



Issues Related to Contracting

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Issues to be Addressed

- Limited Requests for Insurance Coverage Following Legislation
- Contracting for ABA Therapy Services
- Considerations in Dealing with Agencies (Groups) versus Individuals—Contracting Perspectives
- Economics Surrounding Employing and Billing for Front Line Therapists
- Claim Form Accuracy

Limited Requests for Insurance Coverage

- Out of 59,000 Covered Mercy Members – Limited Requests for ABA Services
- Most Frequently Requested Services are:
 - Diagnostic testing
 - Information about coverage
 - Applied behavior analysis therapy
- Impact of Support From Charities, Donations, Grants
- Lack of Awareness

Contracting for ABA Therapy

- Direct ABA Services (H2012) (60 min)
 - Time Unit
 - Rate Spread—Doctoral, Masters, Assistant
- Assessment Treatment Planning (H0031) (15 min)
- Supervision of Paraprofessional (H0032) (15 min)
 - Time Unit
 - Rate Spread
- Services by Paraprofessional (H2019) (15 min)
 - Time Unit
 - Rate Spread

Considerations in Dealing with Agencies Versus Individuals

- Allows for One Contract Covering Multiple Services and Provider Types
- Perceived Protection Regarding Patient Safety
- Perceived Increased Quality Regarding Training, Treatment Planning, and Oversight
- Transition of Care Minimized Following Termination

Economics Surrounding Front Line Therapists

- Contracting / Billing Rate Range
- Compensation Including Benefits
- Training Quality and Time
- Certified Professional's Oversight and Billing
- Complex or Novelty of Billing Procedures

Claim Form Accuracy

- Form CMS-1500
- Items Identified That May Cause Payment Issues:
 - Boxes 1A, 4 & 7 **MUST** be patient's ID# not parents'
 - Box 24J rendering provider must be completed per the Plan's requirements
 - Box 33A billing NPI must meet Plan's requirement
- **Tip** – System is Automated so All Information Must Be Legible, Contained Within Designated Area, Accurate, and Filed Timely