



## Local Public Health Services Collaborative (Collaborative) 2018 Pricing

### Services

#### **Insurance Contract Negotiation/Revalidation, and Credentialing**

1. Currently the Collaborative is contracted with the major commercial and governmental insurers in Ohio – see the back for the updated list.
2. An important benefit in the transition: If a local health district has negotiated an individual contract with a payor that has not contracted with the Collaborative, the LHD can bill under its existing contract through the Collaborative’s billing system.
3. Provider credentialing, as necessary to insurance carriers with negotiated contracts and to insurance carriers not requiring a contract, to allow for insurance billing by the Collaborative.

#### **Fully Integrated Electronic Health Record and Practice Management System – eClinicalWorks**

1. Functionality includes scheduling, insurance verification, progress notes, claims production and auto-posting, clinical and claims reporting, IMPACT SIIS interface, lab interface, patient access, patient education materials.
2. LPHSC billing expert as a resource for proper coding and billing to maximize reimbursement, including follow up on denied claims, posting of payments received through LPHSC office. (over \$1 million in FY 16; \$1.1 million through first 3 quarters of 2017)

#### **Standardized Fee Schedule, Financial Policies and Procedures, Business Processes**

1. Fee Schedule includes prices based on vaccine cost, Medicare rates, and other prevailing industry factors.
2. Financial Policies include hardship and cash discounts, poverty sliding scale, write-offs, sample patient demographics forms.
3. Consultant available to conduct business processes review and other quality assurance processes.

#### **Group Purchasing**

The Collaborative has identified the optimal group purchasing contracts for the most common vaccines and other medications provided by its members, as well as other clinical supplies and equipment .

#### **HealthCare Connect – Internet Discount Program**

LPHSC submits a consortium application that allows both rural and non-rural LHDs to receive a 65% discount on internet services. *There is an additional fee for participation in this program, in addition to the costs listed below.*

### 2018 Participation Costs

**Includes cost of practice management software and training, standardized policies and procedures, master fee schedule and forms, merchant account for credit/debit card transactions.**

<b>Price for Participation:</b>		
<b>New Members</b>	\$ 9500	Annual participation fee
Onboarding	\$ 1500	One time for contract changes, system configuration, data migration support, initial staff training (3 days). Any data migration costs or new interface development costs will be the responsibility of the member.
Revenue Contribution	7%	Of the remittances received through LPHSC, 7% will be retained to defray monthly EHR and clearinghouse fees.

**LPHSC List of Participating Payers**

Anthem/BCBS\*

Aetna\*

AARP Medicare

CareSource- Private and Medicaid

Molina

Humana

Medical Mutual

Medicare

Ohio Medicaid

United Healthcare- Commercial and Medicaid

UMR

Paramount

Meritain Health

\*This list includes Medicare Advantage and self-funded plans as well. If the insurance card lists any of the above networks for claims submission, we are a participating provider.