



**CONSIDERATIONS FOR  
ONBOARDING NEW  
RETINA DRUGS**  
HEATHER THOMAS, OCSR

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

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**MAKE A PLAN**

**EDUCATION** 


Educate staff on disease state, drug treatments available, dosing & delivery, etc.

- Create a new drug check list that identifies key steps & staff

**NEED** 


Identify patient population, disease burden, etc.

- Consider prioritizing patients with traditional Medicare & a Supplement before moving on to MA or Commercial plans

**PAYER LANDSCAPE** 


Research payer policies:

- Benefits Investigations (BI)
- Prior Authorizations (PA)
- Step Edits
- Create a tracking system and assign necessary 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

**DOCUMENTATION** 

Identify payer requirements and consider what the company policy will be.

- Disease state
- Imaging
- Clinical notes
- Who will update EMR system?

**BILLING** 

Know the requirements for submitting a clean claim:

- Drug Administration
- NOC vs permanent J-code
- Correct NDC
- Modifiers
- Units
- Correct ICD-10

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THANK YOU



Heather Thomas, OCSR  
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