

Ultrasound Access Coalition

Background and Data Request

Purpose

- Introduce the Ultrasound Access Coalition (UAC)
- Provide background on UAC activity
- Request for your support

Presenters:

- Dr. Thad Waites, American College of Cardiology
- Dr. Kurt Schoppe, American College of Radiology
- Tim Trysla, Alston & Bird

UAC Members – Cross-Industry Stakeholders

Managed by Alston & Bird, the coalition includes:



Overview of UAC

- Formed September 1, 2018 to represent a cross-industry coalition of imaging stakeholders in response to proposed cuts to physician reimbursement for ultrasound services.
- UAC successfully prevented a **\$112 million reduction** in reimbursement for ultrasound services for 2019.
- **However**, this is a *delay* only – CMS has indicated these (and additional) cuts will go into effect **as early as 2020** absent any additional information from our Coalition and other stakeholders.

The Potential Impact

- Estimated year 1 cut: **9%**
- Estimated cumulative cuts by year 4: **40%+**

| Impact on Selected Ultrasound Code RVUs | | | | |
|-----------------------------------------|----------------------------|---------|-----------|--------------|
| CPT Code | Description | Current | Projected | Reduction |
| 76536 TC | US Exam of Head and Neck | 2.51 | 1.45 | 42.2% |
| 76830 TC | Transvaginal US Non-OB | 2.48 | 1.51 | 39.1% |
| 93306 TC | TTE with Doppler, Complete | 3.80 | 2.27 | 40.2% |
| 93970 TC | Extremity Study | 4.52 | 2.86 | 36.8% |

We Need Your Help

- *We need to guide repricing of the ultrasound rooms:*
 1. **Identify appropriate paid invoices** for the ultrasound room equipment; *quotes are **not** acceptable.*
 - Current general ultrasound room price: \$369,945
 - Current vascular ultrasound room price: \$466,492
 2. **Provide context** around the pricing of the equipment.
 - It would be useful for CMS to have information on purchasing patterns and the differences between physician and hospital purchasing.

CMS-Approved Components of the US & Vascular US Rooms

| General Ultrasound Room Equipment List (\$369,945) | Estimated Price | Vascular Ultrasound Room Equipment List (\$466,492) | Estimated Price |
|----------------------------------------------------------------------|-----------------|-----------------------------------------------------|-----------------|
| GE Logic 9 ultrasound system | \$220,000 | General Ultrasound Room | \$369,945 |
| transducer, 3-8MHz matrix array convex | 18,000 | Nicolet VasoGuard P84 | 35,712 |
| probe starter kit for H40412LC: bracket, needle guides, probe covers | 650 | Nicolet Pioneer TC 8080 | 57,340 |
| transducer, 5-13MHz linear matrix array | 18,000 | Atrium Medical Vaslab | 3,495 |
| probe starter kit for H40412LD: bracket, needle guides, probe covers | 650 | | |
| transducer, 4-10MHz micro convex probe | 12,000 | | |
| transducer, 4-10MHz probe | 11,000 | | |
| transducer, 2-5MHz probe | 10,000 | | |
| software, B-flow | 12,500 | | |
| software, DICOM | 5,500 | | |
| software, LOGIQ View | 8,000 | | |
| VHS video recorder | 4,900 | | |
| digital printer | 6,500 | | |
| monochrome thermal printer | 1,995 | | |
| ultrasound table | 5,250 | | |
| compound imaging | 35,000 | | |

Request for Invoices

- Must be a **recent paid invoice**, preferably from a physician office or imaging center.
 - “Recent” – purchased in the last 3 to 5 years (although older invoices may be accepted)
 - “Invoice” – quotes are not accepted by CMS
- **All submissions will be confidential.**
 - Identifying information about the buyer will be redacted before sharing with CMS.
 - *You may also redact this information before sharing with us, if confidentiality is a concern.*
- Please **submit** invoices by email to invoices@acr.org by **March 4, 2019**.
 - In the body of the email, please indicate if we may contact you to follow up with any questions about your submission.

Guidelines

- Submitted invoices MUST display:
 - Purchase date
 - Supplier/manufacturer
 - Clearly identified item (unrelated/non-pertinent items will be redacted)
 - Price of the product ***including the discount, if applicable***
 - Quantity purchased
- Equipment items do not need to be on the same invoice or purchased at the same time.
- Comparable items to the current US and vascular US room components are acceptable.
 - Item(s) must be *typical* of the equipment used for ultrasound procedures.

Thank You!

If you need any additional information or if you have any questions, contact:

James Vavricek, American College of Cardiology, jvavricek@acc.org

Stephanie Le, American College of Radiology, sle@acr.org

Tim Trysla, Alston & Bird, tim.trysla@alston.com

Brian Lee, Alston & Bird, brian.lee@alston.com