Lorraine W. Bock, MSN, CRNP, CEN

Objectives

- At the completion of this program the learner will:
  - Understand the difference between insurance contracting and credentialing
  - Have an appreciation of the history of insurance reimbursement
  - Be familiar the insurers who currently credential and/or contract with NP’s in PA
  - Verbalize future plans for negotiating with insurance companies for recognition of NP’s

Why does it matter?

Member Safety

Credentialing vs. Contracting

» Why does it matter?

Credentialing

» Credentialing is the process by which insurers validate that a provider is properly educated and licensed to provide services to their enrolled members.

Credentialing

» Complete documentation with demographic data
» Payment is made to the physician/practice
» May or May not be independently recognized by the insurance company
» Provide copies of
  - Licenses
  - National Certification
  - Collaborative Agreement
  - Other
Contracting

- Contracting is the process by which insurers enter into a payment agreement providing direct reimbursement for services with a provider.

Provider is recognized in his or her specialty
- Primary Care
- Psych/Mental Health
- Specialty Care - cardiology, urology, women’s health etc.

Payment is made to the provider or assigned to the group

Signed contract with provider establishing
- reimbursement rates
- services provided
- hours of operation

Balanced Budget Act of 1997

- On August 4, 1997 President Bill Clinton signed a law calling for Medicare reimbursement of Nurse Practitioners.
- Previous laws allowed only for payment of Nurse Practitioners in rural areas, LTC facilities and "incident to billing."
- Law included payment of NP's as assistants in surgery.
- Payment was designated at the lesser of 80% of billed charge or 85% of fee schedule amount for physicians.

The History of Insurance Payment to Nurse Practitioners

- Why is the Balanced Budget Act of 1997 so important to Nurse Practitioners?

Company | Policy on NP’s | Credentials? | Contracts w/ Limit |
--- | --- | --- | --- |
Highmark | No | Yes | No |
Aetna | No | No | No |
Independ. Blue Cross | No | Yes | No |
Keystone HP East | No | No | No |
UPMC | No | No | No |
CBC | Yes | Yes | Yes* |
Health America | No | No | No |
Geisinger | No | No | No |
BC of NE PA | No | No | No |
BC/BS of Illinois | No | No | No |

Top 10 PA Insurance Companies & Their Policies on NP’s in 2002
Who is working to change these antiquated policies on behalf of NP’s?

Multi-State Reimbursement Alliance
- In 2006 APN’s from 10 states came together in Ohio to discuss reimbursement concerns.
  - Ohio, Michigan, Indiana, Illinois, Pennsylvania, Virginia, West Virginia, Kentucky, Minnesota & Washington State
- In the 2 day meeting plans were made to organize formally and begin a systematic approach to meeting with insurance companies to secure policies on reimbursement for APN’s

MSRA Continues to Grow
- 2nd Meeting held in 2008 in Kentucky
- Leaders from NNCC help us by providing information on Insurers
- Sympathetic executives from several large companies attend to dialog with the members on “NP issues.”
  - Aetna
  - Evercare

MSRA Sets Formal Goals
- To utilize the legal, legislative and regulatory mechanisms needed to overcome the reimbursement barriers facing APNs
- To provide state and regional perspectives on the problems commercial payers create for APN providers due to inconsistencies in payment for services rendered
- To assure that fair and equitable reimbursement is guaranteed to all APNs in the Multi State geographic area
- To assure that patient access to APN services is not limited, restricted, or denied due to commercial payer rules and regulations

PCNP Hosts 2009 MSRA Meeting
- PA Office of Insurance Rep presents the group with the responsibilities/limitations of jurisdiction of State Department of Insurance
- Representative from Highmark BS attends to discuss NP contracting. Promises to open a discussion with “higher ups”
- West Virginia Secretary of the Department of Health and Human Services – an NP – speaks on dealing with State Medicaid Departments

2010 MSRA Goes to Washington
- Meetings with several large insurers are scheduled for the committee
  - United Healthcare
  - Humana
  - Aetna
- Formal glossary of common terminology is created so we are “all speaking the same language”
- ACO concept is introduced/discussed
- AFL-CIO rep listens to NP benefits and agrees to propose including NP’s in contracts
### Top 10 PA Insurance Companies & Their Policies on NP's in 2012

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<thead>
<tr>
<th>Company</th>
<th>Policy on NP's</th>
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<th>Contracts</th>
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