

Maximizing Third Party Revenues & Expanding Patient Care Opportunities

Dave Panana, BSN

Dr. Lindsey Marvel, OD

Dr. Cynthia E. Guzmán, PhD

Santo Domingo Health Center

Pueblo of Santo Domingo, New Mexico



Our Clinic's Scope of Work

Departments

- Dental
- Audiology
- Public Health Nursing
- Optometry
- Primary Care
 - Nephrology
 - Pediatrician
 - Dietician
 - Physical Therapist
 - Podiatrist
 - Ob/Gyn
 - Wound Care Clinic
- Behavioral Health
- Pharmacy
- Lab
- Purchased & Referred Care (PRC)



Building Sustainable Eye Care Services

Dr. Lindsey Marvel, OD & Dave Panana, BSN

Overview | Optometry

- Introductions
- Timeline/History of Services
- Strategy for Expansion
- Collaboration with SEVA Foundation

History

Prior to 638

- Multiple providers
1-2x/month
- Dilated eye exam
- Send out for glasses/contacts
- No diagnostic screenings
- 1 exam room

638 Transition

- 1 FTE Optometrist
- Dilated eye exam
- Send out for glasses/contacts
- No diagnostic screenings
- 1 exam room no additional staff
- January 2014 dispensing contacts



Expansion Strategy

- Hire needed staff
- Expand office space
- Expand services & screenings
- Expand Network & Contracts
- Hired 1 FTE optometry tech
- Obtained additional office space
- Added frames for dispensing
- Expanded contracts
 - VSP
 - Buy-in Group

Expansion Cont'd

- Renovations
 - Expanded to 2 exam lanes
 - Diagnostic room
 - Provider office space
 - Optical shop
- Equipment
 - Retinal Camera
 - OCT
 - 2nd exam room equipment
 - Optical shop needs
- SEVA Collaboration
 - Corneal topographer
 - Auto-refractor
 - \$45,000 of equipment & billable services
 - Readers/diabetic eye glasses
 - Low vision equipment



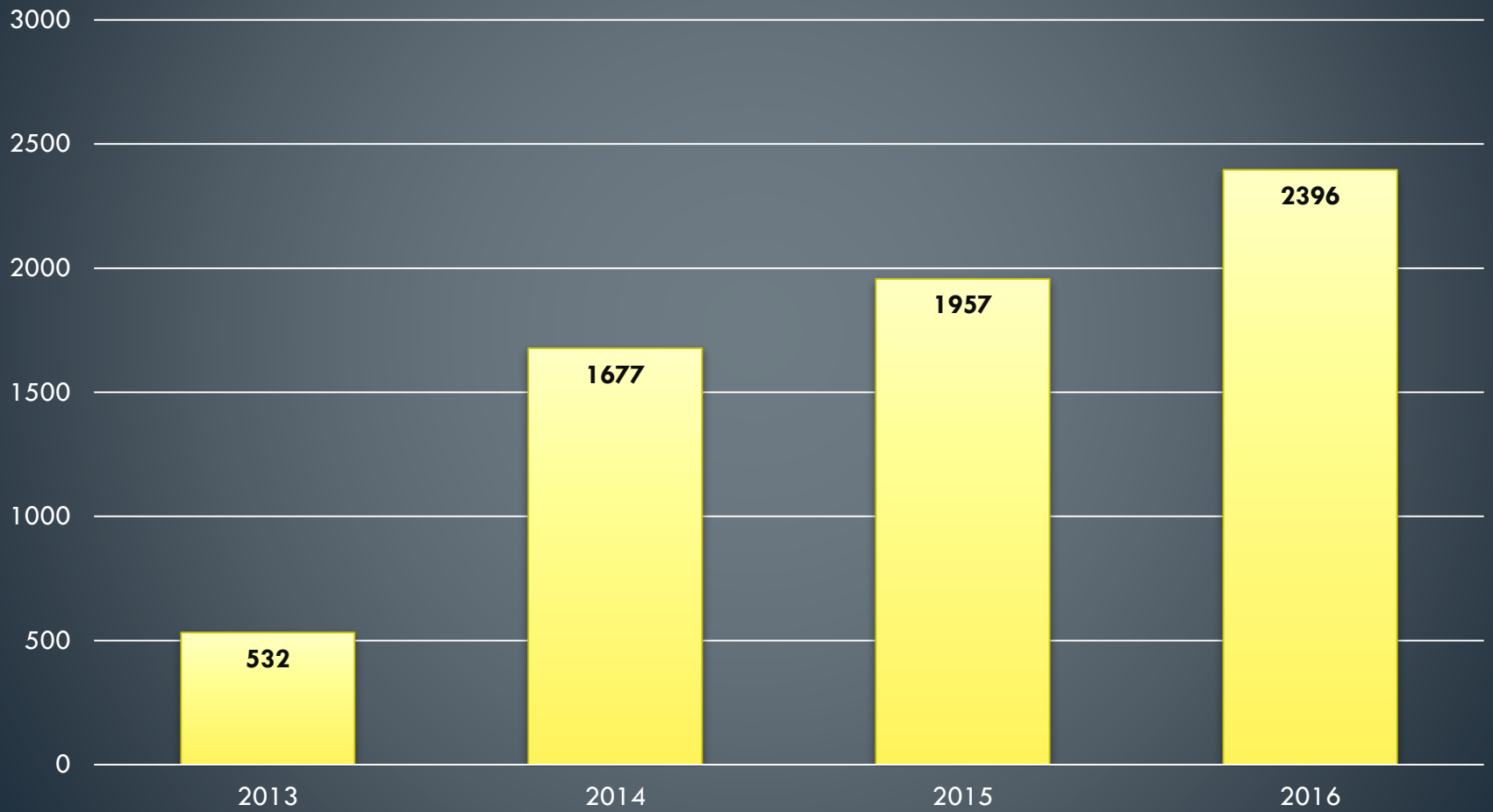
Low Vision

- Low vision is visual impairment due to eye disease
- Condition cannot be improved with eyeglasses, contact lenses, medication, or eye surgery
- Patients are fit with devices that help them perform task specific goals
- Low Vision in VA (department of veterans affairs)
- Low vision services rare in IHS and devices not covered
- Optometrists find low vision exams time consuming and requiring a lot of calculations
- Eschenbach training
- Incorporating low vision in a primary eye care setting
- E and M codes used for billing- Insurance often doesn't cover exam or devices
- Low vision patients still need routine eye care and this is billable
- Seva/PRC as a funding source for low vision devices

Diabetic Retinopathy and Telehealth

- Damage of blood vessels in the back of the eye
- A leading cause of blindness in American adults
- Ways to detect diabetic eye disease
- Telehealth in eye care limited in the US
- India/Aravind
- JVN
- Need for a dedicated imager
- Retinal photography billable service
- Report also billable
- Reaching out to other tribes through telehealth

Visits





Sustainable Behavioral Health Programs

Dave Panana, BSN & Cynthia E. Guzmán, PhD



Overview | Behavioral Health

- Scope of Work
- Budget Assessments
- CMS TTAG Project
- Opportunities for Advocacy

Behavioral Health Department

Scope of Work

- Individual Therapy
- Group Therapy
- Family/Couples Therapy
- Evaluations
- Outreach
- Education & Coaching
- Psychopharmacology
- Psychiatry
- Consultation

Clinical Staff

- Licensed Psychologists (2)
- Psychiatrist (1)
- Masters Level Counselor (1)
- Substance Abuse Counselor (1)

Reflecting on your Budget

- Federal funding vs Third party
- Assessing needs and opportunities for growth
- Estimating clientele growth needed/anticipated
- Prioritizing where to expand next, needs assessment
- Ensuring that you are receiving reimbursements for services



CMS Tribal Technical Advisory Group

- Behavioral Health Subcommittee
- Overview of the State Plans Project
- Reimbursement Rates across the US
 - OMB rate vs Fee schedule or Zero Revenue

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	A	B	C	D	E	F	G	H	I	J	K
1	CPT	Descriptor	Medicaid Fee Schedule Rate	Medicare	FFS	MCOs	Not Reimbursed	Fee Schedule Loss of Revenue	FFS Loss of Revenue	MCOs Loss of Revenue	
2	T1026	ABA- Mental Health Assessment-Comprehensive Diagnostic Evaluation									
3	T1026	ABA- Mental Health Assessment-Targeted Diagnostic Evaluation									
4	T1026	ABA- Treatment Plan Development - ISP Initial									
5	T1026	ABA- Treatment Plan Development - ISP Update									
6	H2010	Comprehensive Medication Services (per 15 minutes)									
7	90838	Add-on code for individual psychotherapy, insight oriented, behavior modifying and/or supportive, 60 minutes with the patient and/or family member (time range 53 minutes or more), when performed with an evaluation and management service.									
8	90846	Family psychotherapy (without the patient present).									
9	90847	Family psychotherapy (conjoint psychotherapy) (with patient present).									
10	90792	Psychiatric Diagnostic Examination with medical services									
11	90834	Individual psychotherapy, insight oriented, behavior modifying and/or supportive, 45 minutes with the patient and/or family member (time range 38-52 minutes)									
12	90837	Individual psychotherapy, insight oriented, behavior modifying and/or supportive, 60 minutes with the patient and/or family member (time range 53 minutes or more)									

MD or DO | PhD | Prescribing Psychologists | Masters Level or Supervisees | Psych RN Specialist or NP | BA Level | <BA or Paraprofessional | BCBA-Doctorat ...

Ready End Mode | 93%

Opportunities for Advocacy

- TTAG
 - Local representative
- Tribal Consultation

Contact Information

- ❖ Dave Panana, BSN
 - Health Center Director – dpanana@kp-hc.org
- ❖ Lindsey Marvel, OD
 - Optometrist – lm Marvel@kp-hc.org
- ❖ Cynthia E. Guzmán, PhD
 - Behavioral Health Program Manager – cguzman@kp-hc.org

Santo Domingo Health Center

505-465-3060