

SATRO® 19 (2017) Program Detail

Cox	Cameron	MSOC	"Business Intelligence - Intelligent Business" <u>Goal:</u> to identify important data sources to effectively analyze the practice, given various practice objectives <u>Objectives:</u> 1) Understand important differences among data, analysis and presentation 2) Recognize differences in analytics 3) Review financial metrics, and apply analytics in a practice setting
Ewalt Vannoni	Kevin Susan	RadMax	"To Deny or Not to Deny (that is the question)" <u>Goal:</u> to educate others regarding insurance denials and how to both avoid and work them correctly for the benefit of radiation therapy practices <u>Objectives:</u> 1) To compare and contrast the various types of denials 2) To understand the various steps of the denial process 3) To outline best practices in order to reduce denials
Guidi Sherer	Teri Matt	OMCG First Health	"Benchmarks for Radiation Operations from the NHOBS® Survey" <u>Goal:</u> to provide radiation oncology administrators with useful and important real data on staffing, throughput, and equipment, to benchmark their own programs against peers, to assess efficiency of operations, and to defend requests for staff and equipment <u>Objectives:</u> 1) Participants will be able to compare their staffing levels with other radiation centers 2) Participants will be able to compare their treatment volumes and mix with other radiation centers 3) Participants will be able to determine how fully their treatment machines are utilized
Huddleston	Eva	Varian	"Washington Health Policy and Reimbursement Update" <u>Goal:</u> to provide attendees with a snapshot of legislative and reimbursement trends <u>Objectives:</u> 1) Brief overview of radiation oncology related legislation 2) Discussion of changes in radiation oncology reimbursement 3) Discussion of potential future reimbursement trends
Lively Hugh	Linda James	AMAC	"Transitioning with the Times: Radiation Oncology Reimbursement Policies, Today and Tomorrow" <u>Goal:</u> this will be a review and overview of current and future compliance policies and reimbursement regulations that impact radiation oncology practices <u>Objectives:</u> 1) Provide an overview of current reimbursement and regulatory policies impacting radiation oncology practices 2) Review best practices in coding compliance, documentation and self-monitoring 3) Discuss expectations and challenges for 2017 and beyond

Mantz	Constantine	21st Century	"Innovative Payment Models in Radiation Oncology"
			<p><u>Goal:</u> to describe a method of bundled payment in radiation oncology as a substitute for fee-for-service payments & to describe cost and quality outcomes under such a model</p> <p><u>Objectives:</u></p> <ol style="list-style-type: none"> 1) To introduce a new method of payment for radiation therapy services 2) To discuss implications of this model for APMs in radiation oncology 3) To relate cost savings for providers and payers under such a model
Morrow	Karna	Coding Strategies	"The ABCs of MACRA Value-Based Reimbursement"
			<p><u>Goal:</u> to identify the impact of MACRA and the next steps a practice must take in order to achieve success</p> <p><u>Objectives:</u></p> <ol style="list-style-type: none"> 1) To review the key components of the Quality Reimbursement Programs 2) to compare the available options and progressive participation in 2017 3) to outline the next steps necessary to ensure successful participation
Pewitt LoBue	Mandy Robert	RBS	"Put Your Front-End Processes on the Fast-Track"
			<p><u>Goal:</u> to provide proven tools and metrics to enhance front-end processes that will lead to improved A/R performance</p> <p><u>Objectives:</u></p> <ol style="list-style-type: none"> 1) To discuss common issues and obstacles with authorization and pre-certifications 2) To provide suggestions for improving authorization lead times and outcomes 3) To present strategies for improved patient financial counseling
Townley	Edward	Cogent9 Consulting	"Integrating the Revenue Cycle into Radiation Oncology Practices"
			<p><u>Goal:</u> to identify the basic steps and processes in the health care revenue cycle, the process of care for radiation oncology and to examine the overlap and critical intersections of these two processes that have a direct impact on revenues and patient satisfaction</p> <p><u>Objectives:</u></p> <ol style="list-style-type: none"> 1) To understand the crucial role of the financial counselor in accurate cost estimates and preauthorization, and development of cooperative and updated code list work tools 2) To explore the creation of a multidisciplinary Revenue Cycle Team including business office staff as well as clinical team members, to identify and correct issues affecting revenue 3) To recognize the dual role management duties of the Chief Therapist in charge capture, audit and reconciliation, with options for delegation of charge capture reviews 4) To foster cooperation between clinical and administrative teams in an active denial management process
Hugh Pewitt Townley	James Mandy Edward		"Expert Billing and Coding Panel"
			<p><u>Goal:</u> to review billing and questions submitted by attendees, in advance of the meeting, as well as contemporaneously</p> <p><u>Objectives:</u></p> <ol style="list-style-type: none"> 1) to review and reinforce correct billing and coding procedures and protocols 2) to review coding and reimbursement changes implemented for 2017 3) to review documentation requirements necessary to meet current compliance standards

