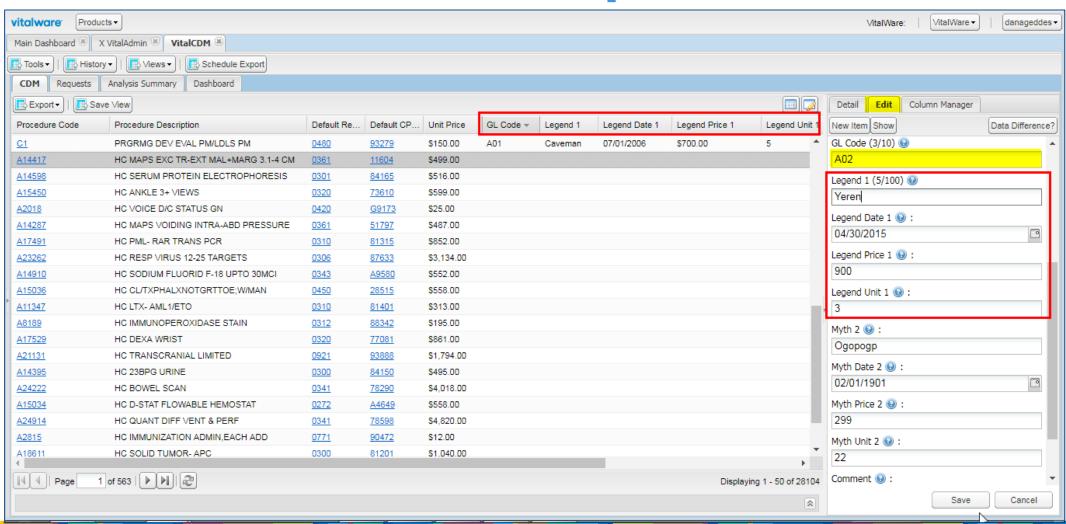
#### Designate Field to Search in Crosswalk File



#### Map Fields Between Crosswalk and CDM



## Data Entry Populates CDM fields Using Lookup

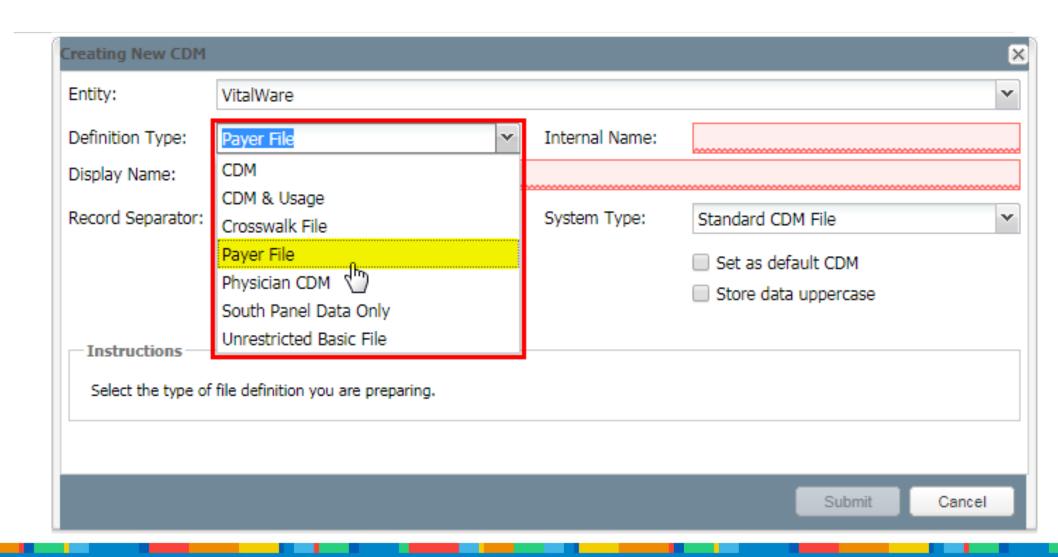


# PAYER FEE SCHEDULES AND ANALYSIS

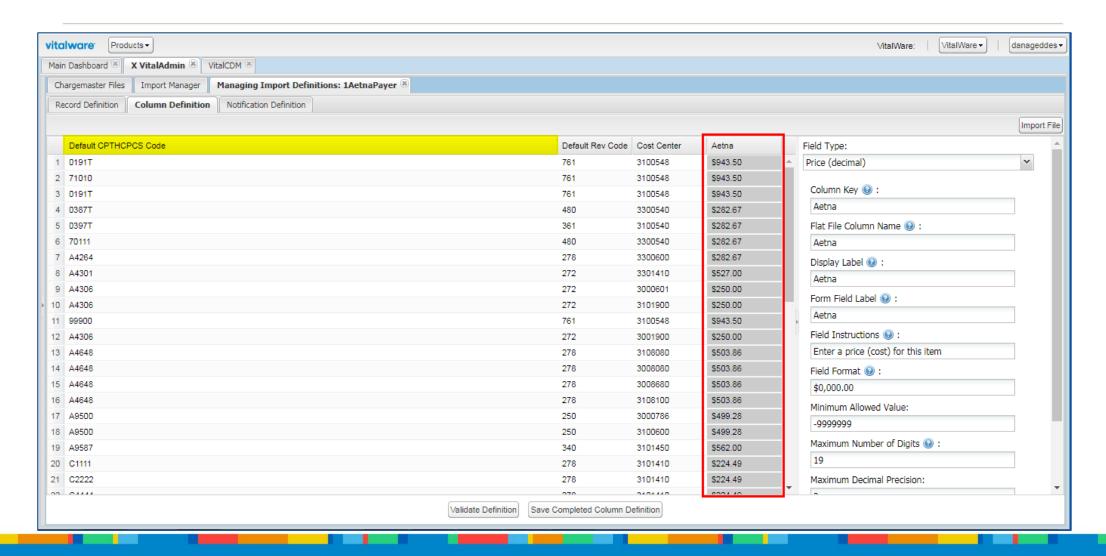
#### **Payer File Analysis**

- Ability to analyze a charge amount in the CDM file against a payer's fee schedule amount to determine if the charge is above or below the amount for the specific payer
- Provides visibility to others within the organization that need to assess the pricing structure of the CDM file
- Provides the ability to compare different payer fee schedules against one another
- Payer fee schedules can be updated at any point in time just like CDM and revenue and usage data
- Matches on CPT/HCPCS code between the CDM file and Payer Fee schedule file

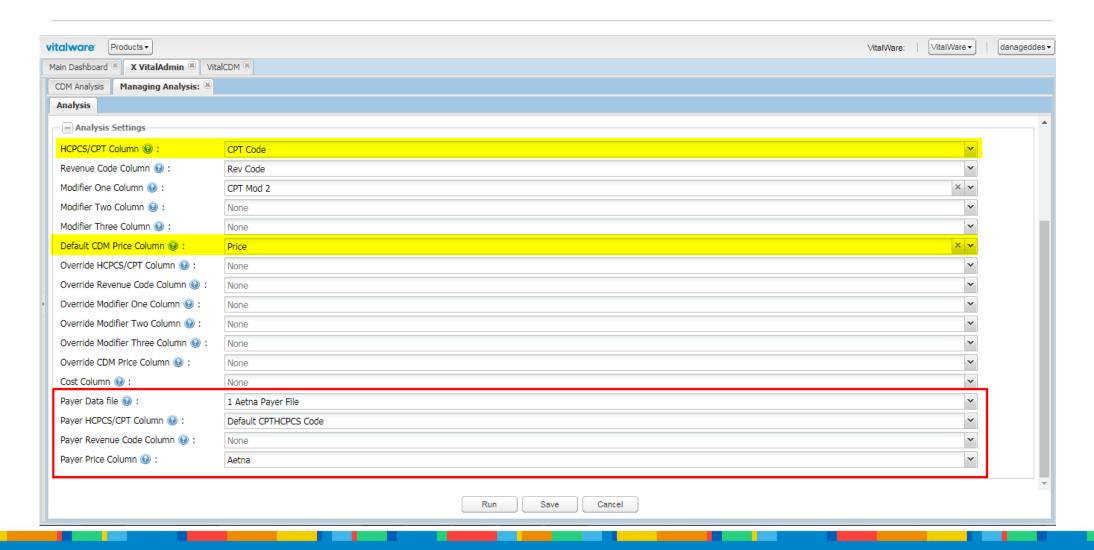
#### Create a Payer File Definition



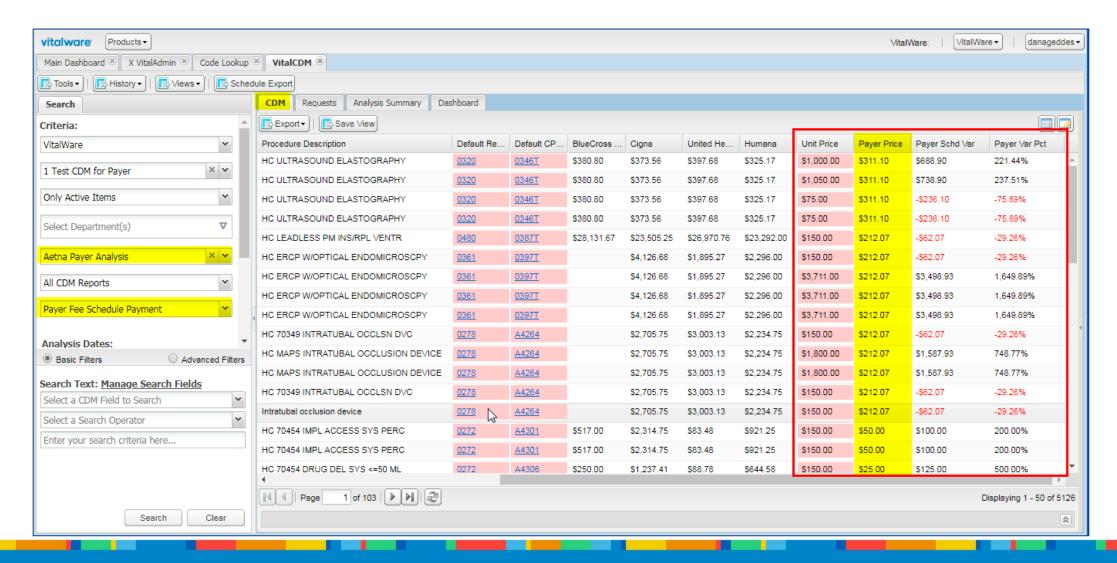
#### Map and Import a Payer File



#### **Create Payer Analysis**



#### Payer Fee Schedule Payment Report



## PRICING DATA AND PRICING REPORTS

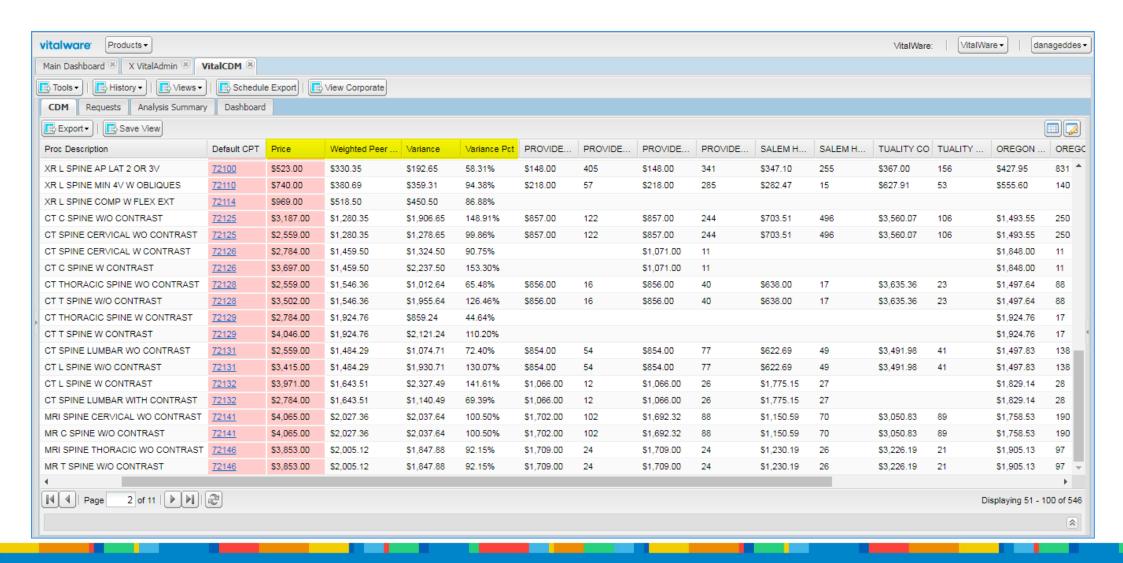
#### Why use the Pricing Reports

- Updated every quarter
- Included in VitalCDM at no additional cost
- Can run the reports as often as needed
- Less expensive than a consulting firm providing the data and analysis
- SAF data is 6 months old
  - 100% of paid Medicare claims

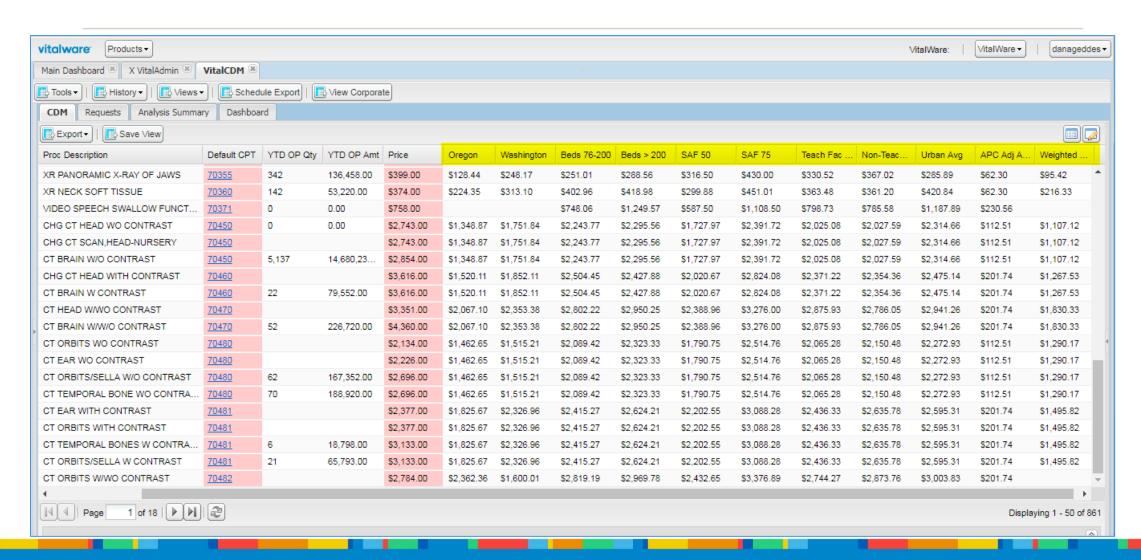
#### **Available Data**

- Medicare APC rates
- Medicare Fee Schedule amounts
- SAF data
  - Peer hospitals up to 20 peers per analysis weighted peer average
  - Bed Size
  - Urban vs. Rural
  - Percentile (10<sup>th</sup>, 25<sup>th</sup>, 50<sup>th</sup>, 75<sup>th</sup>, 90<sup>th</sup>)
  - Teaching vs. Non-Teaching
  - CBSA (in VitalKnowledge)

#### **SAF Peer Data Report**



### **Pricing Analysis Report**

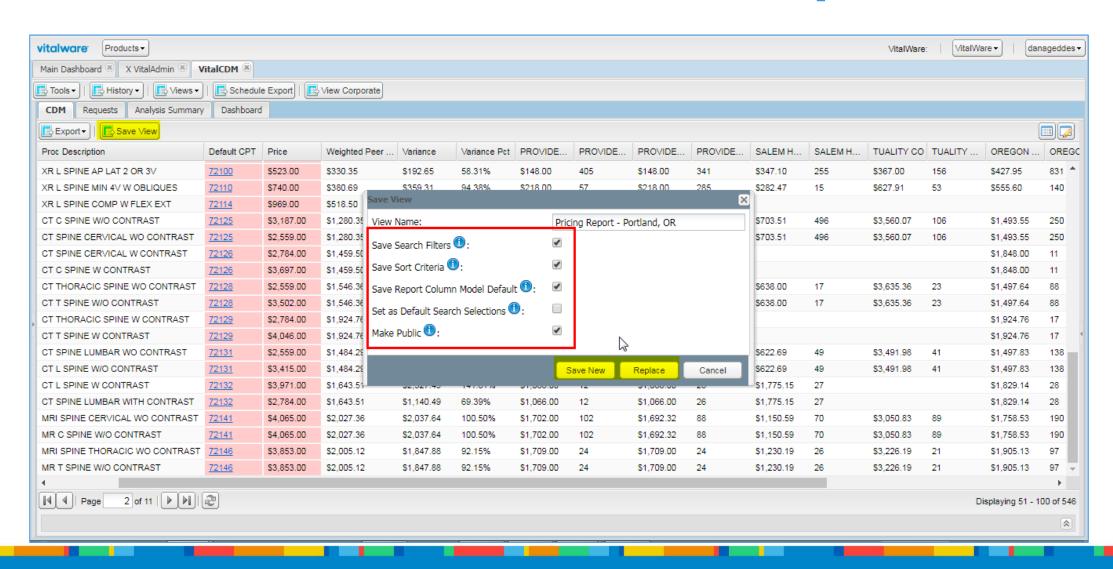


## **SCHEDULED REPORTS**

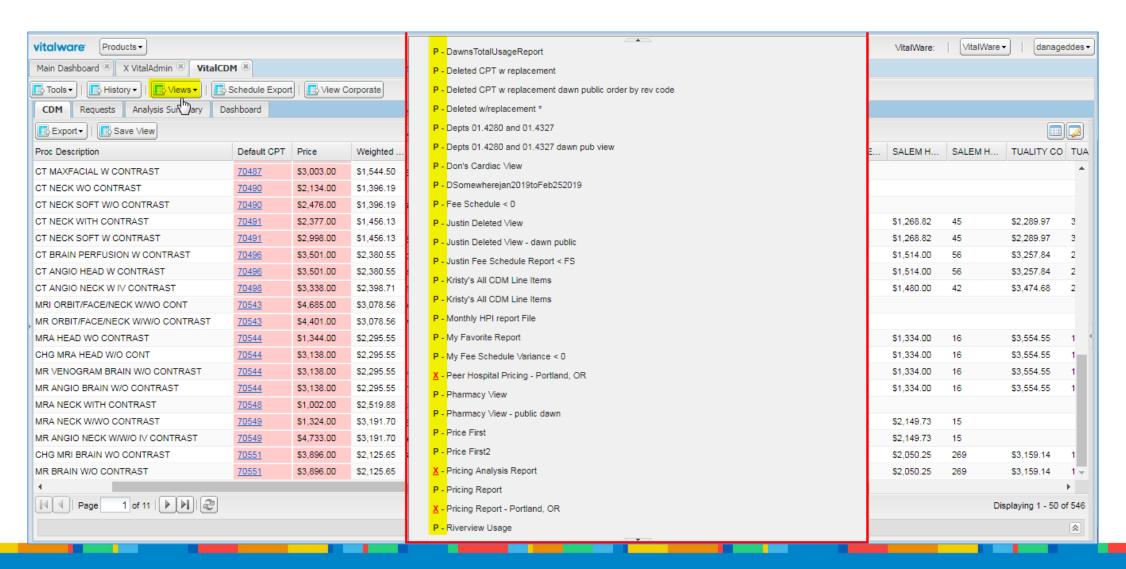
## What you need to know about scheduled reports

- Any 'Saved View' (aka ad hoc customized report) can be scheduled to send on a regular basis
- Anyone can receive a report
- Can be sent on a daily, weekly, or monthly timeframe
- Scheduled reports can be updated at any time for additional filters, columns, etc.

### **Customize and Save a Report**



### **Access a Report**

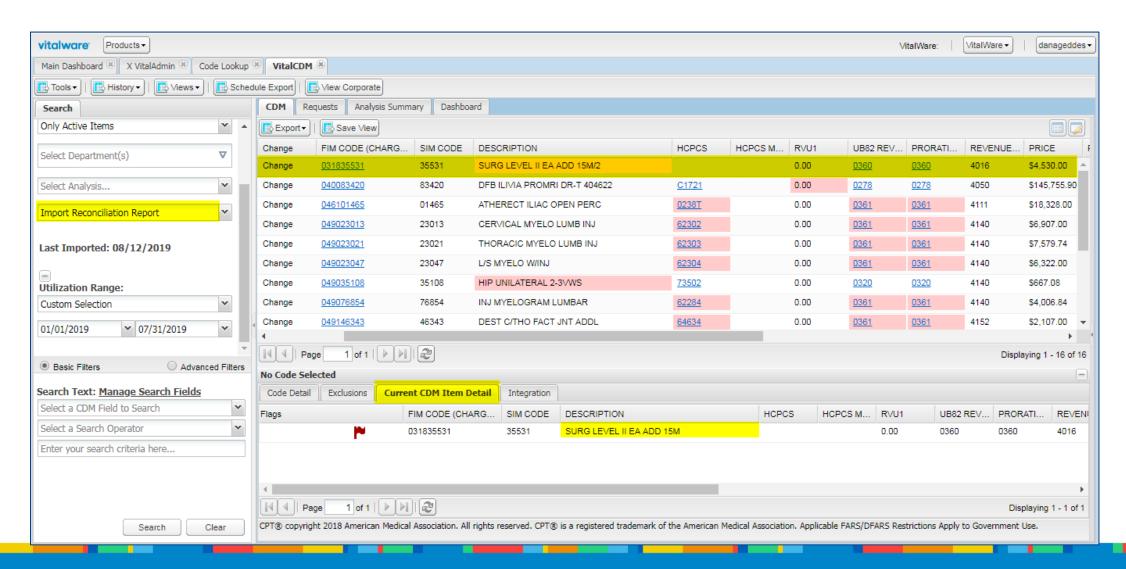


## RECONCILIATION

### Why use Reconciliation?

- Review changes/additions to the CDM BEFORE they are applied
- Prevent line item data from coming into the system if it shouldn't and apply ONLY good data
- Gives total control to the user while still using an automated import process
- Clearly identifies variance between PAS data and Vitalware data to assist with process control

### **Reconciliation Report**

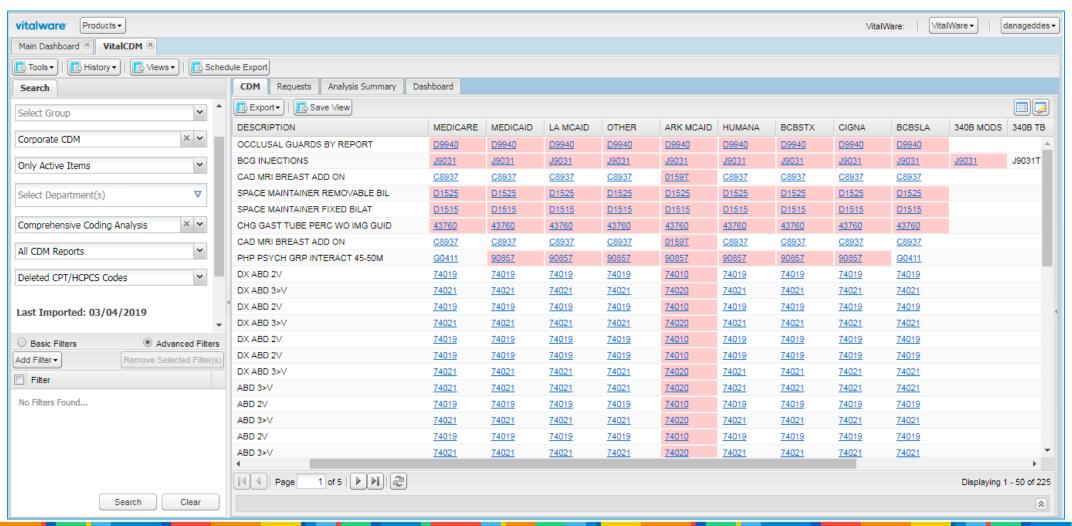


# NEW FEATURES IN NOVEMBER DROP

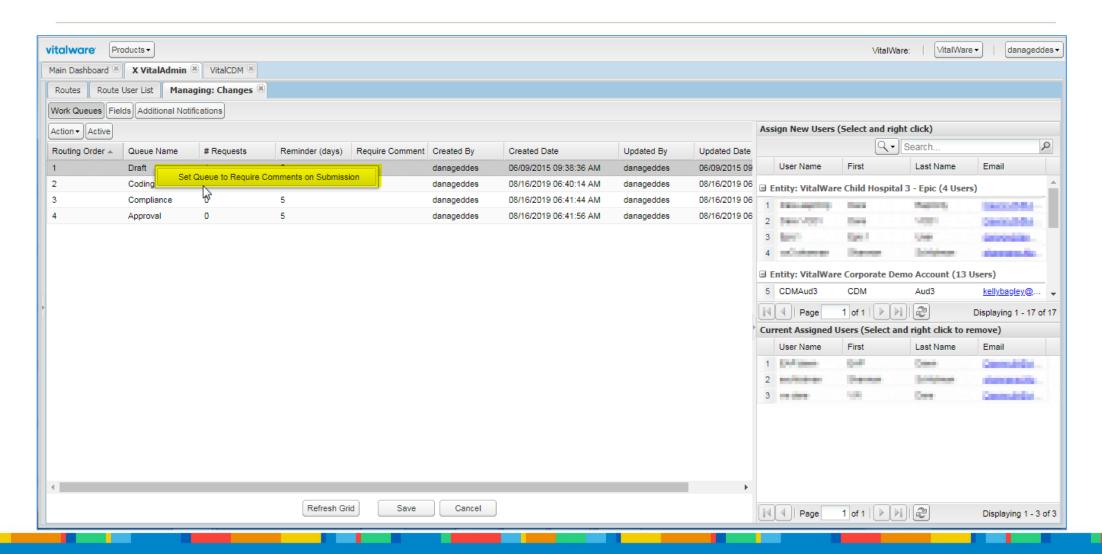
## **Comprehensive Coding Analysis**

- Deleted HCPCS for all columns of HCPCS
- Invalid HCPCS for all columns of HCPCS
- Invalid modifiers for all columns of modifiers
- Invalid revenue codes for all columns of revenue codes

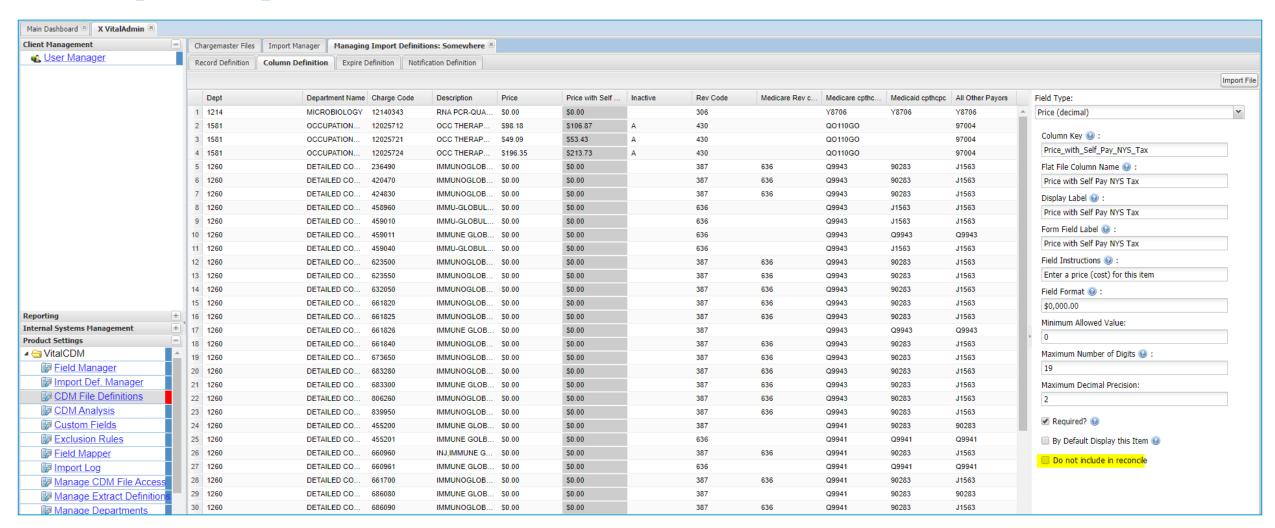
## Deleted Code Report for ALL Columns of CPT/HCPCS



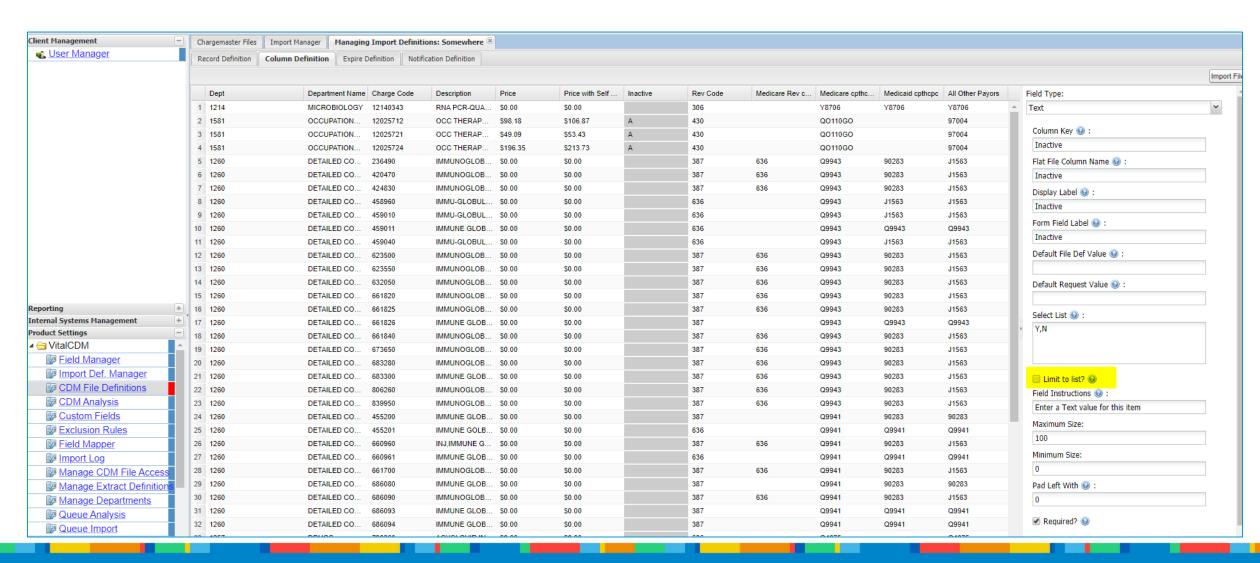
## Require Form Comment at any Work Queue



## Specify fields to remove from reconciliation



## Limit drop down values to only values in list



#### And a few more...

 Ability to add "columns not loaded" on the South Panel tabs

 Search drop down lists as a "contains" in request/edit fields

Apply multiple cost centers to multiple line items

## PRICING TRANSPARENCY

#### HOSPITAL PRICE INDEX

### Challenge

New proposed rules for 2020 may require hospitals to post an easy to search list of at least 300 shoppable services, including 70 CMS-selected shoppable services and 230 hospital-selected shoppable services, with the charge that reflects all costs associated with the procedure so the patient has a true understanding of the total charge for the procedure

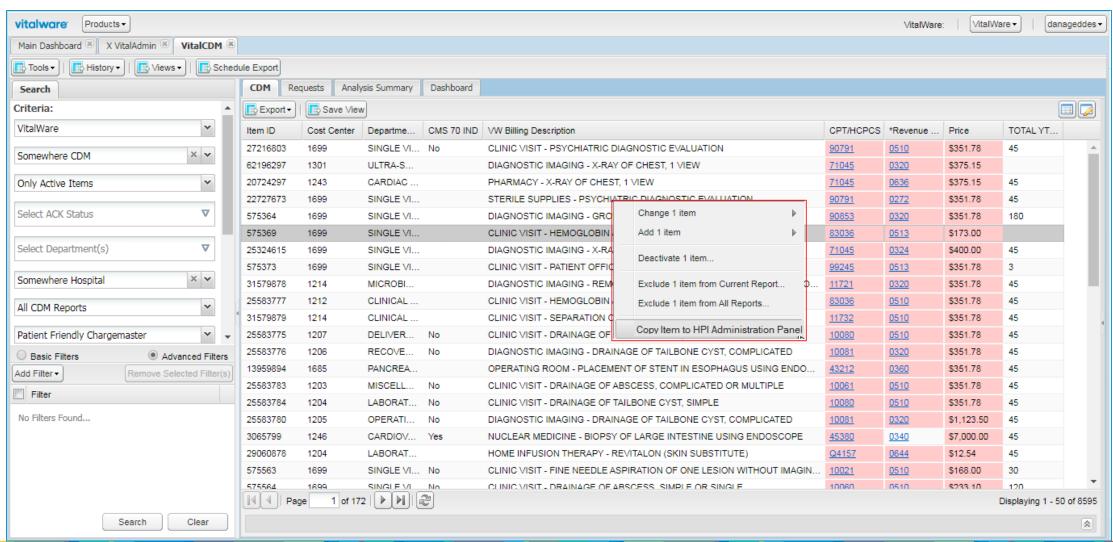
#### Solution

Have a tool that can easily identify the 70 services CMS has proposed be included in each hospital's list of 300 shoppable services, and provide a way to maintain and display the total costs for these procedures in an easy to search list

#### What Does HPI Include?

- Administration area to create a list 300 shoppable services that CMS has proposed be posted
- Research tools that include your average claim amount for procedures listed in the SAF data published within the last 12 months by CMS
- Ability to post a low price and a high price to allow for differences that exist between specific patients and physicians
- Patient Friendly descriptions developed and maintained by Vitalware
- Patient view (URL) that can be imbedded on the hospital website listing both a list of 300 shoppable services along with the CDM file in it's entirety
- Ability to control what and when items get posted to the URL

## Patient Friendly Chargemaster



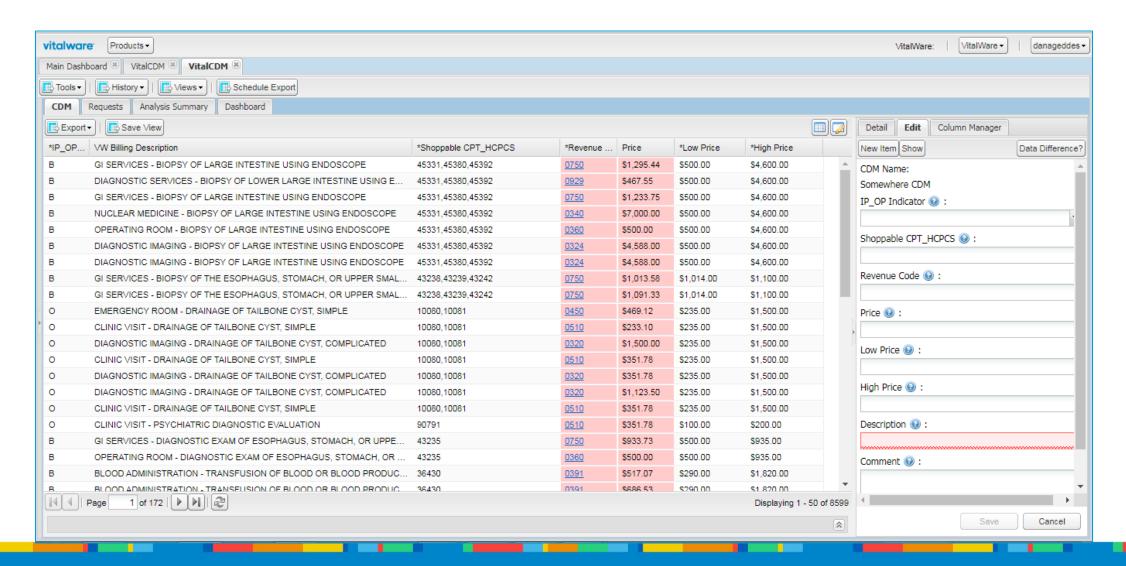
## CMS Shoppable IP List with Hospital SAF Pricing

Group Title	CMS 70	MS-DRG	ICD-10-PCS	SAF Low Price	SAF High Price
	Shoppable				
Replacement of Heart Valve	216	216-221	02RF07Z-02RJ4KZ, X2RFXXX		
			027F04Z-027J04Z, 02NF0ZZ,		
			02NG0ZZ, 02NH0ZZ, 02NJ0ZZ,		
			02QF0ZJ-02QJ4ZZ, 02UF07J-		
Repair of Heart Valve	216	216-221	02UJ4KG, 02VGXXX		
			0RG6070-0RGA4KJ, 0SG0070-		
Fusion of Mid or Lower Spine	460	459, 460	0SG64KZ, XRG6092-XRGD0F3		
			0SR9019-0SRB0KZ, 0SRE009-		
Replacement of Hip Joint	470	469, 470	0SRE0KZ, 0SRR019-0SRS0KZ		
			0SRC069-0SRD0NZ, 0SRT07Z-		
Replacement of Knee Joint	470	469, 470	0SRW0KZ		
Replacement of Ankle Joint	470	469, 470	0SRF07Z-0SRG0KZ		
			0SU90BZ, 0SUA0BZ,		
			OSUBOBZ, OSUEOBZ,		
Resurfacing of Hip Joint	470	469, 470	0SUR0BZ, 0SUS0BZ		

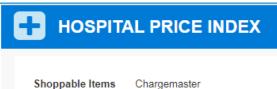
## CMS Shoppable OP List with Hospital SAF Pricing

Group Title	CMS 70 Shoppable	CPT/HCPCS	SAF Low Price	SAF High Price
Blood Transfusion	No	36430		
		35531, 35535-35536, 35560,		
Bypass Graft of Blocked Abdominal Artery	No	35631-35636		
		35511-35525, 35533, 35612-		
Bypass Graft of Blocked Arm Artery	No	35623, 35650-35654		
		35537-35558, 35563-35571,		
		35583-35587, 35637-35638,		
Bypass Graft of Blocked Leg Artery	No	35646-35647, 35656-35671		
		35501-35510, 35526, 35601-		
Bypass Graft of Blocked Neck Artery	No	35606, 35626, 35642		
CAT Scan of Abdomen	74177	74150-74178		
CAT Scan of Aorta and Leg Arteries	No	75635		
CAT Scan of Arm	No	73200-73206		
CAT Scan of Chest	No	71250-71275		
CAT Scan of Head or Brain	70450	70450-70488, 70496		
CAT Scan of Heart	No	75571-75574		
CAT Scan of Large Intestine	No	74261-74263		

#### **HPI Administration**



#### **Patient View**



#### **USA Hospital**

Type a description here Q Description CPT/HCPCS Code Revenue Code **High Price** Low Price 78300-78399 0341 \$410 \$500 \$660 78414-78499 0360 \$500

Drainage of Fluid Collection Under Skin Insertion of Localization Device Under Skin Blood Transfusion 78579-78599 0360 \$500 \$675 Removal of Soft Tissue from Uvula and Throat for Sleep Apnea 78600-78699 0341 \$535 \$3200 Liver Biopsy Using Needle 78700-78799 0341 \$360 \$995 Insertion of Feeding Tube Through Skin 78800-78807 0341 \$626 \$1700 Biopsy of Kidney Using Needle \$410 79005-79999 0341 \$500 External Fragmentation of Kidney Stones Using Shockwave \$660 91010-91117 0360 \$500 Skin/Soft Tissue Biopsy Using Needle \$500 \$675 92002, 92004, 92012, 92014, G0402, G0463 0360 Skin/Soft Tissue Infection Drainage 92920-92944 0341 \$535 \$3200 Pilonidal Cyst Drainage 93015-93018 0341 \$360 \$995 Foreign Body Removal from Under Skin 93303-93351 0341 \$626 \$1700 Corn or Callus Removal 93451-93461, 93530-93533 0341 \$410 \$500 Skin Biopsy 93600-93656 0360 \$500 \$660

## HPI PRODUCT DEMONSTRATION

## Questions?



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