

Provider Work Group: Making Vaccines a Winning Proposition for Healthcare Providers

Laura Lee Hall, PhD
Director, Center for Quality
American College of Physicians



Acknowledgements



- Co-Chairs
- ACP Team: Andrea Brock, Robert Leggiadro, Anne Marie Smith, Sokphal Tun, and Selam Wubu
- Partners: CECity; Center for Health Services and Outcomes Research; JHU Bloomberg School of Public Health; QHC Associates
- ACP ITAC members and other faculty advisors
- Workgroup/Summit Members



REMINDER ON WHAT WORKS: THE COMMUNITY GUIDE OUTLINES EVIDENCE-BASED STRATEGIES THAT WORK

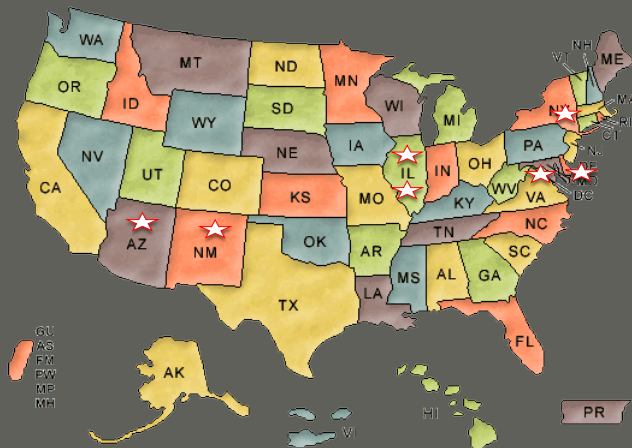
Meta-Analysis of Interventions to Increase Use of Adult Immunization

Intervention	Odds Ratio ^a
Organizational change (e.g., standing orders, separate clinics devoted to prevention)	16.0
Provider reminder	3.8
Patient financial incentive	3.4
Provider education	3.2
Patient reminder	2.5
Patient education	1.3

^aCompared to usual care or control group, adjusted for all remaining interventions

David E. Interventions that increase use of adult immunization and cancer screening services. *Ann Intern Med.* 2002; 136:641-51.

The States



The States: A Snapshot Over the Last Year



- 6 states
- 7 launch programs
 - Including stand alone live programs and grand rounds
 - Discussions focused on registries, communicating with patients, practice tools, and professional/reimbursement requirements
- 380 participants
- 25% registered on MedConcert

The screenshot shows the user interface of the ACP Adult Immunization Registry. At the top, there is a navigation bar with the medconcert logo, a search bar, and links for 'Home', 'Patients', 'Performance', 'Ways to Improve', 'Community', 'Portfolio', and 'Account'. Below the navigation bar, the main heading reads 'ACP Adult Immunization Registry' with a sub-description: 'This adult immunization registry is an easy-to-use online tool to help you quickly and easily collect, aggregate, and analyze patient data related to influenza, pneumococcal, shingles and Tdap vaccination. By using this registry, you can identify t (view more)'. A secondary navigation bar includes 'Home', 'Data', 'Measures', 'Improvement', 'MOC', and 'Manage'. The main content area features a welcome message: 'Welcome to the American College of Physicians Adult Immunization Registry' and 'This registry will allow you to assess your performance related to the following measures:'. Five measure categories are listed in blue boxes: 'Influenza Vaccination', 'Pneumococcal Vaccination', 'Influenza Vaccination Coverage Among Healthcare Personnel', and 'Herpes Zoster (shingles) Vaccination'. On the right side, there is a 'What Can You Do?' section with four tabs: 'Data tab', 'Measures tab', 'Improvement tab', and 'ABIM MOC tab', each with a brief description of its function. A 'Connect' section at the bottom right encourages interaction with other participants in the community.

Performance Measure Data to Date



- Based on 27 practices and 2791 patient records

Measure Title	Average Performance
Influenza Immunization	31.91%
Pneumococcal Vaccination Status for Older Adults	47.66%
High Risk Pneumococcal Vaccination	50.70%
Tdap Vaccination	24.22%
Herpes Zoster Vaccination	13.79%



ACGME QI Requirement



- ACGME (Accreditation Council for Graduate Medical Education) general competencies include: patient care, medical knowledge, interpersonal and communication skills, professionalism, systems-based practice, AND Practice-Based Learning and Improvement, which includes:
 - Analysis of own practice for needed improvements
 - Use evidence from scientific studies
 - Apply research and statistical methods
 - Apply knowledge of study designs and statistical methods to the appraisal of clinical studies and other information on diagnostic and therapeutic effectiveness
 - Use information technology

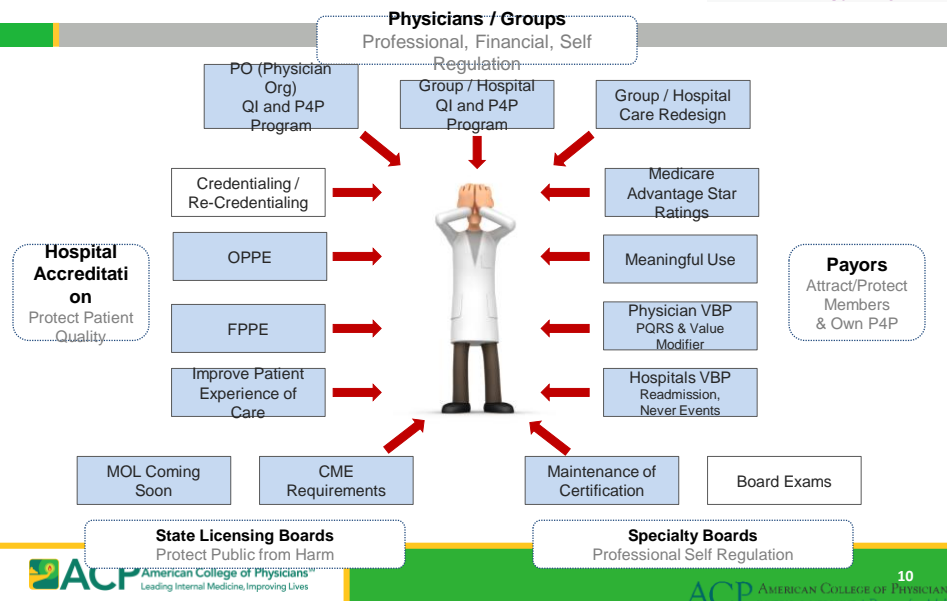


New Certification Requirements



- ABIM will begin reporting whether Board Certified physicians are "Meeting MOC Requirements" (i.e., continuously engaging in MOC activities)
- Must earn 100 points every 5 years
- Minimum 20 in practice assessment and 20 in medical knowledge
- Must complete MOC activity once every 2 years
- Complete a patient safety and patient survey every 5 years
- Pass MOC exam every 10 years
- December 31, 2015: deadline to earn some MOC points
- December 31, 2018: deadline to earn 100 MOC point

Growing Demands on Physicians and Healthcare Teams



Diverse and Changing Work Settings in Primary Care



- **Diverse work settings**
 - 1/3 work in single specialty groups; more than half in hospitals, large, multi-specialty practices, or academic centers
- **Increasingly employees:**
 - 60% are employees, more so among young physicians and in large practices
- **Implications for strategies in supporting increased immunization by physicians**



A Little Perspective from the Primary Care Physician



Environmental Scan



- Reviewed websites for tools that assist with purchasing, storage, and billing, including from professional societies (e.g., ACP, AAP, AAFP, ACOG), federal agencies (e.g., CDC, CMS, FDA, VA), immunization resource groups (IAC), and manufacturers
- Conducted Google/Bing and PubMed Searches: immunization/vaccine + purchasing/storage/billing

ACP Practice Advisor™

Welcome, Dr. Laura Lee Hall
Access Provided By: The Simpsons

MY ACCOUNT LOG OUT

JOIN NOW MODULES P2P VIDEOS WEBINARS MASTER LIBRARY ABOUT

MODULES

BUILDING THE FOUNDATION

SPECIALTY PRACTICE RECOGNITION

IMPROVING CLINICAL CARE

Immunize Adults Clinical Care

The module is based on content of College of Physicians & Surgeons, Baltimore, MD; JACP; Kim Dixon and Cara Reynolds, MHS.

Efficient Vaccine Ordering

Vaccines are a large financial burden on medical practices so it is important to seek every opportunity for saving money with every vaccine purchase. Learn how to optimize ordering with manufacturer discounts/bulk ordering, returning unused vaccine, and other money-saving options.

Thursday, February 23, 2012, 5 pm EST

Speaker: Kathryn Eller, Certified Medical Manager
ACP Faculty

Welcome to ACP's Immunization Webinar Series

ACPPatient Education Resources on Immunization Tools - uploaded on April 04, 2012 10:13:23 EST

On this site from the Centers for Disease Control & Prevention (CDC) you will find a variety of educational information about vaccines and the diseases they prevent. For each vaccine, you can access information about who should receive the vaccine, when it should be administered, and what patients or parents should know about it.

<http://www.cdc.gov/vaccines/imz/patient-ed.htm>

Quick Reference Information for Medicare Immunization Websites - uploaded on April 04, 2012 10:55:08 EST

This guide, provided by the Centers for Medicare and Medicaid Learning Network.

http://www.cms.gov/MLNProducts/downloads/qir_immun_bill.pdf

Resources to Support Appropriate Vaccine Handling Tools - uploaded on April 04, 2012 10:54:08 EST

These checklists, signs and tools will help the practice make sure vaccines are handled appropriately.

<http://www.immunize.org/handouts/vaccine-storage-handling.pdf>

Screening for Contraindications Tools - uploaded on April 04, 2012 10:41:42 EST

The Immunization Action Coalition provides a good set of screening tools for contraindications as well as other resources.

<http://www.immunize.org/clinic/screening-contraindications.aspx>

Standing Orders for Medications and Vaccinations Tools - uploaded on July 05, 2011 09:43:12 EST

ACP American College of Physicians
Leading Internal Medicine, Improving Lives

ACP AMERICAN COLLEGE OF PHYSICIANS®
INTERNAL MEDICINE | Doctors for Adults

FOR PRACTITIONERS

CLINICAL INFORMATION RUNNING A PRACTICE EDUCATION & RE-CERTIFICATION

Home > Running a Practice > Bras

Running a Practice

- Practice Management
- Financial Management
- Regulatory Compliance
- Forms

Screenings & Vaccinations

- Brief Depression Screening
- Geriatric Screening Tool
- Adult High Risk Screening Form
- Pain Questionnaire
- Vaccination Administration Record
- Vaccine Safe Storage & Handling Safety Tips
- Vaccine Information Sheets
- Vaccine Information Sheets - Federal Law

Billing & Coding Adult Immunizations

INTRODUCTION

BILLING MEDICARE FOR IMMUNIZATIONS

BILLING FOR ADDITIONAL SERVICES

AAFP Practice Management Resources

CME Patient Care Medical School & Residency Practice Management Advocacy Events About AAFP News Now Journals Contact

AAFP

Search aafp.org

Sign In or Become a Member

Shop View Cart

Medicare Part B Vaccine Coverage

Vaccine Coverage for Medicare Part B

Medicare Part B provides coverage for:

- Influenza - once per flu season
- Pneumococcal - once per lifetime
- Hepatitis B - for persons at increased risk

Administration services for these vaccines are also covered.

• 6200/R administration of influenza vaccine

Coding for Vaccine Administration

Vaccine Coding

Vaccines Administered at Well-child Visits

When vaccines are provided as part of a well-child encounter, the ICD-9 guidelines instruct that code V20.2 (routine infant or child health check) includes immunizations appropriate to the patient's age. A code from categories V03-V06 may be used as a secondary code if the vaccine is given as part of a preventive health care service, such as a well-child visit.

ICD-9 for Combination Vaccines


When reporting ICD-9 codes for prophylactic vaccination and inoculation against combinations of diseases, use V06.0-V06.9. Report also single vaccination codes from V03-V05 for any vaccinations not included in the combination.

Information on Medicare Vaccine Coverage

- Medicare Part B Vaccine Coverage
- Medicare Part D Vaccine Coverage

<http://www.aafp.org/practice-management/payment/coding/admin.html>

AAP Practice Management Resources



American Academy of Pediatrics
DEDICATED TO THE HEALTH OF ALL CHILDREN™

Immunization

FAQs | Site Map | Contact Us | Search:

Home > **Pediatricians** > Practice Management

Pediatricians

- ▶ Immunization Newsletter
- ▶ Policies and Implementation Guidance
- ▶ Communicating w Families
- ▶ Practice Management

Practice Management

With an Immunization provider, pediatrician and Nurse Nurse of

Practice Management Topics

Click the links below for resources on immunizing:

- [Financing](#)
- [Supply](#)
- [Storage and Handling](#)
- [Liability and Refusal to Vaccinate](#)
- [Improving Office Immunization Rates](#)
- [Vaccine Barcoding](#)

Knowing Cost

- [Estimating of Childhood and Adolescent Vaccines](#) (archive, December 2006 Supplement to the Journal Pediatrics)
- [Vaccine Pricing Guide](#) (pdf, 1/06)
- [Understanding your individual office's cost to immunize is the first step to being able to lower your costs.](#)
- [CDC Price List \(pdf\)](#)
- [The Business Case for Finding New Vaccines](#) (pdf, 1/04)

Lowering Cost

- [Vaccine Purchasing Groups](#)
- [Vaccines for Children Program](#) (pdf, 1/04)


Coding

- [Comprehensive Overview of Immun](#)
- [Vaccine Coding Table](#) (pdf, 1/04)
- [When is it Appropriate to Report IM](#)
- [Vaccine-Counseling Position Paper](#)

AAP Efforts to Improve Payment

- [AAP Task Force on Immunization White Paper on Financing](#) (pdf, 6/04)
- [AAP News article: New Immunization Administration CPT Codes Take Effect Jan 1](#)

<http://www2.aap.org/immunization/pediatricians/financing.html>



American Academy of Pediatrics
DEDICATED TO THE HEALTH OF ALL CHILDREN™

Immunization

FAQs | Site Map | Contact Us | Search:

Home > **Pediatricians** > Practice Management > Financing > Vaccine Purchasing Groups

Pediatricians

- ▶ Immunization Newsletter
- ▶ Policies and Implementation Guidance
- ▶ Communicating with Families
- ▶ Practice Management
- ▶ Continuing Education
- ▶ Research

Vaccine Purchasing Groups

Group Purchasing Organizations

Group purchasing organizations (GPOs) are hospitals, nursing homes, and other medical facilities that purchase supplies from specific vendors. AAP members report savings through GPOs.

GPOs tend to be operated by hospital-affiliated suppliers in addition to vaccines. GPO pricing Buying Groups (PBGs), but there is usually a manufacturer, in fact, GPOs often offer vaccine option may not be available to all practices in all

Questions to Ask

When considering joining a GPO or PBG, use the questions below to assess which program is right for you.

- Which manufacturer(s) are included in the program? Under what circumstances can I purchase outside the plan? What are the purchasing compliance requirements?
- Based on this contract, how will my usual vaccine regimen be affected? Would I need to start administering different vaccines? How will this affect office education or nurses' time?
- If I have to change the type of vaccine I order, is the change worth it? Is there another option with similar pricing that would allow me to order what I currently use?
- Is there a cost to participate? What is the length of my contract commitment? Does this plan provide rebates to its participants?
- Is pricing tied to volume? Do all participants have the same terms?
- Does placing large- or small-volume orders allow me to receive the optimal discount?
- How do your discounts compare with my current pricing?
- Can I take advantage of additional manufacturer discounts through this program?
- How frequently are I allowed to order? What is the process to order vaccines? Is it a code

List of Purchasing Groups


The AAP has collected a list of GPOs and PBGs with whom member pediatricians report working. The inclusion of any groups on this list does not constitute Academy endorsement of the purchasing group, nor does it imply Academy involvement with the purchasing group.

GPO Name	Items Included in GPO	Membership/office Requirements	Contact Information
Atlantic Health Partners	Vaccines, Office Supplies, Medical Supplies, Patient Recall Program, Discounts for Vaccine Purchaser/Prescribers	None	Jeff Winokur jwinokur@atlantichalthpartners.com 860-741-2044 www.atlantihealthpartners.com
CASA Physicians Alliance	Vaccines, Medical and Surgical Supplies, Office Supplies, and/or practice	NO Fees, and Physicians and Groups in the United States and/or outside	Andi Dixon or Shari Smith info@casaalliance.net 866-434-0974 www.casaalliance.net

5/14/2014


10

ACOG: Immunizations for Women



Immunization for Women

Immunization Information for Ob-Gyns and The American College of Obstetricians and Gynecologists



ABOUT US | **IMMUNIZATION FACTS** | **PRACTICE MANAGEMENT** | **VACCINE INFORMATION STATEMENTS**

PRACTICE MANAGEMENT

Practice Management

Office-based vaccine program

Performance Measures

Affordable Care Act

Coding

Financing


Vaccine Supply

Practice Management

Beginning or expanding the immunization program in your office offers you the ability to better manage your office, improve patient health, and increase your practice's efficiency and effectiveness. While the initial cost of immunizations will require the full attention of your staff, after it has been implemented, it is manageable to maintain a program.

ACOG: Immunizations for Women

http://www.immunizationforwomen.org/practice_management/



Immunization for Women

Setting up an office-based immunization program

Setting up an office-based immunization program is an important aspect of women's health. Visit this page to learn how to set up an efficient and effective program in your office.

Coding

Recognizing the importance of women receiving recommended immunizations, the College created a coding guide to help keep your office efficient. Visit this page for the College's current Immunization Coding guide.

Financing

Vaccines are a financial investment. Visit this page to learn how to keep your office costs low while providing an essential service.

Supply

Once you know which vaccines your office will offer, visit this page to see how to order and keep your vaccines safe.

Liability

Immunization Action Coalition

Handouts for Patients & Staff

Clinic Resources

Vaccine Information Statements

Diseases & Conditions

Welcome

Needle Tips & More

What's New at IAC

Immunization News

Featured Resources

- ▶ Administering Vaccines
- ▶ Coding & Billing
- ▶ Documenting Vaccination
- ▶ Scheduling Vaccines
- ▶ Screening for Contraindications
- ▶ Storage & Handling
- ▶ Recommended Vaccines

Related Resources:


- ▶ Ask the Experts
- ▶ Directory of Resources
- ▶ IAC Publications
- ▶ Image Library

Vaccination Basics

	Page
STEP 1. Getting Started	1
STEP 2. Setting Up for Vaccination Services	11
STEP 3. Vaccine Handling and Storage	21
Checklist for Safe Vaccine Handling and Storage	29
Emergency Response Worksheet	30
Vaccine Handling Tips	31
Temperature Logs for Vaccines	32
Maintaining the Cold Chain During Transport	34
STEP 4. Deciding Whom to Vaccinate	35
Do You Vaccinate Adults? Think H-A-A-O!	41
Summary of Recommendations for Adult Immunization	42
Guide to Contraindications/Precautions to Commonly Used Adult Vaccines	44
STEP 5. Administering Vaccines	45
How to Administer IM and SC Injections to Adults	58
Administering Vaccines to Adults: Dose, Route, Site, Needle Size, etc.	59
STEP 6. Documenting and Related Issues	61
STEP 7. Financial Considerations: Paying for Your Vaccination Program	67

Step-by-Step Vaccination Program Financing Tasks

- Find free or discounted vaccines that may be available to help reduce your overall costs
 - Vaccines for Children (VFC)
 - Health departments
 - Other organizations
- Bulk purchasing
- Investigate possible third-party coverage for the costs of vaccine and/or its administration
 - Insurance
 - Medicare
 - Medicaid
- Sort through the billing maze
 - Code your work for billing purposes



Home | About IAC | Contact | A-Z Index | Donate | Shop | SUBSCRIBE

For Health Professionals | For the Public | For Coalitions

Immunization Action Coalition

Handouts for Patients & Staff | Clinic Resources | Vaccine Information Statements | Diseases & Vaccines | Talking about Vaccines | Topics

IAC Home | [Adult Vaccination Resources Library \(AVRL\)](#)

Adult Vaccination Resources Library

Search the Library

Search Library coding


Advanced Search

Search Results Number of resources found: 2

Sort by: Title Date posted

Financial Considerations: Paying for Your Vaccination Program
 This chapter within the Immunization Action Coalition's Adult Vaccination Guide provides step-by-step guidance on paying for a vaccination program in a clinic setting, including information on VFC, insurance, billing and coding, and Medicare/Medicaid. **NOTE: Users should use judgment when reviewing this 2004 document, as some of the information may be out of date. This guide is currently being updated, with a projected publication date in mid-2014.**
 — Immunization Action Coalition (IAC)
www.immunize.org/guide/aov08_paying.pdf (r0124 Posted: 05/03/2013)

Influenza Vaccine Payment Allowances - Annual Update for 2013-2014 Season
 This document provides payment allowances and coding information for providers submitting payment requests for influenza vaccines administered to Medicare beneficiaries.
 — Centers for Medicare and Medicaid Services (CMS)
www.cms.gov/Outreach-and-Education/Medicare-Learning-Network-MLN/MLNMattersArticles/downloads/MM8433.pdf (r0159 Posted: 12/30/2013)



New ACP Collaboration to Raise AI Rates



- Collaboration between ACP, CECity, and Pfizer
- Co-chairs: Drs. William Schaffner and Bernard Rosof
- Goal: Increase AI rates 20% within 2 years in two states, using:
 - Campaign to get 100% of ACP members and other health care providers to strongly recommend
 - QI program for clinicians and hospitals to improve AI rates using performance measure benchmarking – Partnering with state registries and/or other data resources key
 - Residency training program
 - Coaching individual practitioners in terms of strategies for increasing AI rates, including business support
 - Collaboration sought with multidisciplinary organizations

Thanks!

**Contact me if you want to learn
more about the project!**

laurah@acponline.org

