

2024 State of the Substance Use Treatment Industry



January 30, 2024
Stampp Corbin
President

Stampp Corbin

Healthcare Consultant

- 9 Years On \$1.8 Billion Hospital Board
- Leading Substance Use Treatment Consultant
- Millions of Dollars in Substance Use Treatment Settlements and Denial Reversals
- Harvard Masters of Business Administration
- Stanford University B.A. Economics.
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Los Angeles Times

THE ORANGE COUNTY
REGISTER



Agenda

Industry Overview in 60 seconds

1. Ever-Changing Health Plans
2. Non-Transparent Financial Models
3. Move to Evidence-Based Treatment
4. MAT, MAT, MAT!
5. Billing = Denial Management
6. Medical Record Review = Denial
7. Appeals = Financial Security
8. Final Ask

Ever-changing Health Plans

- **Increasing Catastrophic Coverage**
 - High Deductibles and Out of Pocket Maximums
- **Provider Contracts Designed to Prevent Out-Of-Network Referrals**
- **Bundled Per Diems**
 - Includes Laboratory Services
 - Individual Sessions
- **PPOs Becoming More Like EPOs**
 - Narrow Networks



Non-Transparent Financial Models

- **Surprise Bill Legislation**
- **Reimbursement Decreasing**
 - Multiple Scenarios
 - In-Network (Set Rates)
 - Out-of-Network
 - Payers Reimburse at the “Least of”
 - Per Diem Rates
 - Tied to Percentage of Medicare
 - County DHCS Pricing
 - UCR
 - Internally Determined Rates
 - Negotiated Rates



**WHO ARE YOU
ADMITTING? AT
WHAT COST?**

Move To Evidence-Based Treatment

- **Become an ASAM Criteria “Lawyer”**
- **What is Your Client Post Treatment Tracking?**
- **Do You Have Documented Clinical Protocols?**
- **Do You Have Documentation Protocols?**
- **How Do You Monitor Adherence to Protocols?**



MAT, MAT, MAT!

IN-PATIENT SUB-ACUTE TREATMENT VERSUS MEDICATION ASSISTED TREATMENT

	IN-PATIENT	MAT
DETOX \$1250/DAY 7 DAYS	\$8,750.00	\$8,750.00
RESIDENTIAL \$1000/DAY 30 DAYS	\$30,000.00	-
TELEMEDICINE - PSYCHIATRY \$150/DAY 17 DAYS		\$2,550.00
TELEMEDICINE – GROUPS \$450/DAY 17 DAYS		\$7,650.00
MEDICATION	<u>\$200.00</u>	<u>\$200.00</u>
TOTAL	\$38,950.00	\$19,150.00

\$19,850.00 SAVINGS

WHAT PROOF DO YOU HAVE THAT THIS DOES NOT MAKE SENSE?

Billing = Denial Management

- **What Are Your Denial Percentages?**
 - No Pre-Authorization
 - Medical Necessity (Post Medical Record Review)
 - Incomplete Documentation
 - Procedure Authorized Not Procedure Billed
 - Lack of Timely Appeal Filing (90 -365 Days)



Medical Record Review = Denial

- **Incomplete Treatment Plans**
 - Should Include Discharge Plan
- **No Periodic Treatment Plan Review**
- **Lack of Nurse Monitoring in Detox**
- **No Start/Stop Times for Groups**
- **Client in Two Places at Same Time**
- **Boilerplate Group Notes**
- **Lack of Reason for Toxicology Testing**
 - Test Results Not Reviewed by Doctor
- **Upcoding/Downcoding**
- **No ASAM Assessment**
- **No Meeting with Psychiatrist/Psychologist**

Appeals = Financial Security

- **Develop Custom Reports to Track Insurance Payments and P2P**
 - Generates Appeals and Patient Billing
- **Curate What Claims Should Be Appealed**
- **Develop Custom Appeal Letters**
- **Track Effectiveness**





Please Join ATAC

