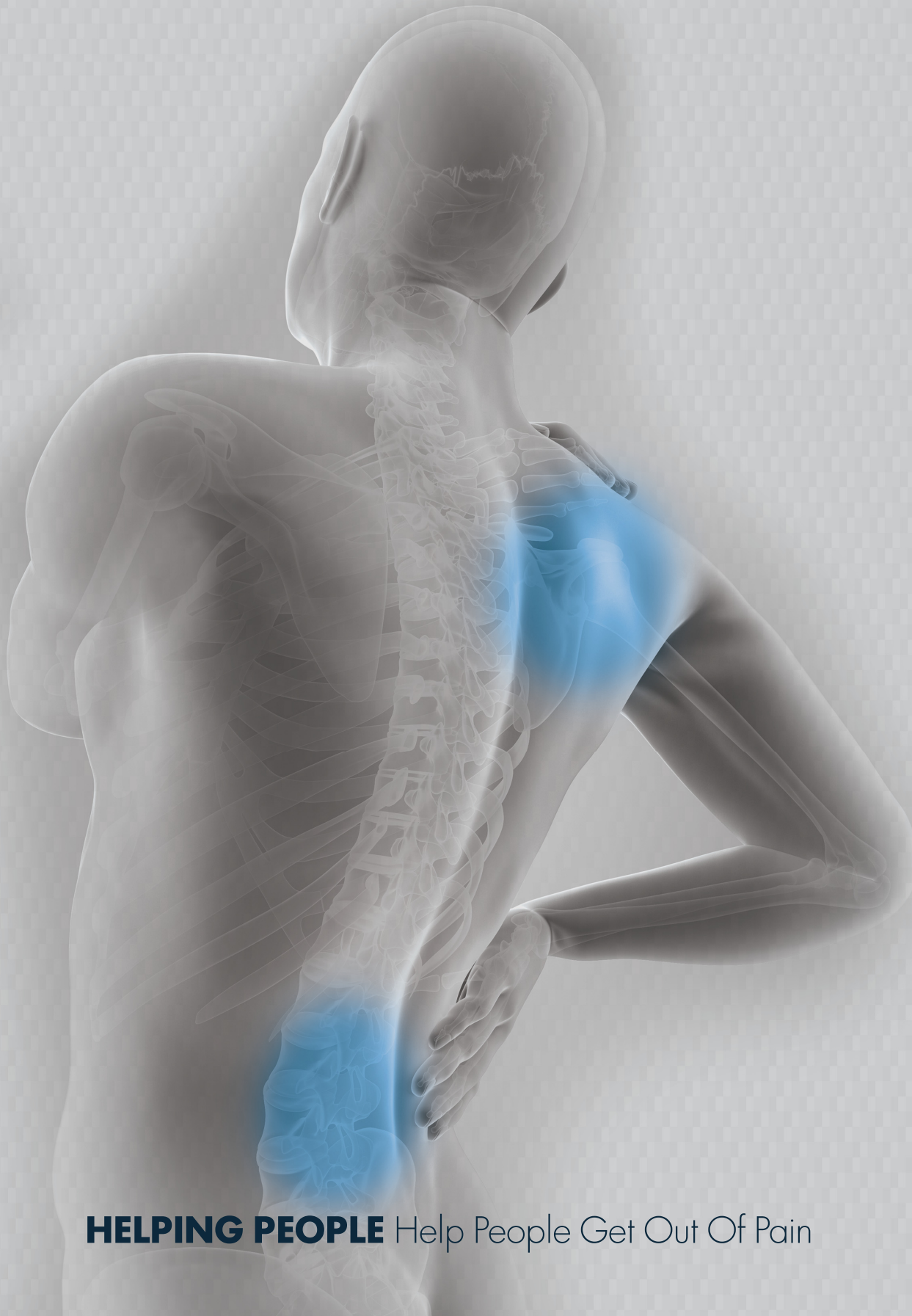


# BRACING MANAGEMENT



**HELPING PEOPLE** Help People Get Out Of Pain





# BRACING MANAGEMENT

We have specialized expertise in the organization, implementation, and management of in-house bracing programs. Reduce the risk of unfavorable audits, denials, and improper payment due to lack of medical necessity in your documentations. Medtech can help you manage a successful dispensing program.

- ▶ We provide you with clinically-backed products for your patient population that will maximize patient compliance, outcome and revenue.
- ▶ We can work with your medical staff to audit every patient record to ensure that they are documenting properly so that all insurance companies will not only approve and pay a claim, but will also pass an audit.
- ▶ We will help you implement an inventory tracking system based on submitted claims. This will ensure that inventory in the clinics is getting dispensed and not getting lost.
- ▶ We provide In-Services and training on how to efficiently and correctly fit patients with products by your support staff.
- ▶ Medtech will train your staff on all aspects of billing from the time of intake to the final payment. This will include training on prior authorizations, deductible collection, insurance, and patient collection.

## PrePayment Audit Results\*

- ▶ Knee braces review involved 273 claims, of which 270 were denied. Based on dollars, this resulted in an overall claim potential improper payment rate of 98%.
- ▶ Spinal braces involved 787 claims, of which 611 were denied. Based on dollars, this resulted in an overall claim potential improper payment rate of 78%.
- ▶ Ankle braces review involved 378 claims, of which 270 were denied. Based on dollars, this resulted in an overall claim potential improper payment rate of 73%

\* ref. CMS.gov 2015

## TOP DENIAL REASONS

- ▶ Documentation does not justify the code selected for custom fitted versus off the shelf.
- ▶ Documentation does not support basic coverage criteria.
- ▶ Documentation was not received in response to the Additional Documentation Request (ADR) letter.
- ▶ Detailed Written Order (DWO) is incomplete or missing elements.
- ▶ Documentation does not contain required LCD clinical statement.
- ▶ Proof of Delivery (POD) is incomplete or missing elements.

**\$4000 setup fee will get you a complete bracing program running in your practice in 90 days.**

## COMPLETE BRACING PROGRAM INCLUDES

- ▶ Review and overhaul of current process
- ▶ Insurance contract reviews
- ▶ Credentialing and licensing for commercial payors and Medicare (Application fee is required)
- ▶ Facility setup
- ▶ Product selection
- ▶ Training on fitting products
- ▶ Template setup for proper documentation
- ▶ Provider training
- ▶ Billing personnel training
- ▶ Policy and procedure manual
- ▶ Monthly patients reviews to ensure that clean claims are being submitted for timely payment, reduced denials, and reduced audit risk.

## MONTHLY PATIENT REVIEWS

0-10 : \$900

11-20 : \$1850

21-30 : \$2800

[www.medtechortho.com](http://www.medtechortho.com)

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