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Bulletin Board Newsletter Michigan Home Health Association



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Board of Directors

Jill Roby-Snyder

◆ **Take Action for Home Medical Equipment Suppliers (HME).** MHHA's strength is that we represent all segments of Home Care and when one segment faces challenges we band together as one industry. Well, now is the time to support HME after the Center for Medicare Services (CMS) last week announced a devastating blow to Home Medical Equipment (HME) suppliers across the country when Round Two Competitive Bids were released last week. The Results rolled out by CMS took many by surprise causing strong emotions and a deep sense of injustice. MHHA's Affiliates at the federal level called the bids "suicide bids". MHHA is working closely with AAhomecare and VGM to encourage Congress to pass a market pricing alternative (MMP). MHHA Members are encouraged to contact their member of Congress to urge opposition to CMS Competitive Bidding Program by supporting the Market Pricing Program (MPP). ◆ CMS's Competitive Bidding Plan is flawed because (among other reasons) bidders are not forced to honor their bids. The flawed program is designed to reduce the number of HME suppliers by driving reimbursement prices down below market levels. ◆ **Why You Should Care?** All home care providers need to care because your patients will suffer when necessary home medical equipment is unavailable because agencies are out of business and reimbursement rates are not sustainable. All Medicare providers of Home Care Services need to be involved. While HME is the first group to face competitive bidding, Home Health may be next and we need to stop it now. **Call your member of Congress** today and tell them to support reintroduction of HR 9490. With the new session in January, the MPP bill will be re-introduced and a new number assigned. There were 90 co-sponsors on the bill including Congressman Rogers and Congresswoman Miller from Michigan. Congressman Price from Georgia was the primary sponsor of the bill and is expected to re-introduce the bill. When contacting your member of Congress, Please tell them to contact Congressman Price to co-sponsor the new MPP legislation. ◆ **MHHA signs a NEW discount agreement with the ACCREDITATION COMMISSION FOR HEALTH CARE (ACHC).** I am pleased to announce the addition of this important MHHA member benefit. MHHA Members will now receive \$500 off ACHC New and Renewing Accreditation applications. This program is effective now, visit MHHA's website www.mhha.org to learn more and to obtain your discount Code. Visit <http://www.achc.org/programs/home-health> for more information about accreditation from ACHC. ◆ **MHHA's Market Branding Progress.** Last Month I announced in the Bulletin that the Board of Directors recommended and the membership supported the decision

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to change MHHA's name to the **Michigan Association for Home Care**. The Membership Committee continues their work on the important task of Branding this new name. MHHA members are invited to participate in the process as a member of the Branding Task Force. Simply contact Membership Committee, Chair, Tom Mann or Cindy Thelen Thelen.cindy@mhha.org to be involved. The Membership Committee and Branding Task Force continue their work and are still expecting to be ready to make a public announcement of the new name around the end of March or early April. ◆ **Get Involved** in your Association as there is plenty of opportunity and exciting things happening. Keep reading this Bulletin to learn more about happenings at MHHA and how you and your agency can benefit from your association.

Private Duty

Sheila Doeden & Tom Mann

◆ The Private Duty Committee met January 22, 2013 in Okemos. We discussed CNA license renewals and changes at the State level that are affecting these renewals; MHHA is currently working with officials to come to an agreement moving forward. ◆ The State of Michigan has chosen to not put into place an Insurance Exchange and allow the Federal Government to oversee the mandate that employers offer insurance to its employees. It has not yet been determined what will be required to be offered by employers, MHHA continues to talk with those involved and we should know more in the summer. ◆ Continued talks about Auto Insurance reform and PIP coverage amounts for individuals with no-fault insurance in the State of Michigan. MHHA and CPAN are working collaboratively with the State in determining what any changes will look like. Although there is optimism about no major changes, some type of compromise is likely to occur. ◆ Our next meeting will be held in via teleconference February 19, 2013 at 12:30.



Regulatory

Joan Taylor & Paula Stopjik

◆ The Regulatory Committee met on January 17, 2013. Due to changes in the Regulatory Committee co-chairs work situations, two new volunteers were requested to lead the committee beginning in February. Jean Pattee, Director of Nursing at Kennedy Home Care and Valerie Ghattas, Director of Clinical Operations at Oakwood Home Care volunteered for the leadership roles. ◆ The Final Rule was discussed with attention to the claims based hospitalization rate outcome. Each agency was advised to watch for changes to their numbers and the state and national averages. Agencies were also advised to look for the phased in implementation of the survey enforcement and alternative sanctions provisions of the final rule with some provisions effective July 1, 2013 and some July 1, 2014. ◆ The group reviewed the 2013 OIG Work Plan for home health and hospice. Joan Taylor shared copies of the plan as well as a brief article outlining the two new home care audits. Sara Simonds shared information on a recent Medicare Transmittal outlining the correct method of amending/correcting electronic medical records. Sarah Blackstock share information regarding a secure mobile device vendor called TigerText. She will follow up with them to see if they can't provide more information and/or a presentation to the Committee. ◆ Joan Taylor shared the typed version of the ICD-10 work done in October. It is recommended that the group begin to structure the document into a spreadsheet format to identify key tasks/roles/due dates as a tool for home health agencies. ◆ The next Regulatory Meeting is scheduled for February 21, 2013 after the Clinical Operations Committee at the MHHA Office. ◆ On a personal note, Paula and I would like to thank all the members of the Regulatory Committee for the hard work and warm friendship shared by the committee members. We will miss you all.

IV/Infection Control

Deb Opalewski & Rachel Aultman

◆ The Infection Control/IV Subcommittee last met on January 17th. The group continues to work on revising the IV policy and procedure book to compliment the Intravenous Nursing Society (INS) standards of practice. If you have questions for the committee to address or would like to join please contact the MHHA office. ◆ The next meeting will be on February 21, 2013, directly following the Clinical Ops meeting.

Ethics

Sue Clemen-Stone

◆ The next Ethics Committee Meeting is February 25, 2013 from 10:00 a.m. to noon at the MHHA office. We will be working on goals for 2013-2015. Meeting is open to anyone that is interested.

Education

Deb Holman

◆ The Education Committee is finalizing sessions for the 2013 MHHA Annual Conference which will be May 22-24, 2013 at the Grand Traverse Resort. Mark Your Calendars! Registration materials will be available in the next couple of weeks ◆ MHHA will be holding a Telehealth Showcase on February 28, 2013. We will also be holding a Medical Supplies Showcase on March 28, 2012. Mark your calendars and register early for these events. It's important for us to know ahead of time the people that will be attending. Please contact any company you would like to see at these showcases and encourage them to participate. It's a great way to compare and contrast similar companies all in one spot. ◆ MHHA will once again be holding a Blueprint for OASIS workshop, March 4-6, 2013 at the MHHA office. We also will be holding an ICD-9 Coding and a Billing Workshop, April 4th and 5th in Southfield. ◆ Check the [MHHA Website Calendar of Events Page](#) for registration information for above workshops and additional teleconferences and webinars taking place over the next couple of months.

Public Policy

Linda Rutman & John Ruswinckel

◆ 2013 brings opportunities and more challenges for the home care industry at the state and federal level, and the time is now for MHHA Members to step up to advocate for the issues impacting your industry. In Washington, Congress is threatening to impose co-pays and cuts to Medicare. HME suppliers are facing very serious challenges from CMS Competitive Bidding. Private Duty faces opportunity for the expansion of Medicare. Bottom line is that every segment of home care is being impacted by decisions in Washington. At the State Level is Michigan's implementation of the Affordable Care Act including: Health Insurance Exchanges, Expansion to Medicare, State Licensure of Home Care Agencies and other threats and opportunities. **We can't make our case without you!** ◆ **March 17 - 19.** MHHA will host the Annual "March on Washington". This is the opportunity for home care professionals (YOU) to step up and advocate for your industry. MHHA members will assemble in Washington on Sunday evening, March 17 for a briefing from the National Association for Homecare and Hospice. On Monday and Tuesday morning, we will have scheduled visits with our US Senators and Congressional Representatives. Let Barry Cargill Cargill.barry@mhha.org know if you are interested and he will provide details for you to plan your participation. ◆ **May 8.** MHHA Hosts our Annual State Legislative Day. MHHA members meet at the State Capitol Building at 10:30 am for a briefing on the issues from MHHA Lobbyists and at 11:00 we move to the 1st Floor of the Capitol where MHHA hosts lunch for Legislators and members of the Governor's staff. Mark your calendars now and registration information will be available soon. ◆ The MHHA Public Policy Committee meets via teleconference at 10:00AM, the first Friday of each month. Next Meeting is March 1.



Clinical Operations

Donna Kleinschmit & Sara Simonds

◆ The Clinical Operations Committee met on January 17, 2013. Barry Cargill presented the Executive Directors report. Please see the President's report for the highlights. NGS has not met since our last meeting. The next scheduled meeting is a teleconference on February 13, 2013. Please send any questions to the MHHA office prior to February 6. MDLARA meeting was held on 12/6/12 - a report was not available for this meeting. BCBSM - nothing to report as they are awaiting approval of a date from BCBSM. Regulatory /QI subcommittee - see committee report. Cindy Thelen gave an update on the Education committee. IV/Infection control subcommittees continue work on the MHHA infusion policies and procedures. Psych subcommittee will meet again after January. Rehab subcommittee will not meet routinely at this point, but will reserve the option of forming again if significant rehab issues come up. Final Rule issues were discussed in relation to survey citation and monetary penalties; therapy count issue clarifications; sequestration simply put off for two months - copays and additional cuts are still possibilities. Next meeting of the Clinical Ops committee is February 21, 2013 at 9:30.

Reimbursement

Chris Kisell & Amy Gil

◆ The Reimbursement Committee met on January 16th, 2013. Please join us for the next meeting by teleconference at 9:30 on February 20th. ◆ The Committee discussed the delay of the 2% Sequestration and other fiscal cliff issues. They are still of huge concern because of the lack of "certainty" in the available information. ◆ Agencies reported that Medicare Remittance Advices are not reconciling. The patient detail differs from the net payment. The detail reflects another payment of a RAP instead of appropriate take back. However, the net reimbursement is correct. Agencies need to beware. ◆ The Committee discussed the Accountable Care Act and the possible insurance requirements for employees. We discussed what agencies were thinking about doing with regard to FTE's and how they would be counting them. Covering employees with insurance will be very costly and could be a very large hardship. ◆ **Reimbursement now has its own ListServ!!** Please email Cindy Thelen thelen.cindy@mhha.org at MHHA if you are interested in participating in this ListServ. There is also a Billing ListServ that you can participate in. ◆ Healthcare and reimbursement are in a time of change, we urge agencies to join us to stay informed. If you have questions or topics, please send them to Amy or I and we'll get them on the agenda. Let's share the knowledge and work together to solve our issues. ◆ If you would like more information I can be reached by email at CKisell@Crittentonhc.com or by phone at (248)-656-6757. Chris Kisell, Chair of Reimbursement Committee. Amy Gil, Co-chair can be reached by e-mail at Agil@uhhs.org or by phone at (734) 981-8820.

Membership

Tom Mann

◆ The Membership Committee is looking for new members. If you are a strategic thinker in your agency and interested in sharing and building your experience as a member of the MHHA Membership Committee, please contact myself (Tom Mann) at tommann@med.umich.edu or Barry Cargill at Cargill.barry@mhha.org. The Membership Committee will be taking a greater role in the strategic thinking and evaluating innovative new services and benefits. Participation on this Committee is open to all service line members. Next meeting will be January 15th by teleconference at 10:30 a.m. The Membership Committee will be facilitating decisions involving the new Brand to support the new name (Michigan Association for Home Care). The Membership Committee established a Branding Committee to work closely with MHHA's Public Relations Firm, Edge Partnerships. If you are interested in helping with this Subcommittee, please send me or Cindy at the MHHA Office an e-mail at Thelen.cindy@mhha.org to express your interest. The new name is only a small part of the overall branding campaign and are invited to participate. ◆ Help me welcome the following companies to the MHHA Family:

Absolute Software

Contact: Dougald MacNaughton
1055 Dunsmuir Street
Vancouver, BC V7X1K8
Phone: 604/730-9851
Fax: 604/730-2621
E-mail: dmacnaughton@absolute.com
Associate Member - Certified/Hospice

Meadowbrook Home Health Care, Inc.

Contact: Sehra Siddiqui, OTR, MS
13855 West Nine Mile Road, Suite B
Oak Park, MI 48237
Phone: 248/462-8526
Fax: 248/548-6580
E-mail: meadowbrookhhc@gmail.com
Service Line Member - Certified

Medline Industries, Inc.

Contact: Debbie Moretti
One Medline Place
Mundezein, IL 50060
Phone: 847/949-5500
Fax: 847/949-0000
E-mail: dmoretti@medline.com
Associate Member - Certified/Hospice

Valued Relationships, Inc.

Contact: Brian Botos
1400 Commerce Center Drive
Franklin, OH 45005
Phone: 800/860-4230
Fax: 800/692-8189
E-mail: bbotos@monitoringcare.com
Associate Member - Certified/Hospice



MHHA Newsletter

BCBS Report

Rachel Aultman & Julie Johnson

MHHA representatives met with Blue Cross Blue Shield of Michigan on January 24, 2013. Several topics were discussed and are explained below. ♦ Private Duty Nursing - BCBSM has not been able to gain approval from their policy makers to establish a network of par providers for this service. Currently, some BCBS policies do cover PDN however it is a member-paid service where providers then must retrieve their payment directly from the subscriber. The disadvantages to this set up were discussed in detail. BCBS reps agree and are working toward resolution. When a network of PDN providers is developed, payment will be based on an hourly rate for either RN or LPN services and will need to be billed on a UB form. Although specific criteria to become a network provider has not been established, it is anticipated that accreditation for private duty will be required. They were not able to identify a time line for completion of this project. ♦ Telehealth Reimbursement - BCBS states at this time they have no plans to add coverage for telehealth services. ♦ Fraud & Abuse - BCBS recognizes that Michigan has been targeted by the Department of Justice as a state with high fraud and abuse. They encourage providers to report fraud and abuse. BCBS reps support the potential licensure of home health agencies as a way to help decrease fraud and abuse. ♦ Contacting BCBS - An agency's provider consultant should always be the first line of communication to avoid being transferred to multiple individuals. This should also assist with timeliness of response. ♦ BCBS and BCN - Although the credentialing of agencies has been joined between BCBS and Blue Care Network (BCN), it is important to note that they are two different entities. BCN has their own reimbursement, contracts, authorization process, care management, etc. and will need to be contacted directly for questions pertaining to their policies. ♦ New Providers - Currently, BCBS has a moratorium in place for new providers. There are no plans to lift this at this time. BCBS feel there are enough home health agencies in network with them now that there is no need to add additional providers. They stated if their members were to call them to state they are having difficulty accessing home health services they may consider adding more agencies but they are not experiencing this. ♦ Home Health Assessment Visit - Effective January 1, 2013, the assessment visit code reimbursement was increased to equal a skilled nursing visit. Requested that BCBS consider allowing for both codes for an initial assessment due to the length of the visit and the fact that skilled care is almost always provided in addition to the assessment. BCBS stated they would look at this and consider. ♦ Ambulatory Infusion Centers - By May 1, 2013, applications will be available for current Home Infusion Therapy (HIT) providers to apply to become an Ambulatory Infusion Center (AIC) in order to

provide some outpatient infusion services. The effective date of this policy change is August 1, 2013. Watch for more information in the February issue of The Record. Therapy Orders - BCBS reinforced that although a certification period is 60 days, therapy orders may only be written for a 30 day period. At that point there must be communication with the physician and new orders written for the second 30 days, if needed. There are no plans to change this rule.

HME Report

Brian Griffore & Julie Johnson

♦2013 is off and running! Hope this finds everyone well. CMS last week, published their new fee-screens under the "Competitive Bidding round-2" program. The average reduction in price for the 8 product categories that were affected by CBR2, is 45% less than the current price. The new fees go into effect on July 1st, 2013. Areas affected in Michigan are Detroit, Grand Rapids, and the Flint area. Suppliers who "won" a bid product category and accept a contract with CMS will be required to provide equipment for beneficiaries and agree to accept the new reduced rate. Suppliers who ultimately did not win a bid will not be able to provide equipment from the 8 product categories for a Medicare Beneficiary. The 8 categories are main-stay product lines for most HME providers:

- Oxygen equipment and Supplies
- Standard (power and manual) Wheelchairs, Scooters, & Accessories
- Enteral Nutrients, Equipment & Supplies
- CPAP/RAD & Related Supplies & Accessories
- Hospital Beds & Accessories
- Walkers & Accessories
- Support Surfaces (Group 2 Mattresses and Overlays)
- NPWT Pumps & Related Supplies & Accessories

As the plan is currently written, "...all areas of the country will be subject to either DMEPOS competitive bidding or payment rate adjustments using 'competitively bid rates' by 2016." Needless to say, this reduction in reimbursement will adversely affect HME suppliers' ability to provide the same high quality services and equipment they have in the past. MHHA is leading the way, and asking members to contact their Congressional leaders fight against the Competitive Bid Program, and implement the AAHomecare/VGM sponsored Market Pricing Program (MPP) which is an alternate budget-neutral program. ♦ Barry Cargill traveled to Washington February 4, to lobby members of the Michigan Congressional delegation at their Capitol Hill Offices on Competitive Bidding. There may be more trips needed to Washington and we urge to you contact your Congressman today - it will only take 5 minutes of your time - to let him/her know you urge them to support the Market Pricing Proposal and ask them to contact Congressman Prices (D-GA) and sign onto his new bill as a co-sponsor of the MPP.



MHHA Newsletter Links of Interest

[CD-10 Coding: Infections and Parasitic Disease; Neoplasms; Disorders of Blood](#) - February 6, 2013

[Hospice & Home Health Education: HIPAA for the Hospice Aide](#) - February 14, 2013

[2013 Legal Summit Teleconference - Unlawful Discrimination](#)- February 21, 2013

[Telehealth Vendor Showcase](#) - February 28, 2013

[Blueprint for OASIS Accuracy Workshop](#) - March 4-6, 2013

[ICD-10 Coding: Diseases of Blood and Forming Organs; Mental, Behavioral & Neurodevelopment Disorders Teleconference](#) - March 6, 2013

[2013 Legal Summit Teleconference - The HR Laws Your Agency Has to Know!](#) - March 7, 2013

[Hospice Education: Caring for Patients with Cancer](#) - March 12, 2013

[The Aide's Role in Understanding the Body's Basic Requirements](#) - March 14, 2013

[Medical Supply Vendor Showcase](#) - March 28, 2013

[ICD-9 Coding and Billing Workshop](#) - April 4-5, 2013

[Hospice Education: Finding the Right Words for the Dying Patient](#) - April 9, 2013

[ICD-10 Coding: Diseases of the Nervous System and the Digestive System](#) - April 10, 2013

MHHA Annual Conference - May 22-24, 2013 (Available in a couple weeks)

MDCH Questions Needed

<http://m360.mhha.org/admin/forms/ViewForm.aspx?id=28910>

NGS Questions Needed

<http://m360.mhha.org/admin/forms/ViewForm.aspx?id=28911>

BCBS Call for Questions

<http://m360.mhha.org/admin/forms/ViewForm.aspx?id=28912>

Additional Events

<https://m360.mhha.org/ViewCalendar.aspx>

MHHA Committee Calendar

[Hospice Committee Meeting](#) - March 6, 2013

[HME Committee Teleconference](#) - February 18, 2013

[Private Duty Committee Teleconference](#) - February 19, 2013

[Reimbursement Committee Teleconference](#) - February 20, 2013

[Clinical Operations Committee Meeting](#) - February 21, 2013

[Regulatory Committee](#) - February 21, 2013

[IV/Infection Control](#) - February 21, 2013

[Ethics Committee](#) - February 25, 2013

[Public Policy Committee](#) - March 1, 2013

If you are not receiving your Committee Bulletin Board directly at your e-mail, e-mail Thelen.cindy@mhha.org to be added to our distribution list.