

APP Professional Billing Optimization Initiative

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Problem

- Advanced Practice Providers play a vital role in direct patient care. Performing history and physicals, assessing critically ill patients and engaging in goals of care discussions are a mainstay in expected job duties. In recent years, Department of Medicine APPs have begun efforts to capture the revenue this work generates.
- In 2023, DOM APPs wrote a total of 30,493 notes. Billing for even a fraction of this work and financially capturing the effort of current practices could result in a considerable shift in APP value, both fiscally and in job satisfaction. While APPs have made strides in professional billing at Highland, there remains a vast potential for growth.

Goal

- The APP Billing Optimization Team identified areas to augment professional billing education, specifically regarding H&Ps, Critical Care and Advanced Care Planning, to financially capture current work practices.
- Aim:** To increase total wRVUs by 30% for the Department of Medicine APP group comparing Q1 2023 to Q1 2024.

Strategy

- Multimodal educational tools were created by the team to form the APP Billing Education Series (fig 3) to be distributed to each APP, including a formal education session, a reference guide (fig 1) with adaptive workflows (fig 2) and informal check-ins.

Process Measures

- % of H&Ps billed compared to total H&Ps written
- % of DOM APP participation in APP Billing Education Series (84%)
- Average hospital census

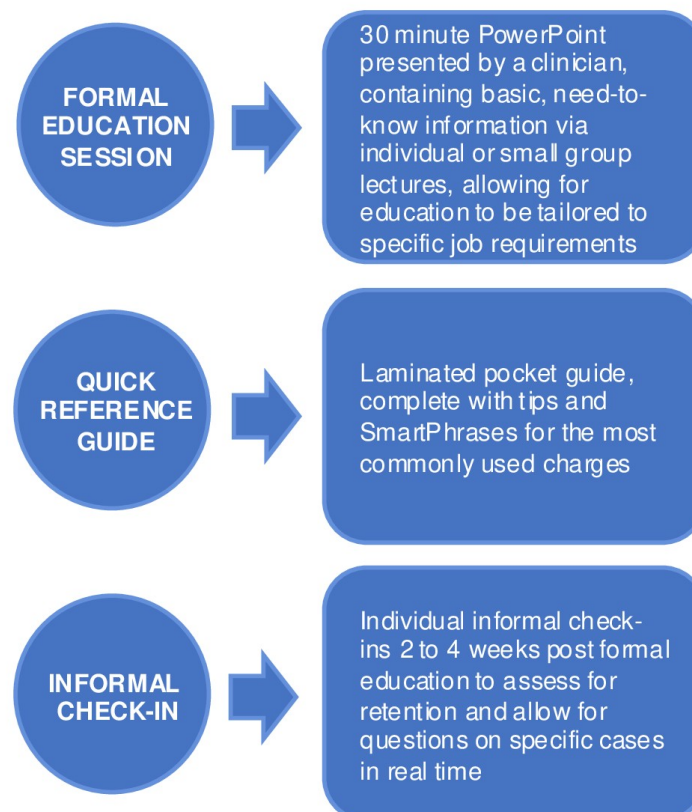
Outcomes Measures

- DOM APP wRVUs pre and post education with a focus on:
 - H&Ps
 - Critical Care
 - Advanced Care Planning

Balancing Measures

- Change in DOM Attending Physician total wRVUs

APP BILLING EDUCATION SERIES



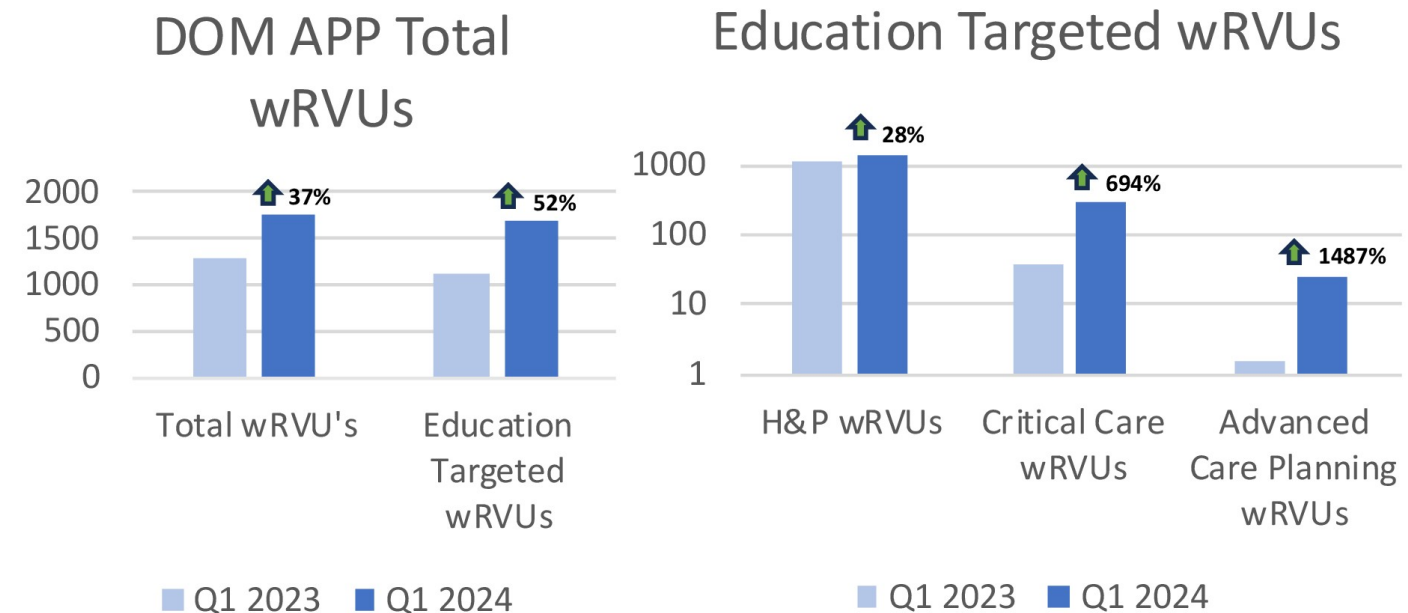
.hptime
I personally spent *** total minutes on this admission, including pre and post work.

Fig 1

Fig 2

Fig 3

Results to Date



Process and Balancing Measures

Average Census	% of APP H&Ps Billed	Physician wRVUs
Q1 2023: 231	Q1 2023: 82.4%	Q1 2023: 5700
Q1 2024: 236	Q1 2024: 79.3%	Q1 2024: 5812

Conclusions

- The total APP wRVUs increased by 37% with the implementation of the APP Billing Education Series, 52% in the specifically targeted wRVUs (H&Ps, Critical Care, Advanced Care Planning) which exceeded the goal of 30%.
- Based on historical MD payment per RVU, the estimated impact on revenue for Q1 2024 would be an increase of \$27,629, and more notably \$110,516 annually.
- Rolling education is an effective education method, as demonstrated in the first quarter of data collection. To have a sustainable impact, feedback loops, such as auditing and reviewing charges with individual APPs at regular intervals may be necessary for professional billing to become a mainstay in expected workflow.
- Looking forward, expansion of this education model to other departments and roles could be of high yield.

Acknowledgements

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