



**Connecticut
Children's**
MEDICAL CENTER

Center for Motion Analysis
Division of Orthopaedics
Connecticut Children's

Insurance Coverage of Motion Analysis:
Finding Solutions



Agenda

- 1) Tour of Center for Motion Analysis (CMA)
- 2) CMA Mission
- 3) Impact of Clinical Gait Analysis
- 4) Current insurance company policies
- 5) Strategies for improving reimbursement
- 6) Discussion: Plan for Connecticut Children's
- 7) Action Items – last 15 minutes



2. CMA Mission

The Center for Motion Analysis provides comprehensive clinical motion measurement services to a variety of medical specialties for treatment decision-making and evaluation in children, adolescents and adults with a spectrum of movement disorders using comprehensive state of the art three-dimensional motion analysis techniques.



Mission – CMA (con't)

- Clinical activities are integrated with and supported by comprehensive related research in pathological gait
- Resultant knowledge base is disseminated through
 - educational activities
 - peer review publications
 - new clinical programs



Current Practice

Comprehensive motion measurement is an integral part of the Standard of Care for orthopaedic surgical decision-making and evaluation for over 34 years.



Connecticut Children's Mission

“... improving the physical and emotional health...”

“... research, education and advocacy.”

“... excellence in all that we do.”

We contribute to the pillars of the Connecticut
Children's Mission!



3. Impact of Clinical Gait Analysis

A picture means 1,000 words!

A video means 1,000,000 words!



4. Current Insurance Co. Policies

- Insurance companies are changing their coverage policies related to motion analysis
- Aetna – first company in 2002 (approximately)
- Others following trend...



	CP as DX	Other DX'S
Husky	Yes	Yes
BCBS - PPO	<p>YES/NO</p> <p>Most plans will cover 80% / 20% w/out prior auth or predetermination</p>	<p>YES/NO</p> <p>Most plans will cover 80% / 20% w/out prior auth or predetermination</p>
BCBS - HMO	<p>YES/NO</p> <p>Most plans will cover. Some plans require prior auth or predetermination.</p>	<p>YES/NO</p> <p>Most plans will cover. Some plans require prior auth or predetermination.</p>
UHC	<p>NO</p> <p>Clinical evidence does not establish that gait analysis benefits health outcomes</p>	<p>NO</p> <p>Clinical evidence does not establish that gait analysis benefits health outcomes</p>
CIGNA	<p>Will <u>only</u> if BOTH criteria are met</p> <p>1.) CP is the DX</p> <p>2.) Part of pre-op assessment AND the results will be used in surgical planning</p>	<p>No</p> <p>"Considered experimental, investigational and unproven" Cigna medical coverage policy</p>
AETNA	<p>NO</p> <p>Considers experimental and investigational- "there is insufficient peer-reviewed medical literature demonstrating clinical value". Aetna medical policy 2015</p>	<p>NO</p> <p>Considers experimental and investigational- "there is insufficient peer-reviewed medical literature demonstrating clinical value". Aetna medical policy 2015</p>
CT CARE	<p>NO</p> <p>Considers gait analysis experimental and investigational</p>	<p>NO</p> <p>Considers gait analysis experimental and investigational</p>

Impact?

- Connecticut Children's employees and their children are not covered for motion analysis services



Impact?

- Reduced orthopaedic surgical intervention in patients with CP
 - Between 1987 - 1999 an annual average of 53 ambulatory patients with CP with SEMLS (multilevel orthopaedic surgery)
 - Past 12 months there were 12 ambulatory patients
- Financial implications



5. Strategies for Improving Reimbursement

- Carve-outs
- Negotiations
 - individual insurance companies
 - state
- Bundling
- Cost analysis of procedures offered
- Office of the Healthcare Advocate
- Philanthropy



Other Ideas

- **Build Relationships Internally**
 - Become indispensable to many hospital departments
 - Increase the number of internal advocates
- **Build Relationships Externally**
 - The more people aware of the clinical utility of gait analysis, the more people who will refer their patients
 - Increased potential for financial support for gait analysis
- **Build Additional Applications for Gait Analysis**
 - Increase clinical applications/need for clinical gait analysis



Successes from Other Clinical Gait Analysis Laboratories



Examples – Carve outs

- Mary Free Bed, Grand Rapids, MI
 - successfully negotiated a carve out with a local payer
 - negotiated by the Revenue Cycle Manager and the CFO
 - collect 30% - 40% of what is billed



Examples (con't) – Carve outs

- Children's Hospital LA, Los Angeles, CA
 - contracting department, invited local Blue Cross representative for tour the motion lab
 - Lab provided education on role of motion analysis with case examples and current literature
 - successfully negotiated a carve out for motion analysis



Examples (con't) – Carve outs

- Children's Hospital LA, Los Angeles, CA
 - Motion Lab Medical Director educated people on the local and state level for many years
 - successful in getting reasonable reimbursement rates for the Motion Analysis CPT codes from state payors
 - Results were lab specific – not transferrable



Examples (con't) - negotiations

- Gillette Children's Specialty Healthcare, ST. Paul, MN
 - James R. Gage Center for Motion Analysis
Medical Director and GCSHC CFO successfully negotiated with state for payment for gait analysis services for all children with physical disabilities using current CPT codes



Examples (con't) - Negotiations

- Shriners', Greenville, SC
 - Gait lab staff educated hospital CEO about role of gait analysis
 - Hospital CEO negotiated with MediCaid to pay 50% of the billed amount
 - CEO is now working with Blue Cross emphasizing the cost savings that can occur if gait analysis testing is used in decision-making.



Examples (con't) - Bundling

- Nemours Alfred I DuPont Hospital for Children, Wilmington, DE
 - Financial department and gait lab medical director organized bundling the motion analysis testing with the Orthopaedic Surgery
 - If the surgery is on the books, then the gait analysis test can be included as part of the bundled cost of the surgery
 - All patients who are getting orthopaedic surgery will have gait analysis

Examples (con't) - Philanthropy

- Nemours Alfred I DuPont Hospital for Children, Wilmington, DE
 - Medical Director of motion lab organized philanthropic support.
 - Obtained a community grant that covers the post-op motion analysis if insurance does not cover



Examples (con't) – Peer-to-Peer

- Denver Children's Hospital, Denver, CO
 - Medical director of the gait lab reported success in “peer to peer” appeals by referring physician have been successful in getting services approved especially for rotational problems and SEMLS
 - The emphasis needs to be on cost savings



Examples (con't) - Advocacy

- Parents
- Parent Organizations – “Reach for the Stars”
- Office of the Healthcare Advocate
- Professional Organizations - AACPDMM



Discussion

- Plan for Connecticut Children's?



Action Items

- Who and what actions are next?
- Time frame?



Our Previous Efforts

- Medical Director Meeting with Aetna – 2004
- WellPoint Policy Initiative
- Office of the Healthcare Advocate - CT
- Letter Writing – Aetna
- GCMAS symposium – 2005 and 2015
- Peer to Peer
- Appeal letters



Thank You

- On behalf of the patients we serve!

