HIV Testing Reimbursement in the Field: Successes and Barriers

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Routine HIV Testing

• Promote and increase routine HIV testing in healthcare settings
• Support capacity building efforts that reduce barriers to routine HIV testing
• Collect, compile, and disseminate strategies, models, and guidelines that contribute to systems change
• Provide on-site consultation (i.e., billing/reimbursement, logistical planning, workflow, testing technology)
# Insurance Coverage of Philadelphia Residents, 2011

## HEALTH INSURANCE COVERAGE

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Civilian noninstitutionalized population</td>
<td></td>
<td>1,522,073</td>
</tr>
<tr>
<td>With private health insurance</td>
<td>55.0%</td>
<td></td>
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<tr>
<td>With public coverage</td>
<td>40.8%</td>
<td></td>
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<tr>
<td>No health insurance coverage</td>
<td>14.5%</td>
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HIV Test Coverage in Pennsylvania

- Medicaid provides coverage for routine HIV testing
- Private insurers provide coverage in alignment with internal policies and guidelines
- Pennsylvania state Medicaid is a managed care system
  - Bundled payments
  - Limited fee-for-service payments
- Third party payers may cover HIV testing, but this does not guarantee increased revenue

Billing and Reimbursement in Philadelphia, 2013

- Grant-funded test kits serve as an unintentional disincentive to bill
- Hospitals and healthcare centers bill inconsistently
- Reimbursement is inconsistent between each payer and healthcare organization
- Private payers reimburse health systems more often than public payers
Reimbursement Challenges and Solutions

Challenge:

- Patients are capitated to specific laboratories
  - “80,000-90,000” CPT code series
  - Point-of-care tests and on-site phlebotomy

Solutions:

- Utilize serum, laboratory-based HIV tests
- Renegotiate contracts to cover HIV tests performed in healthcare settings vs. off-site locations
Reimbursement Challenges and Solutions

Challenge:

• Bundled payments
  • HIV tests do not result in increased payment
  • Common in many emergency departments, inpatient settings, healthcare centers, and primary care locations

Solutions:

• Primary and secondary coding (select settings)
• “Bill above” or “carve out” services
Reimbursement Challenges and Solutions

**Challenge:**

- Inconsistent billing processes within healthcare settings

**Solutions:**

- Training for providers, billing specialists, financial analysts, etc. regarding HIV testing
- Billing through online ordering systems
- Laboratory-based billing systems
Future Factors in Reimbursement

- US Preventive Services Task Force grade change
- Coordinated care models
- ICD-10 diagnosis codes
- Expanded Medicaid programs in select states
Summary

- Reimbursement relies on multiple factors
- No widely-generalizable solutions
- Advanced planning for reimbursement is required
  - Interdisciplinary meetings
  - Track expenditures and population tested
- Slow, incremental changes toward routine HIV testing in healthcare settings
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