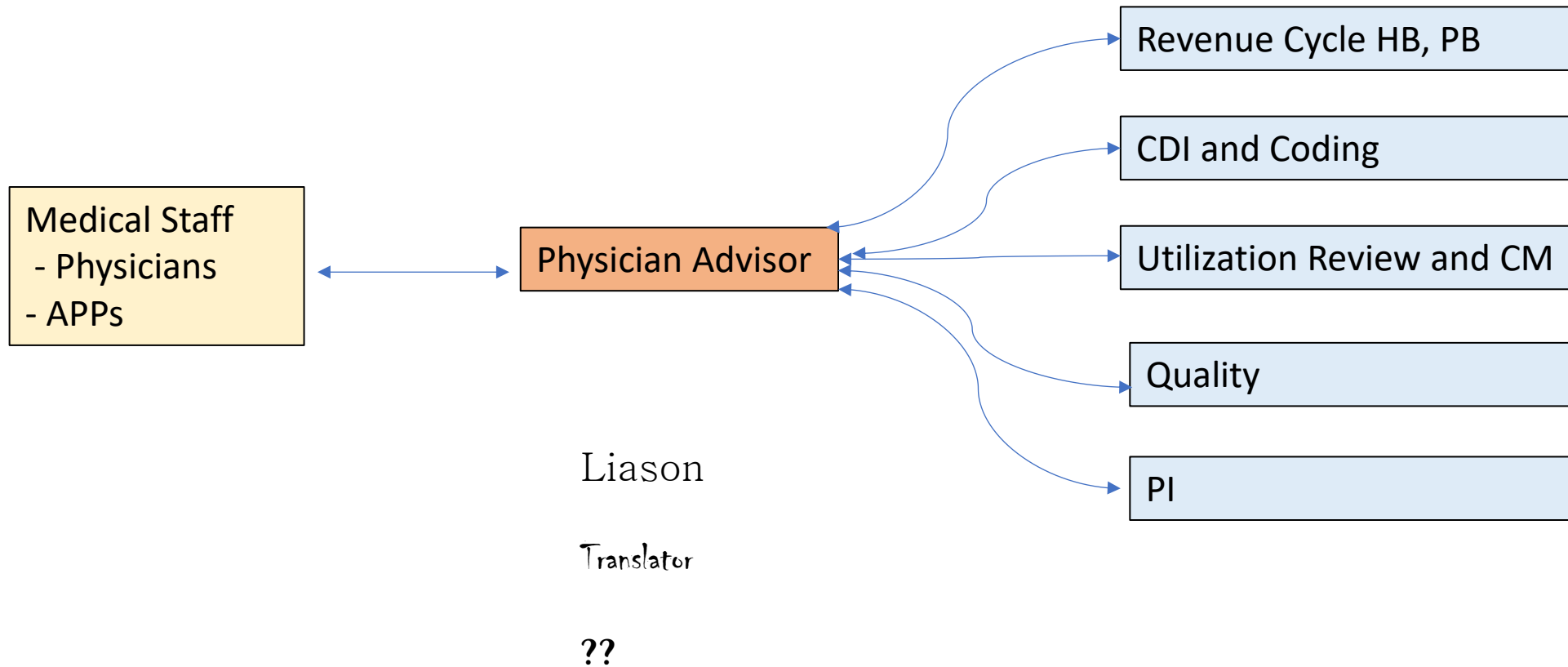


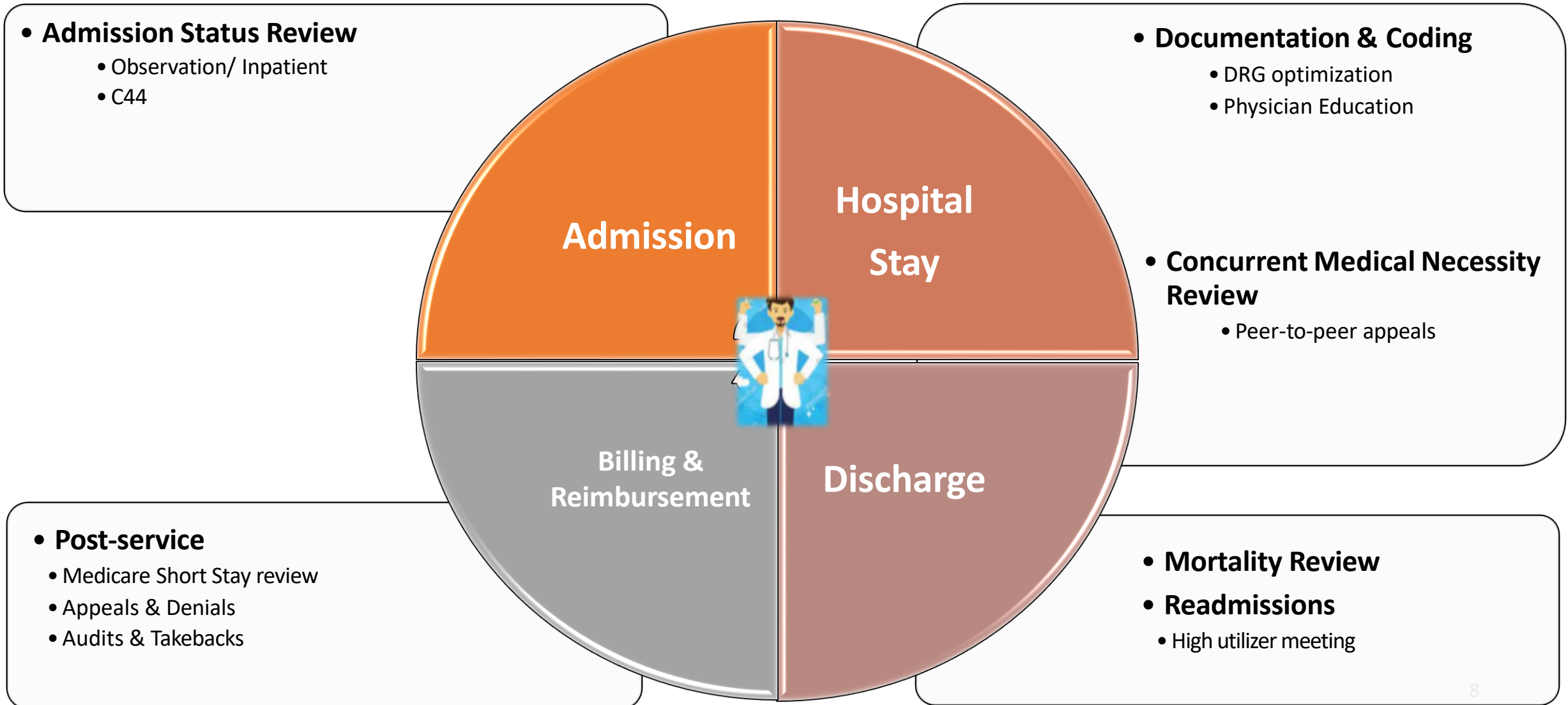
CRMC's Physician Advisor Program: Progress and Success

Dr Vivek Yarlagadda MD, CHCQM-PhyADV

Who is a 'Physician' Advisor?



Current Role of Internal Physician Advisors (IPAS)



Direct Cost and Savings from IPAS

	PA case review (Status+ Denials)	Medicare Short Stay Review	Sent To R1	Internal Cost (\$60/case)	Estimated cost if reviewed by a vendor (\$240/case)	Estimated Savings
2020	598	171	20	46,140	184,560	138,420
2021	639	236	19	52,500	210,000	157,500
2022	785	308	36	65,580	262,320	196,740
2023	794	281	25	64,500	258,000	193,500
Total				\$228,720	\$914,880	

IPAS saved approximately \$686,160 for reviews in last 4 years

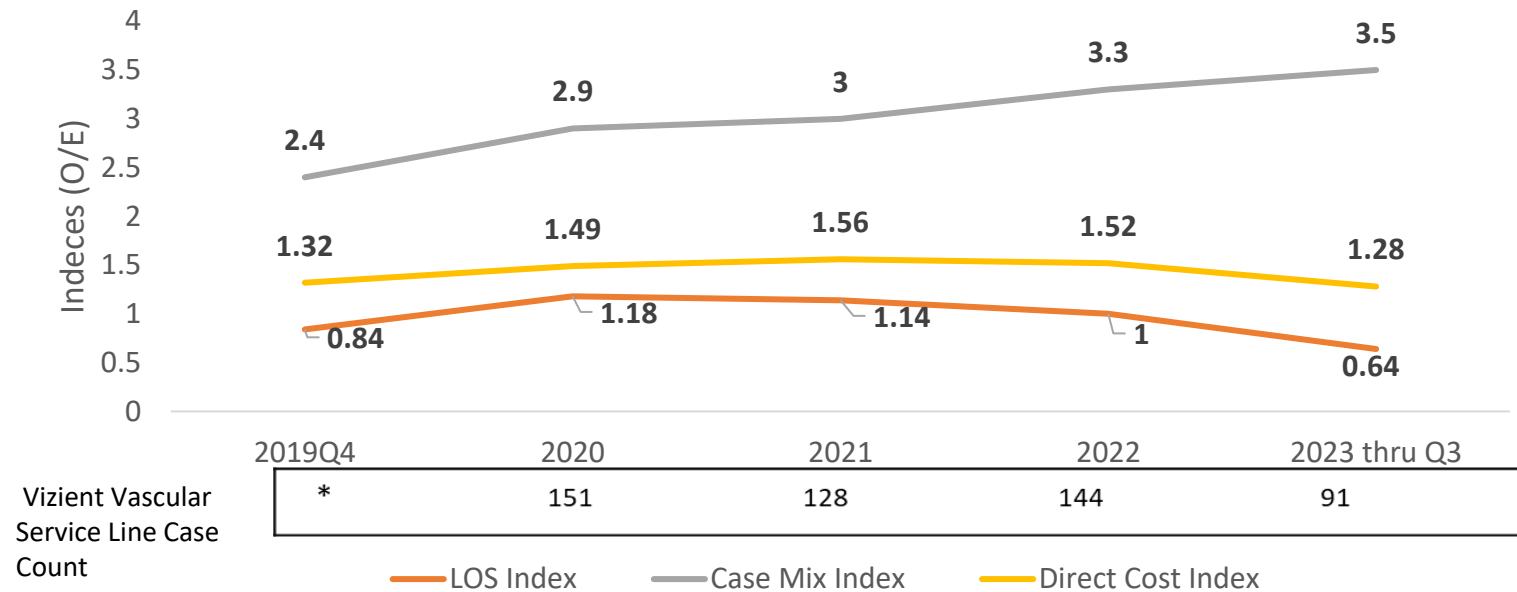
Revenue Generated From Peer-to-Peer Appeals

Time Frame	No of P-P	\$\$ Recouped
05/2021-04/2022	35	482,327
05/2023-04/2023		2,538,676
2024- Yarlagadda	75	1,395,465.00
2024-Dadana	47	994,572

?Lessons Learnt

- UR optimization
- Physician Documentation
- PI Projects: Oxygen titration

Additional Revenue Generated via DRG optimization- Vascular Service Line



Drs Kfoury, Gkotsis, and PA Kevin Oberg underwent targeted education from September 2022 to December 2022.

Additional Revenue Generated for 91 cases (\$10,000 x .2 x 91) is \$182,000 for 2023

1 DRG give approx. \$10,000

Increase in DRG after Intervention for 2023= .2 weight

Service Line Revenue Optimization

- Cardiovascular Service Line: PB, Medical Necessity Denials and Administrative Denials

Charges from 2021-01 through 2024-06; as of 2024-07

Charges from 2024-07 through 2024-12; as of 2025-02

		Straight Medicare			Straight Medicare							
Nuc Med Series												
9925549	01/14/2025	12/23/2024	12/23/2024	50 - 50-Non-cvd, not deemed med necessity.	H992554900	Medicare	MEDICARE	MEDICARE...	CRWC NUC MED	93017	0482-CARDIOLOGY - STRESS TEST	
10089318	04/01/2025	03/10/2025	03/10/2025	50 - 50-Non-cvd, not deemed med necessity.	H1008931800	Medicare	MEDICARE	MEDICARE...	CRWC NUC MED	93017	0482-CARDIOLOGY - STRESS TEST	
10113087	04/02/2025	03/13/2025	03/13/2025	50 - 50-Non-cvd, not deemed med necessity.	H1011308700	Medicare	MEDICARE	MEDICARE...	CRWC NUC MED	93017	0482-CARDIOLOGY - STRESS TEST	
10408399	09/17/2025	06/24/2025	06/24/2025	50 - 50-Non-cvd, not deemed med necessity.	H1040839900	Blue Cross	BCBS	BCBS WYO...	CRWC NUC MED	78452	0341-NUCLEAR MEDICINE - DIAGNOST	

Stake Holder: Physicians, APPS, Office Staff, Schedulers, Managers, PI Team, Data Team.

Potential IPAS role in Clinical Revenue Cycle and Quality Reporting



How build a IPAS

- Identify/Find
- Invest
 - ACPA- TLC modules, Physician Advisor Courses
 - CDI Physician Advisor Bootcamp
- Support and Collaborate

Questions ?

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