

# Indian Health Service Third Party Revenue Update & Q/A

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# 3<sup>rd</sup> Party Revenue Overview:

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Revenue is Key

Reduced volume due to COVID-19

Decreased volume = decreased revenue

Provider Relief Funds have helped some



# Collections Impacted during COVID 19 PHE

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Tracking since March 2020

Weekly UFMS report

Third Party Revenue (Medicaid, Medicare, Private Insurance, VA, and Other (Single Year Collections))

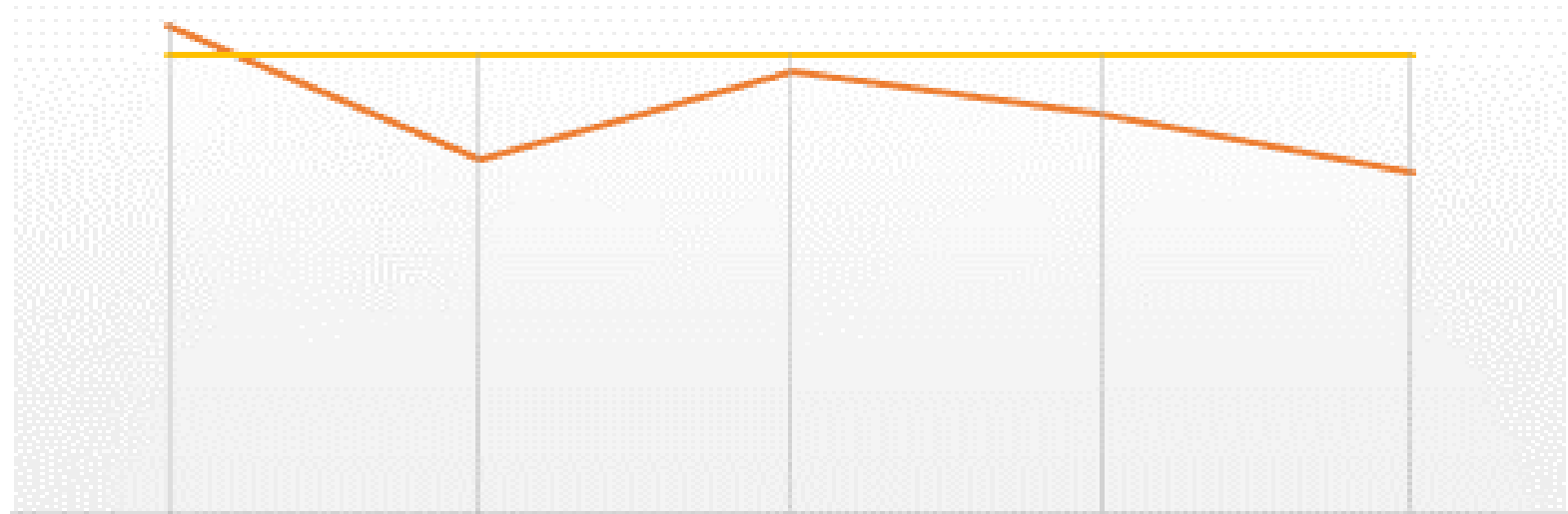
Compare to FY19 daily and monthly averages.

These collection figures are not comparable for Dates of Service, but are linked to the productivity (Administrative) during that time period.



# Third Party Collections

\$120,000,000.00  
\$100,000,000.00  
\$80,000,000.00  
\$60,000,000.00  
\$40,000,000.00  
\$20,000,000.00  
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— Actual Collections 2020      — FY19 Monthly Avg



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## What we have found is:

- Medicaid collections have taken the biggest down turn
  - Due to lost face to face encounters
  - Telemedicine (Telehealth and Telephone E/M) volume is not equal to the Face to Face Encounters
  - Some States are using different billing and payment methodologies depending on the type of technology used for Telemedicine visits.
  - Most States have implemented the OMB CY2020 Rate

Overall Collections in a 4 month period (April to July Projected) are down by 11-13% over FY19 monthly averages.



# QUESTIONS?

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