

## Reimbursement Solutions For Your Blue Cross Challenges

### Blue Cross Price Attestation - Don't Overlook It!

Accuracy in the Blue Cross Price Attestation process is key! The reality is that the percent reported on the attestation form can have a dramatic impact on a hospital's cash flow for years to come. Hospitals that under attest to their actual price increase can be subject to an audit and recovery of funds by Blue Cross. These unexpected take-backs can be detrimental to a hospital's cash position. Hospitals that overstate their price increase can cost themselves thousands of dollars in reimbursement due to an unnecessary reduction in rates.

*For Peer Group 1 - 4 Michigan hospitals*, reimbursement for Cost-Based services is adjusted annually by a combination of an inflationary factor and the attested price increase. These Cost-Based services, such as Emergency Room, Cath Lab and Pharmacy can make up between 20% - 30% of a hospital's outpatient business.

*For Peer Group 5 Michigan hospitals*, the attestation is even more important, as their entire rate is adjusted annually by the attested price increase. As many Peer Group 5 hospitals have recently seen, attestation audits apply to them also. For the small rural hospital, take-backs of hundreds of thousands of dollars can be devastating.

### Important Things to Remember:

<b>Strategic Pricing Initiatives</b>	Remember to calculate the impact on your Blue Cross book of business in addition to the overall impact. For Peer Group 1-4 hospitals, you should separate the Cost Based services from other outpatient services.
<b>Mid-Year Price Changes</b>	Notify BCBSM of any mid-year changes.
<b>Charge Audits</b>	If you are notified of an audit or take back, review the calculations carefully for possible errors.
<b>New Services</b>	Completely <i>new services</i> do not need to be accounted for in the attested price increase.
<b>Discontinued Services</b>	These should not be included into the attested price increase calculation.
<b>Bundling and Unbundling</b>	Price changes for services due to <i>bundling and unbundling</i> of services should be considered in the price attestation.
<b>Coding Initiatives</b>	<i>Coding initiatives</i> that cause shifts in volume are included in the attested price increase.
<b>Not Billed</b>	Billing for services that were performed in the past but previously <i>not billed</i> should also be considered in the price attestation.
<b>Medicare Mandated Changes</b>	These changes to the billing of services performed are considered in the price attestation.

Validate the impact of the annual price increase on your Blue Cross book of business. Reimbursement rates are compounded each year, therefore, any error will have a carry-forward effect.

The Rybar Group has worked with numerous hospitals, calculating their actual Blue Cross price increase and successfully reducing or eliminating take-backs through our detailed review. Contact us today to learn more about how we can assist you in assessing your Price Attestation process and to discuss additional opportunities to ensure that you are receiving your optimal reimbursement from Blue Cross.

Should you have any questions regarding Blue Cross Price Attestation or anything contained in the article, please contact:

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