CONSIDERATIONS FOR ONBOARDING NEW RETINA DRUGS
HEATHER THOMAS, OCSR
Practice Administrator at Retina Vitreous Consultants
Pittsburgh, PA

Financial Disclosures:
- Apellis Pharmaceuticals: Advisory Board, Speaker
- Cardinal Health: Speaker
- Coherus BioSciences: Advisory Board
- Iveric Bio: Advisory Board

EDUCATION
- Educate staff on disease state, drug treatments available, dosing & delivery, etc.
  - Develop a new drug check list that identifies key steps & staff

ACQUIRING DRUG
- Know your resources to order
  - Medicare FFS: Buy & Bill
  - MA or Commercial: Do they require Specialty Pharmacy?
  - Consider an inventory tracking system

NEED
- Identify patient population, disease burden, etc.
  - Consider prioritizing patients with traditional Medicare & a Supplement before moving on to MA or Commercial plans

DOCUMENTATION
- Identify payer requirements and consider what the company policy will be
  - Disease state
  - Imaging
  - Clinical notes
  - Who will update EMR system?

PAYER LANDSCAPE
- Research payer policies
  - Benefits Investigations (BI)
  - Prior Authorizations (PA)
  - Step Edits
  - Create a tracking system and assign necessary staff

BILLING
- Know the requirements for submitting a clean claim
  - Drug Administration
  - NDC vs permanent J-code
  - Correct NDC
  - NPIs
  - TaxID
  - Correct CPT-10 code

MAKE A PLAN

EDUCATION
- Educate staff on disease state, drug treatments available, dosing & delivery, etc.
  - Develop a new drug check list that identifies key steps & staff

ACQUIRING DRUG
- Know your resources to order
  - Medicare FFS: Buy & Bill
  - MA or Commercial: Do they require Specialty Pharmacy?
  - Consider an inventory tracking system

NEED
- Identify patient population, disease burden, etc.
  - Consider prioritizing patients with traditional Medicare & a Supplement before moving on to MA or Commercial plans

DOCUMENTATION
- Identify payer requirements and consider what the company policy will be
  - Disease state
  - Imaging
  - Clinical notes
  - Who will update EMR system?

PAYER LANDSCAPE
- Research payer policies
  - Benefits Investigations (BI)
  - Prior Authorizations (PA)
  - Step Edits
  - Create a tracking system and assign necessary staff

BILLING
- Know the requirements for submitting a clean claim
  - Drug Administration
  - NDC vs permanent J-code
  - Correct NDC
  - NPIs
  - TaxID
  - Correct CPT-10 code