

MIPS

CONSULTING SERVICES



Strategies for
Maximum Reimbursement



Are You Ready for MIPS?

Eligible providers can now submit performance measures to the Centers for Medicaid Services (CMS) to qualify for Merit-based Incentive Payments (MIPS). MIPS is a federal initiative designed to streamline multiple quality programs and to emphasize value over volume in fee-for-service payments.

SCORING

MIPS drives value and quality by scoring performance across four categories: Quality, Improvement Activities, Advancing Care Information, and Cost (not counted this year). Your score—anywhere from 0 to 100—determines future CMS payment adjustments.

MIPS AND RADIOLOGY

What happens when a measure's score is scaled for difficulty? When one of many measures may be used, which is optimal? How does an Improvement Activity like patient engagement relate to radiologists, who aren't patient-facing? What is a "topped out" measure? What if the radiologist works in a hospital?

MIPS introduces a kaleidoscope of interlocking, often confusing, decisions for radiology practices. A misunderstanding of the measures could result in a low performance score—and a significant and enduring setback in revenue.



“eRAD has developed a clear,
proactive strategy to help us
achieve maximum reimbursement.

Our target is perfection.”

Vickie Bedel
Senior Vice President, Operations
Lenox Hill Radiology

Making Perfection Possible

Fortunately, eRAD has it all figured out. Our expert team of regulatory analysts can help you navigate the new rules and achieve maximum reimbursement. Armed with a deep understanding of CMS mandates and real-world experience in capturing millions of dollars in incentive payments, eRAD has honed a dynamic MIPS strategy. That strategy is now implemented across nearly 300 sites in the country's largest imaging center chain.

We can bring eRAD expertise to your practice. Achieving the highest possible score for your practice can be a shared goal—relieving you of the burden of confusing requirements.

You can do more than comply. You can leverage eRAD MIPS Consulting Services to thrive under the new mandates and to take clinical and business productivity to a higher level. And that's through 2018 and beyond.

eRAD MIPS Consulting

It's counter-productive to identify gaps *after* you receive your score from CMS. eRAD helps you get out in front of the latest requirements and to be confident in your MIPS submission—and your performance.

Core Professional Service Areas

eRAD's MIPS Consulting Team delivers services in these core areas. Consider that these are only some of the comprehensive steps necessary to prepare for submission.

EVALUATE

- Determine your eligibility status for the Quality Payment Program
- Review the four performance categories—Quality, Improvement Activities, Advancing Care Information, and Cost
- Determine individual or group reporting
- Identify the best reporting mechanism
- Choose a participation period
- Assess previous performance under Medicare quality payment programs
- Establish Enterprise Identity Management (EIDM) accounts
- Access and evaluate prior year performance reports

TARGET

- Determine a strategy for current reporting
- Select Quality measures
- Select Improvement Activities
- Determine measures and exclusions in Advancing Care Information
- Evaluate the Electronic Health Record system
- Evaluate the Cost category for future reporting
- Determine all bonus scoring opportunities

SET-UP AND EDUCATE

- Train, educate, and engage clinical and managerial staff
- Establish necessary workflows
- Collect and analyze data
- Review (daily) missing quality documentation
- Complete the Pre-Scorecard
- Supply feedback and remediate gaps

EXECUTE SUBMISSION

- Register providers on registry portal
- Complete provider attestations
- Validate data completeness
- Complete the submission process for each provider/TIN

REVIEW AND AUDIT

- Complete informal reviews with documentation
- Assess provider ratings
- Organize and document audit data on measures

STRATEGIZE

- Stay informed of legislative changes for future reporting
- Review and comment on proposed and final CMS rules
- Complete summary material for proposed and final CMS rules
- Incorporate best practices and documented experience into future submissions



How eRAD Can Help

If managing all of those steps on your own sounds daunting, don't worry—you have an expert partner. eRAD's MIPS Consulting Team can help you turn compliance burdens into a strategic opportunity.

Choose the consulting option that best meets your needs:

- 1 FULL SERVICE**
Outsource all evaluation, preparation, submission, and follow-up activities to the eRAD team. eRAD experts will drive your submission from start to finish and keep you apprised and in control at every step along the way.
- 2 FOCUSED GUIDANCE**
Receive support in one or more areas that need specialized attention—workflow transformation, education, information technology, performance, strategy—or on an ad hoc basis throughout your entire submission process.

No matter which level of support you choose, eRAD's experienced regulatory analysts can deliver the clarity you need. By de-mystifying MIPS, our experts help you align CMS national delivery goals with your own business objectives.

In short, you can achieve the maximum reimbursement and be a part of new solutions in healthcare. Even better, you can be ready for fresh changes as the healthcare landscape evolves.

Connect with a trusted partner to be ready for the future. Contact the MIPS team at:

mipsconsulting@erad.com

MIPS Leaders



Cheryl Sullivan, RT(R)(MR)
Administrator, Quality Performance Initiatives
443-852-8065

Cheryl has successfully submitted PQRS data for more than 600 radiologists and 45 TINs—in the last year alone. With 31 years of experience in radiology, Cheryl is ARRT board-certified in Radiology and MRI and was a RadNet clinical operations manager for nearly two decades, in both outpatient centers and hospital joint venture partnerships.



Susan Hollabaugh
Vice President, Healthcare Regulatory Analysis and Conformance
571-330-7423

Susan is responsible for integration, interoperability, and strategic compliance with regulations. These include EHR certification for eRAD RIS, MU implementations, and MACRA strategy. She serves on the Imaging e-Ordering Coalition and is a sought-after speaker on compliance and interoperability in imaging.

