# MIPS 2021, More Competitive Than Ever

Krista Sultan, VP of Value-Based Strategy, Quantician





# **Today's Speakers**

#### PRESENTERS



Krista Sultan VP of Value-Based Strategy Quantician

#### ORGANIZER



Sydney RowingUtrategist Revele



© 2020 Revele. All rights reserved.

**GUARANTEED 10% INCREASE IN CASH FLOW.** 

# **Conquer the New Age of Healthcare Reimbursement**

Bringing together robust data, intelligent claim handling & performance consulting for a richer revenue cycle.

- Clinical Coding
- Professional Services
- Patient Pay
- Denial Management
- Healthcare Analytics







#### **MACRA** Performance Year 2021

What to expect from the Quality Payment Program in 2021







## 2021 Updates to CMS the Quality Payment Program

| Relevant Updates             |  |  |  |  |  |  |  |  |
|------------------------------|--|--|--|--|--|--|--|--|
| New Category Scoring         |  |  |  |  |  |  |  |  |
| New Performance Requirements |  |  |  |  |  |  |  |  |
| Increased Penalty/Bonus      |  |  |  |  |  |  |  |  |
| Advanced APMs                |  |  |  |  |  |  |  |  |





#### **Program Requirements**



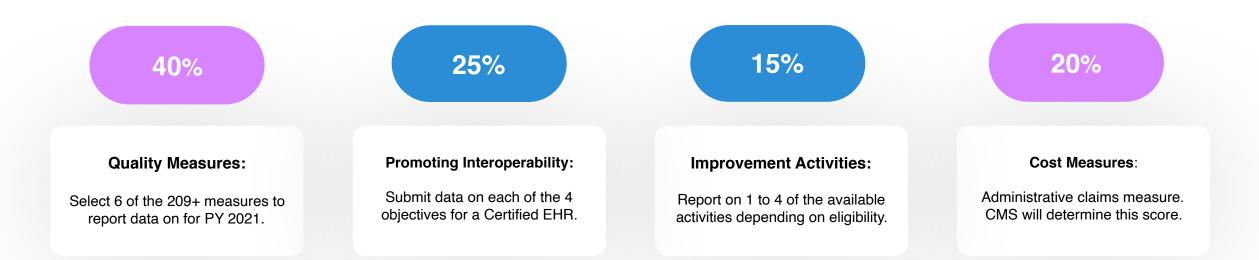
Providers and groups are required to measure data for the entire performance year starting in January 2021. This data may be selected for validation after reporting. 70%

In order to meet the program requirements, providers and groups must report on 70% of the eligible data available. This means <u>all</u> encounters regardless of insurance.





## MIPS Performance Year 2021: Category Scoring









#### **12 Quality Measures Removed**

#### **Quality Measures**

12: Primary Open-Angle Glaucoma: Optic Nerve Evaluation (still available as eCQM)

69: Hematology: Multiple Myeloma: Treatment with Bisphosphonates

146: Radiology: Inappropriate Use of "Probably Benign" Assessment Category in Screening Mammograms

333: Adult Sinusitis: Computerized Tomography (CT) for Acute Sinusitis (Overuse)

348: Implantable Cardioverter-Defibrillator (ICD) Complications Rate

390: Hepatitis C: Discussion and Shared Decision-Making Surrounding Treatment Options

408: Opioid Therapy Follow-up Evaluation

412: Documentation of Signed Opioid Treatment Agreement

414: Evaluation or Interview for Risk of Opioid Misuse

435: Quality of Life Assessment For Patients With Primary Headache Disorders

437: Rate of Surgical Conversion from Lower Extremity Endovascular Revascularization Procedure

458: All-Cause Hospital Readmission (Administrative Claims Measure







#### **Payment Adjustment Thresholds**

The threshold to avoid a penalty has been increased from **45** points in 2020 to **60** points in 2021. Officially making 2021 the most challenging year of MIPS.

| Classification                        | 10   | 20        | 30       | 40       | 50    | 60 | 70 | 80 | 90       | 100    |
|---------------------------------------|------|-----------|----------|----------|-------|----|----|----|----------|--------|
| Penalty up to: - 9%                   | Pena | lty Avoic | lance Th | nreshold | is 60 |    |    |    |          |        |
| Bonus up to: + 9% Positive Adjustment |      |           |          |          |       |    |    |    |          |        |
| Exceptional Performance:<br>Max       |      |           |          |          |       |    |    |    | op Perfo | ormers |





#### **Financial Opportunity**

#### Eligible Provider Criteria

**EP Criteria**: Minimum of \$90,000 in Medicare Claims or 200 Part B Patients Per Provider

### \$1 Million In Medicare Part B

\$1 Million + 9% = \$90,000 Bonus

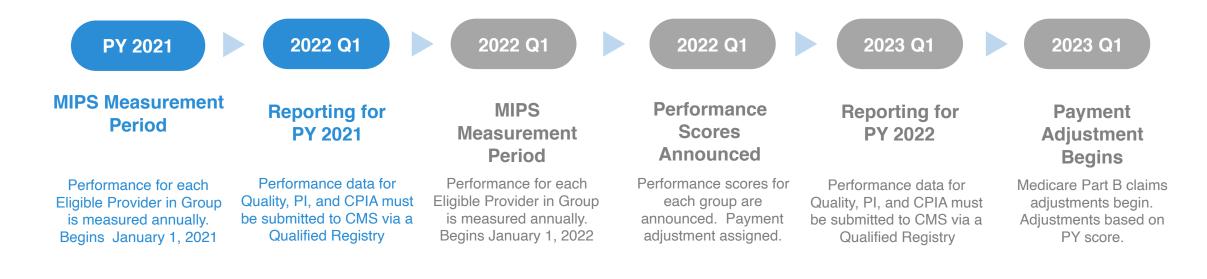
\$1 Million - 9% = -\$90,000 Penalty







#### MIPS Timeline Performance Year 2021 and Beyond



What happens in 2021 can significantly impact revenue long term







#### Advanced Alternative Payment Models

There is an array of Advanced APMs that CMS offers

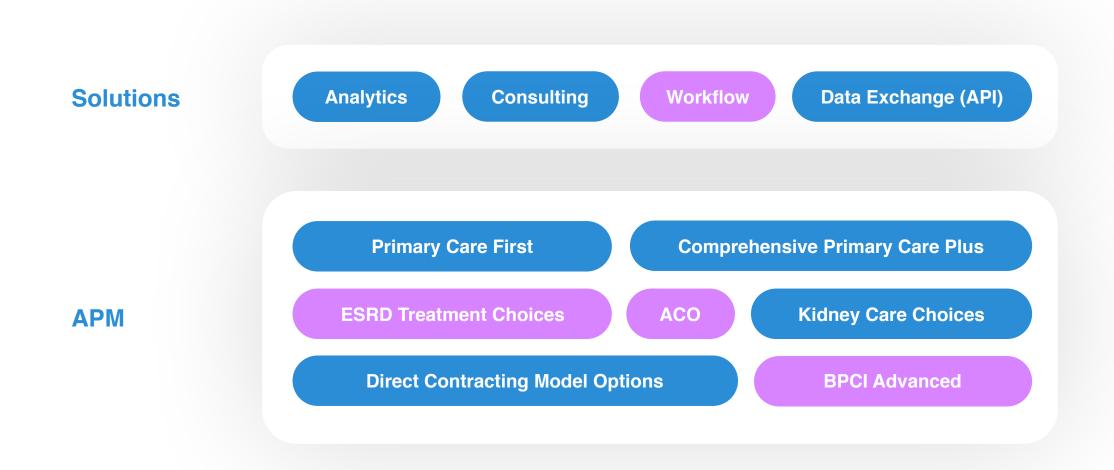








#### **Supported APM Programs**







#### **Prepare to Perform**





Report Data: Regularly monitor performance data and adjust throughout the period. Report accurate data to CMS.





#### **Quantician Solutions**



## Quantician offers technology and services that maximize Quality Performance

- Dashboards to help providers and groups manage their performance scores.
- Recommendations Engine to predict applicable measures per patient encounter.
- APIs that can integrate with <u>any</u> EHR
- Qualified Registry that can report data directly to CMS on behalf of providers and groups.
- Al to accommodate workflow automation and intelligent performance opportunities.

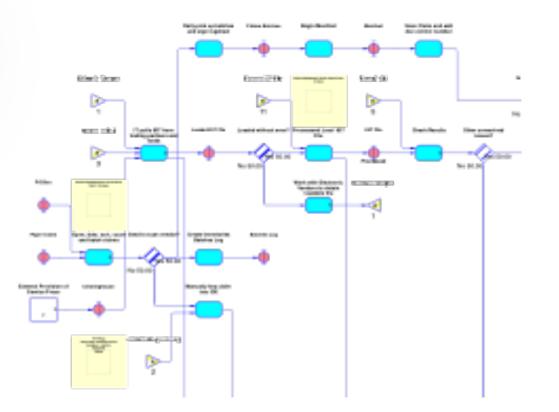




#### **Quantician Services**

Our experts work with each practice or group to ensure success

- Measures Selection
- Monthly Performance Review
- Workflow Modification
- Strategic Consulting
- Data Validation Audits
- Custom Data Analysis







#### Quantician by the Numbers 2019\*

88.5 Average Quantician Provider Score. Exceptional Performers must exceed 75.

- 100% of Quantician providers avoided a negative payment adjustment
- 100% of Quantician providers that submitted data qualified for a positive payment adjustment.











Please visit <u>www.quantician.com</u> or contact <u>sales@quantician.com</u> to learn more about maximizing reimbursements

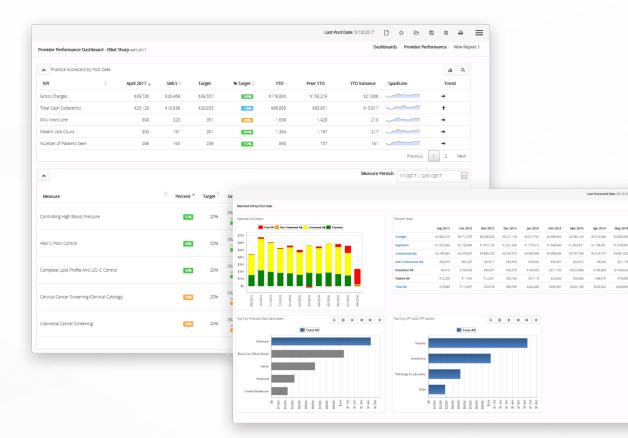




# Make better business decisions - faster.

Build a more stable, predictable, and profitable practice with clinical and financial analytics.

- Quantify "what if" scenarios and identify revenue opportunities
- Flag underpayments and overpayments to ensure accurate claim payment
- Easily create interactive dashboards







# **Questions**?

Thank you for attending. A recording of this presentation will be sent following today's webinar.



Krista Sultan VP of Value-Based Strategy | Quantician krista.sultan@quantician.com Quantician.com



Sydney Powell Marketing Strategist | Revele spowell@revelemd.com Revelemd.com