

# BILLING FOR ADULT IMMUNIZATIONS

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# Disclosures:

▶ None

# Goals for Today

- ▶ How to provide immunizations without losing money
- ▶ Proper coding and billing
- ▶ How giving office-based immunizations can be both profitable and “Raise the Rates”.

# Why Don't Some Offices Immunize On-Site?

- ▶ Fear of losing money
- ▶ Too time-consuming
- ▶ Too complex
- ▶ Don't understand billing/coding

If done properly, immunizations can be given in the office, and can be a profit center.

# How Does One Know Whether Vaccines are Economically Feasible for a Practice?

- ▶ Cash flow statement
  - ▶ Revenue vs. expense
- ▶ Spreadsheet
- ▶ For each vaccine, calculate the per-dose profit or loss (you MAY be able to make it up in volume 😊 )

# Expense Items

- ▶ Cost of vaccine (largest expense)
- ▶ Cost of vaccine refrigerators/freezers
- ▶ Supplies (needles, syringes, etc.)
- ▶ Time of staff for:
  - ▶ Ordering vaccines
  - ▶ Securely and safely storing
  - ▶ Monitoring refrigerator temp

# Expense Items

- ▶ Inventory checks
- ▶ Checking expiration dates
- ▶ Administering and documenting in EMR
- ▶ Billing/collecting

Annual report of net profit or loss

# How to Maximize Reimbursement

- ▶ Can't negotiate the payment
- ▶ Collect all allowable fees for vaccine and administration
- ▶ Proper coding and documentation
- ▶ Follow-up with collections/make sure being paid

# How to Maximize Reimbursement

- ▶ Increase volume
  - ▶ Not only increases profit when there is a per-dose margin, but since some costs are fixed, the last shot will be more profitable than the first.
- ▶ Know cash price for vaccines so, when not covered in your setting, you can give patient options.

# Control Expense

- ▶ Shop vaccine prices
- ▶ Use purchasing groups i.e. Atlantic Health Partners et. al.
- ▶ Buy directly from the manufacturers
  - ▶ Know the company policy for returning unused vaccines for credit

# Manufacturers and Vaccines

- ▶ Merck: [www.merckvaccines.com](http://www.merckvaccines.com)
  - ▶ Gardasil-9
  - ▶ Zostavax
  - ▶ Pneumovax-23
  - ▶ Hepatitis A (Vaqta)
  - ▶ Hepatitis B (Recombivax)

# Manufacturers and Vaccines

- ▶ Aventis (Sanofi-Pasteur):  
[www.vaccineshoppe.com](http://www.vaccineshoppe.com)
  - ▶ Adacel (Tdap)
  - ▶ Menactra (Meningitis A, C, Y, W-135)
  - ▶ Fluzone, Quadrivalent and High Dose
  - ▶ Yellow Fever
  - ▶ Typhim

# Manufacturers and Vaccines

- ▶ Pfizer: [www.pfizerprime.com](http://www.pfizerprime.com)
  - ▶ Prevnar-13
  - ▶ Trumemba (Meningitis B 3 dose)

# Manufacturers and Vaccines

- ▶ Glaxo Smith Kline: [www.gskdirect.com](http://www.gskdirect.com)
  - ▶ Bexsero (Meningitis B 2 dose)
  - ▶ Energix-B (Hepatitis B)
  - ▶ Havrix (Hepatitis B)
  - ▶ Fluarix and Flulaval (Influenza quadrivalent)
  - ▶ Tdap (Boostrix)
  - ▶ Shingrix

# Control Expense

- ▶ Avoid expiration (most vaccines have a two-year expiration date.)
- ▶ Monitor all aspects of expense to ensure continual profitability.
- ▶ Use standing orders (increase rates by 16-27%)
- ▶ Don't give uncovered vaccines without an ABN

# Coding/Billing—Commercial

- ▶ The largest commercial plans in AR and Marketplace plans cover ACIP-recommended vaccines with no deductible or co-pay.
- ▶ ICD 10 diagnosis code for immunizations—Z23
- ▶ CPT vaccine code—different for each vaccine
- ▶ CPT code for administering first vaccine—90471. For second and all other doses, given on same day—90472

Vaccine	CPT	Icd10	Approx. Cost* (*VCF)/dose	Est. Private Sector reimb.	MCR (DE ) reimb.
Influenza (IIV3 pres free)	90656	Z23	15.67	14-20	16
Influenza (IIV3) (Q codes)	90658-Q	Z23	14.41-15.77	12-16	12-16
Influenza, Hi dose ag, 65yr	90662	Z23	41	42	42
RIV3, Recomb DNA assay	90673	Z23	35.75		37.19
Influenza quadrivalent pf.	90686	Z23	16-18	19	19
PPSV23	90732	Z23	95	90	90
Tdap	90715	Z23	40-44	47	
Herpes Zoster (RZV)	90736	Z23	140		
PCV13	90670	Z23	180	181	181
Hepatitis B	90746	Z23	57	61	61
Meningococcal ACWY	90734	Z23	116-127	126	
Men B (2 or 3 dose sched)	90620,1	Z23	133-165	180	
HPV (9 valent)	90651	Z23	205	216	

# Vaccine Administration Codes/Fees

Medicare		AR Reimbursement
▶ Flu	G0008	\$18.71
▶ Pneumonia	G0009	\$18.71
▶ Hep B	G0010	\$18.71
▶ Others	90471	\$18.88

(If provider-based, the reimbursement is higher)

# Vaccine Administration Codes/Fees

## Commercial Insurance (CI)

- ▶ 90471      \$29.81 / \$28.09 (two major AR CIs)
- ▶ 90472      \$18.68 / \$14.15

# Vaccine Administration Codes/Fees

## Medicaid

- ▶ No fee for administration (90471 not billed)
- ▶ Vaccine CPT charge only

## Private Pay

- ▶ Vaccine charge
- ▶ 90471—may discount this fee

# Coding Vaccines

Vaccine	Average Cost	Average Reimbursement	Average Admin Reimbursement	Profit
Pneumovax-23	\$84.11	\$89.95	\$20	\$25.84
Prevnar-13	\$158.83	\$181.06	\$20	\$42.23
Influenza Quadrivalent	\$16.37	\$19.03	\$20	\$22.66
Influenza High Dose	\$41.22	\$42.72	\$20	\$21.50
Zostavax	\$202.46	\$214.20	\$20	\$31.64
Hepatitis A	\$57.36	\$63.88	\$20	\$26.52
Hepatitis B	\$40.43	\$61.48	\$20	\$41.05
Menactra	\$101.51	\$126.83	\$20	\$45.32
Bexsero	\$152.86	\$180.01	\$20	\$47.41
Gardasil-9	\$187.09	\$216.87	\$20	\$49.58
Tdap	\$30.65	\$47.00	\$20	\$36.35
Yellow Fever	\$140.66	\$148.31	\$20	\$27.65
Typhim	\$92.76	\$99.21	\$20	\$26.45

# Tips for Reimbursement for Commercial Plans and Medicare

- ▶ Diagnosis code all vaccines—Z23
- ▶ Know CPT for all vaccines—manufacturer
- ▶ All vaccines need correct CPT and admin codes.
- ▶ Administration code for C.I. for first dose is 90471 and for each subsequent dose on the same visit is 90472.

# Tips for Reimbursement for Commercial Plans and Medicare

- ▶ For Medicare, administration code is
  - ▶ G0008 for flu
  - ▶ G0009 for Pneumonia
  - ▶ G0010 for Hep B
  - ▶ Even if more than one immunization given on same day

# Tips for Reimbursement for Commercial Plans and Medicare

- ▶ If given same day as visit (I.e. 99213), use 25 modifier—99213-25 for visit and modifier 59 for vaccine and admin CPT (I.e. 90471-59 and 90686-59 (Q-flu))
- ▶ Submission through normal claims process—commercial insurance and Medicare part B for Flu, Pneumonia, Hep B

# Tips for Reimbursement for Commercial Plans and Medicare

- ▶ Medicare Part B
  - ▶ Tdap only covered if injury
  - ▶ Hep A not covered
  - ▶ Zoster not covered
  - ▶ Hep B covered only if high or intermediate risk
  - ▶ Flu and Pneumonia covered

# Part D

- ▶ To bill Medicare, use third party vendor—[www.mytransactRX.com](http://www.mytransactRX.com)
  - ▶ Check coverage and bill
  - ▶ Use ABN if in-office Zoster, Tdap, Hep A
  - ▶ ABN covers you if vaccine given prior and not on record or patient forgot (Medicare will not pay twice).

# AR Medicaid Vaccines Payable to Adults

CPT CODE	CODE DESCRIPTION	PAYABLE AGES
90581	Anthrax vaccine, for subcutaneous or intramuscular use ---payable for 18y & up	18 y & up
90620	Meningococcal recombinant protein and outer membrane vesicle vaccine, serogroup B (MenB-4C), 2 dose schedule, for intramuscular use	19y-25y
90621	Meningococcal recombinant lipoprotein vaccine, serogroup B (MenB-FHbp), 2 or 3 dose schedule, for intramuscular use	19y-25y
90630	Influenza virus vaccine, quadrivalent (IIV4), split virus, preservative free, for intradermal use ..to recipients who are not pregnant	19y-64y
90632	Hepatitis A vaccine (HepA), adult dosage, for intramuscular use	19y & up
90636	Hepatitis A and hepatitis B vaccine (HepA-HepB), adult dosage, for intramuscular use	19y & up
90647	Haemophilus influenzae type b vaccine (Hib), PRP-OMP conjugate, 3 dose schedule, for intramuscular use	19y & up
90654	Influenza virus vaccine, trivalent (IIV3), split virus, preservative-free, for intradermal use for healthy individuals who are not pregnant	19y-64y
90656	Influenza virus vaccine, trivalent (IIV3), split virus, preservative free, 0.5 mL dosage, for intramuscular use	19y & up
90658	Influenza virus vaccine, trivalent (IIV3), split virus, 0.5 mL dosage, for intramuscular use	19y & up
90660	Influenza virus vaccine, trivalent, live (LAIV3), for intranasal use ...	19y-49y
90662	Influenza virus vaccine (IIV), split virus, preservative free, enhanced immunogenicity via increased antigen content, for intramuscular use.	65y & up
90672	Influenza virus vaccine, quadrivalent, live (LAIV4), for intranasal use	19y--49y
90673	Influenza virus vaccine, trivalent (RIV3), derived from recombinant DNA, hemagglutinin (HA) protein only, preservative and antibiotic free, for intramuscular use	19y-49y
90674	Influenza virus vaccine, quadrivalent (ccIIV4), derived from cell cultures, subunit, preservative and antibiotic free, 0.5 mL dosage, for intramuscular use	19y & up

# AR Medicaid Vaccines Payable to Adults

CPT CODE	CODE DESCRIPTION	PAYABLE AGES
90675	Rabies vaccine, for intramuscular use	all ages
90676	Rabies vaccine, for intradermal use	all ages
90682	Influenza virus vaccine, quadrivalent (RIV4), derived from recombinant DNA, hemagglutinin (HA) protein only, preservative and antibiotic free, for intramuscular use	19y-49y
90686	Influenza virus vaccine, quadrivalent (IIV4), split virus, preservative free, 0.5 mL dosage, for intramuscular use	19y & up
90688	Influenza virus vaccine, quadrivalent (IIV4), split virus, 0.5 mL dosage, for intramuscular use	19 y & up
90707	Measles, mumps and rubella virus vaccine (MMR), live, for subcutaneous use	19y & up
90713	Poliovirus vaccine, inactivated (IPV), for subcutaneous or intramuscular use	19y & up
90714	Tetanus and diphtheria toxoids adsorbed (Td), preservative free, when administered to individuals 7 years or older, for intramuscular use	19y & up
90715	Tetanus, diphtheria toxoids and acellular pertussis vaccine (Tdap), when administered to individuals 7 years or older, for intramuscular use	19y & up
90734	Meningococcal conjugate vaccine, serogroups A, C, Y and W-135, quadrivalent (MCV4 or MenACWY), for intramuscular use	19y & up
90736	Zoster (shingles) vaccine (HZV), live, for subcutaneous injection	60y & up
90746	Hepatitis B vaccine (HepB), adult dosage, 3 dose schedule, for intramuscular use	19y & up
90747	Hepatitis B vaccine (HepB), dialysis or immunosuppressed patient dosage, 4 dose schedule, for intramuscular use	19y & up
90748	Hepatitis B and Haemophilus influenzae type b vaccine (Hib-HepB), for intramuscular use	19y & up
90756	Influenza virus vaccine, quadrivalent (ccIIV4), derived from cell cultures, subunit, antibiotic free, 0.5mL dosage, for intramuscular use	19y & up

# AR Medicaid Vaccines Payable to Adults

- ▶ Medicaid does cover Shingrix
- ▶ Prevnar?

# Zostavax Commercial

- ▶ [Checkcoveragenow.com](http://Checkcoveragenow.com)
- ▶ Similar to transactRX
- ▶ Can look at benefits and show to patient
- ▶ Submit through normal claims process

# Shingrix—Recombinant Zoster Vaccine

- ▶ CPT code 90750
- ▶ Admin code 90471
- ▶ Commercial insurance covers over age 50
- ▶ Medicare coverage depends on Part D plan
- ▶ No coverage on Part B

# Billing Examples

- ▶ Patient comes in only for high dose flu shot, Medicare or Medicare advantage
  - ▶ No physician visit
  - ▶ Bill 90662 and G0008

# Billing Examples

- ▶ If provider E/M visit, then bill:
  - ▶ E/M code appropriate level such as 99213-25  
G0008-59 and 90662-59
  - ▶ Do not use 99211 and vaccines unless patient is specifically having a separate service such as blood pressure adjustment etc.

# More Examples

- ▶ Patient comes in for Flu, Pneumovax, and Hep B with Medicare:
  - ▶ G0008, 90662, G0009, 90732, G0010, 90746
- ▶ If commercial then bill:
  - ▶ 90471, 90686 (quadrivalent), 90472 for 2 units, 90732, 90746
- ▶ Again, if with E/M then modifier 25 on E/M and modifier 59 on each administration and each vaccine

# In Summary

- ▶ Keys to financial success are measuring and controlling costs and maximizing reimbursement.
- ▶ Acquisition cost of vaccines is largest expense.
- ▶ Proper coding and billing produces maximum revenue and lowers costs.
- ▶ Financial success leads to higher immunization rates and a healthier Arkansas.

Q & A