

# 12th Annual HIM and BO Partnership “Partnership in Vision and Decision”



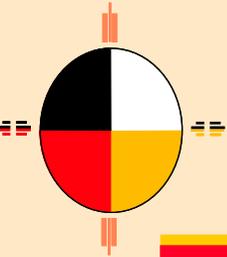
<http://www.ihs.gov/NonMedicalPrograms/BusinessOffice/index.cfmweb>



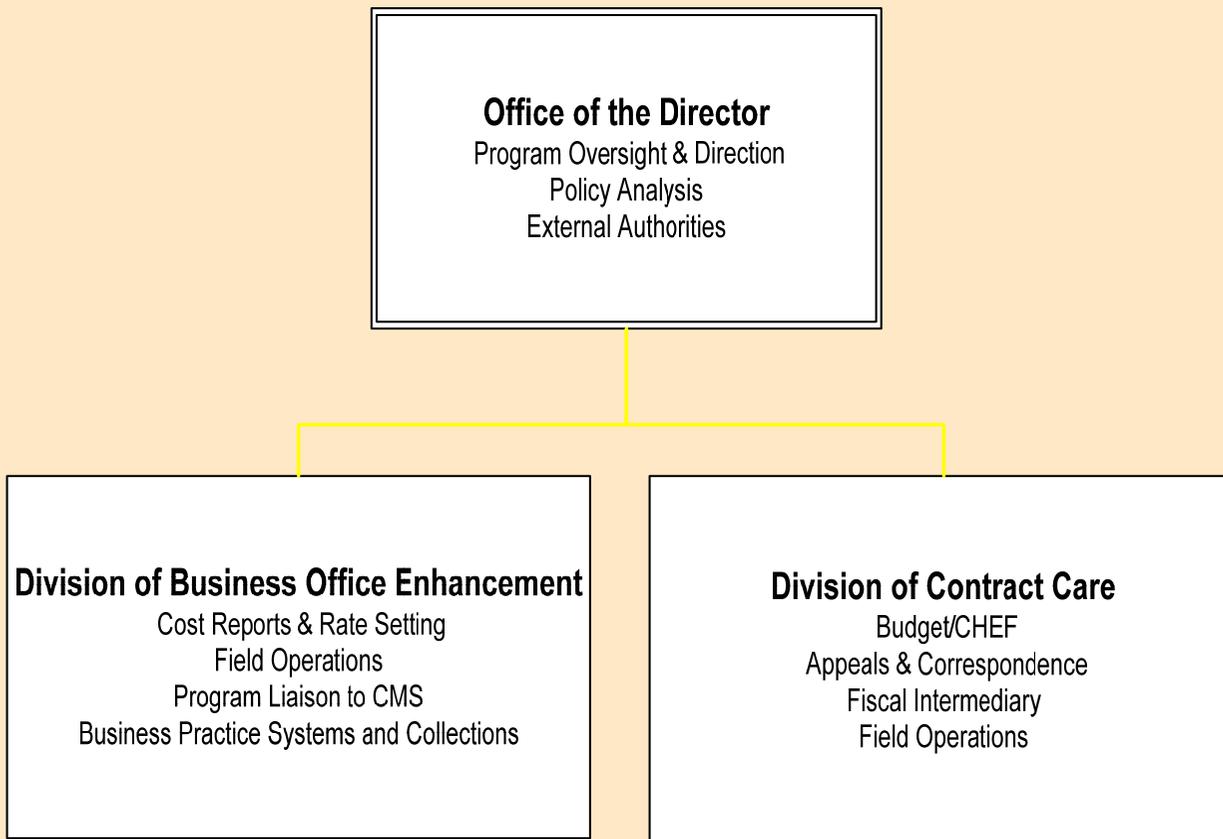
# Partnership in Vision & Decision 2010

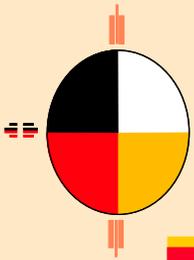


- “Preparing for Challenges in Third Party Claims Processing, 1999”
- “Building the Foundation, 2000”
- “Together Everybody Achieves More, 2001”
- “Strengthening our Partnership for Healthier Indian Communities, 2002”
- “Partners for Compliance, 2003”
- “Bring the Partners Together, 2004”
- “Planning Solutions to Improve Business Process, 2005”
- “You Are The Essential Piece, 2006”
- “Partnership is not a Gamble...It’s a sure thing, 2007”
- “A Decade of Building PartnerShips to Improve Health Care for Native People, 2008”
- “Making Every Dollar Count”, 2009
- “Partnership in Vision and Decision, 2010”



# Office of Resource Access and Partnerships





# What Impacts Third Party Revenue

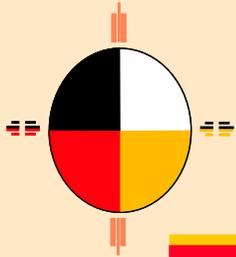


## • Macro or Big Picture

- Medicare and Medicaid Rates, Laws, Payment Policy (Federal & States) — New Law?

## • Micro Picture or day to day business operations, or revenue cycle

- The famous 15-steps of the revenue cycle
- The focus this week!

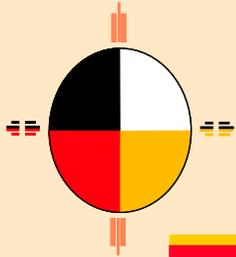


# Adjusted IHS Total Collections, 2007-09\*

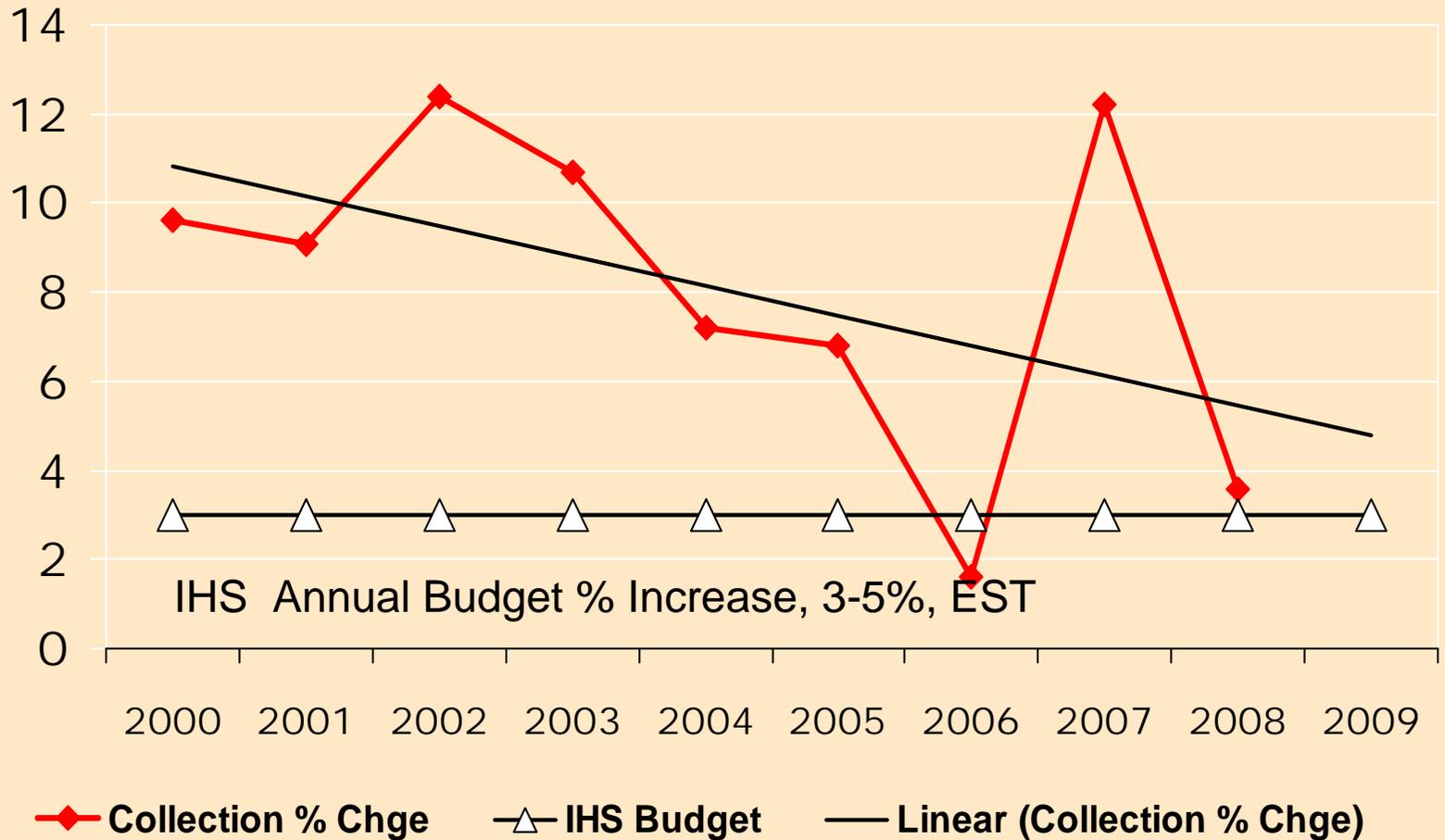


	<b>2007</b>	<b>2008</b>	<b>2009</b>
Medicaid	515.8	535.9	526.4
Medicare	160.9	164.6	176.7
Pvt Ins	90.1	94.1	82.6
<b>TOTAL</b>	<b>766.9</b>	<b>794.6</b>	<b>785.7</b>
% Chge	12.4%	3.6%	<b>-1.1%</b>

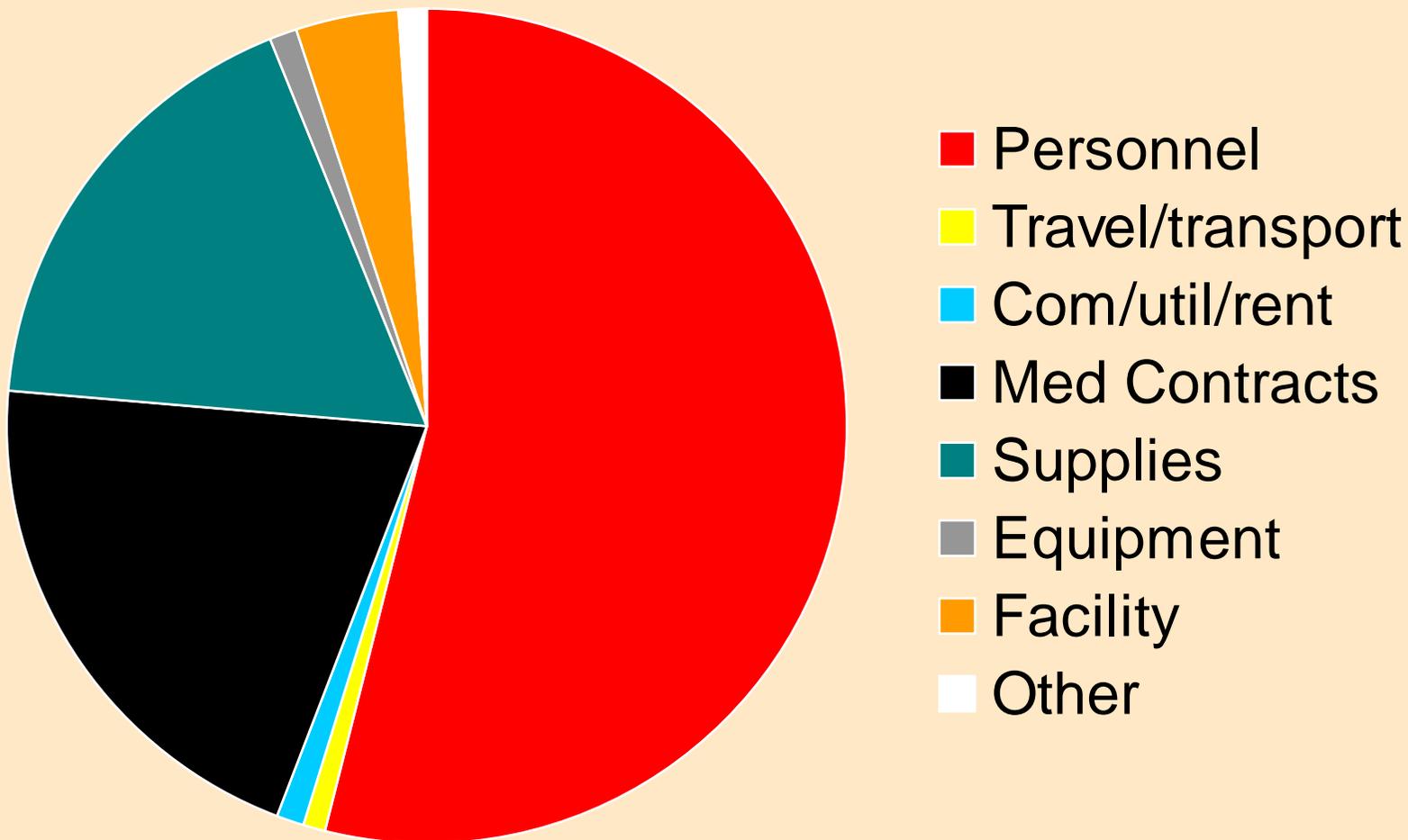
\*Tribal estimates partially included, 160M. Represents up to 50% of hospital and clinic operating budgets at SUs

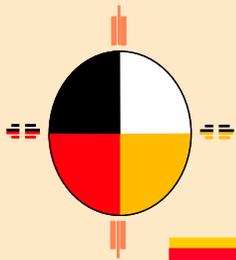


# Annual Percent Change in IHS Collections, 2000-2009



# 2009 OBLIGATIONS, Third Party Revenue





# IHS ACTIVE USERS

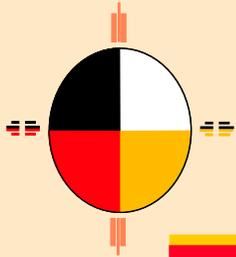
## Adjusted 2009



Active Users*		Percent	Age 65+	Age <18
Medicaid	434,644	30%		
Medicaid & Private Insurance	115,400	8%		
Private Insurance	355,000	22%**		
No Insurance	476,696	32-42%	5741	119,501
Medicare	120,957	8%		
Vet ONLY (45,581)	12,732	1%		
Other	15,198	1%		
<b>Total Users</b>	<b>1,530,627</b>	<b>100%</b>		

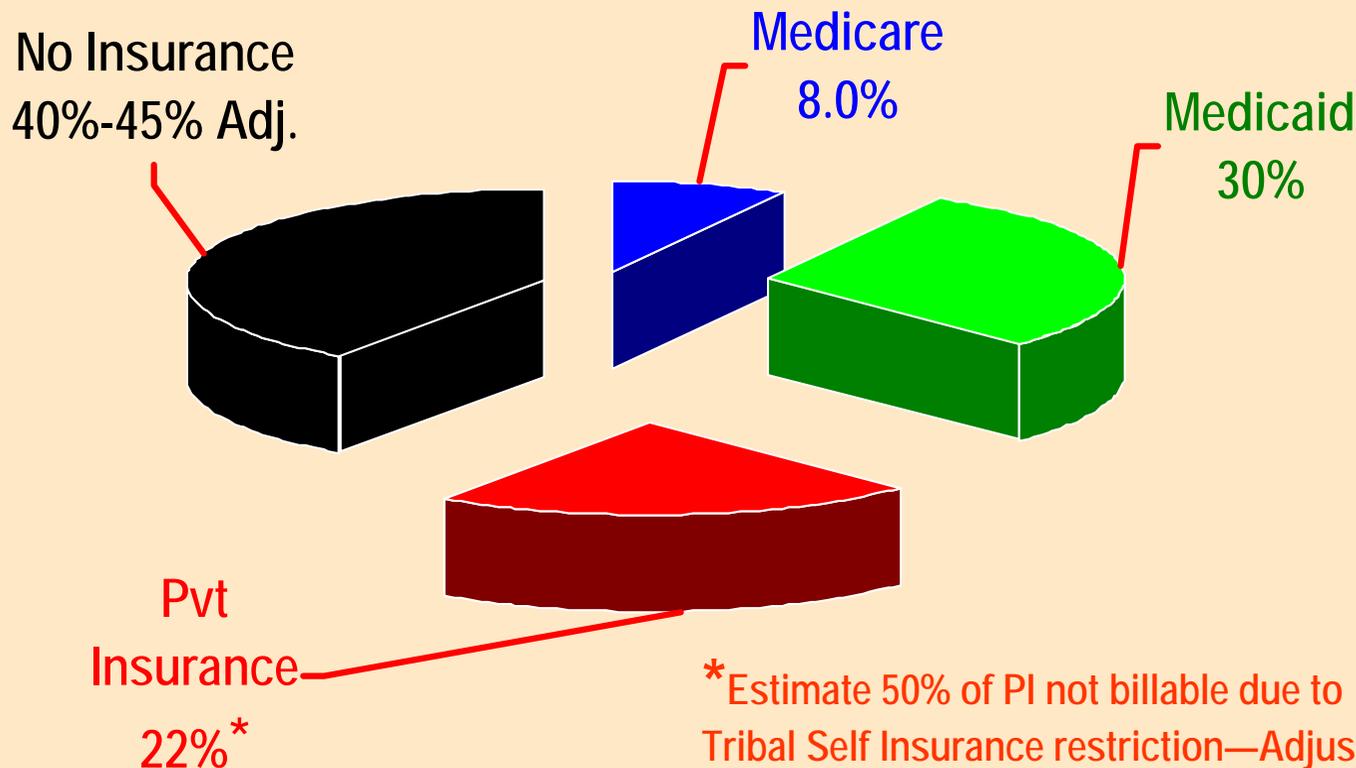
\*3-YEAR DATABASE ADJUSTED

\*\*PI 50% not billable—move to NO, Data non-official, need SU level comparison)



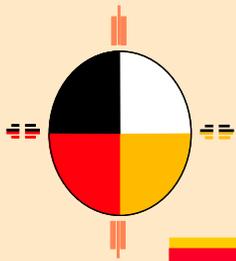
# IHS Adjusted Eligibility\*

## 1.53 Million Active Users, 2009



\*Estimate 50% of PI not billable due to Tribal Self Insurance restriction—Adjust 10-12% to NO Insurance

\*Merged 16 combinations of coverage



# ORAP/DBOE 2010 Plan

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- Cost Reports to set Medicare and Medicaid rates
  - Cost Report Audit follow/up (HQs, PHX, Nav)
  - TTAG/NIHB and Department Agency Liaison Projects/Coordinator
  - GAO PI Audit Recommendation/Follow up
    - Plans to make site visits
  - Internal Control Policy On Line Tool Findings, CAPs for Red Flagged items
    - April 1, data request
  - Resource Smart Projects e.g., brochures, new access, Outreach and Education, Training
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# ORAP/DBOE 2010 Plan

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- Training (Partnership, CEO, AR, UFMS 101-2, Online)
  - PMS, Practice Management Software Suite
    - PR, PSchd, 3rdP, AR, POS
  - New Health Care Bill—Assess Benefits to AI/ANs  
Increase Access, Revenue and CHS
  - Treasury Conversion Project—All Areas
  - 2010 Training Focus, next slide
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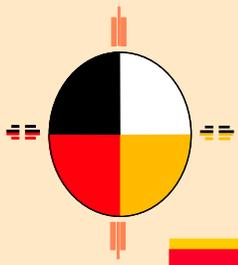


# FY 2010 Training



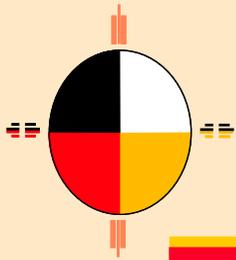
- CEO Training Agenda—late summer?
- AR Follow up...to be developed
- ICP On line Tool Findings—Red Flags
- CMS Outreach and Education, M & M
- Trailblazer Training Schedule & Web Offerings
- Indian Medicine Dish—CMS
- Web Based e.g., POS, Pat. Benefits, ICP
- Partnership...in 2011
- Numerous Offerings from OIT

# ORAP, Division of Business Office Enhancements



## Headquarters

-  Elmer Brewster, HQs, Rockville
-  Balerma Burgess, HQs, Rockville
-  John Rael, HQs, Albuquerque
-  Kris Kirk, HQs, Albuquerque
-  Cynthia Larsen, HQs, Billings
-  Debbie Hunter (HQs Secr)
-  Liaison (NBOC, OIT, TTAG, NIHB, CMS, other Agencies, contractors)



# Take Away Messages

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- Definitely keep up the good work!
- Stay Abreast of Federal and State Changes
- Establish P, V and Plans for facility based revenue and monitor Progress
- Take advantage of Training Offered
- Determine causes of revenue changes, Medicare, Medicaid, CHIP and Pvt. Insurance
- Double check all patients without Alternate Resources
- Embarking on a new phase of changes



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**ORAP**

**Division of Business  
Enhancement**



**Office of Information  
Technology  
OIT**

<http://www.ihs.gov/NonMedicalPrograms/BusinessOffice/index.cfmweb>