

GCMAS Reimbursement Council

Discussion on Reimbursement
Solutions for Clinical Gait Analysis

Goal

- **Goal:** Gather strategies to improve reimbursement/financial support for clinical gait analysis services
- Multiple questions were forwarded by email – use this as a structure for our conversation
- Focus on strategies that have worked or that have been recommended
- Margaret Perryman, GCSHC, 2005 GCMAS Clinical Symposium presentation

Next Steps

- Gather the ideas discussed today
 - Post on GCMAS website
 - Forward to GCMAS clinical gait lab list
 - Determine if there is a strategy that we can work on as a committee/GCMAS society

Strategies for Attaining Reimbursement for Clinical Gait Analysis

1. CARVE-OUTS or other tools?
 - Meet with **payer contracting staff** at hospital
 - Discuss ability to input modify these contracts to include gait analysis
- **GOAL:** gain a better understanding of our options to improve coverage for motion analysis services based on your institutions payer mix

2. COSTS of Gait Analysis

- Meet with **financial analysts**
- Ask for a cost analysis of major procedures
- **GOAL:** Gain a better understanding of the impact of the cost of gait analysis on reimbursement – is this a good idea

3. Insurance Company/State Coverage Policy

- Meet with contacts at insurance companies or state representatives to determine options to adjust policy
- Ask if evidence in the peer review literature matters?
- **Goal:** Gain a better understanding of whether we (GCMAS) can make change to insurance company policy at the local or national level or not

Other Ideas

- **Build Relationships Internally**
 - Become indispensable to many hospital departments
 - Increase the number of internal advocates
 - Meet with your institution foundation people
- **Build Relationships Externally**
 - The more people aware of the clinical utility of gait analysis, the more people who will refer their patients
 - Increased potential for financial support for gait analysis – philanthropic support
- **Build Additional Applications for Gait Analysis**
 - increase clinical applications/need for clinical gait analysis

Solutions for Funding Clinical Gait Analysis

- May need to be multiple
 - Insurance
 - Develop an appeal process
 - Peer to peer conversations during appeals
 - Fee for service
 - Bundling billing with orthopaedic surgery
 - Institutional and Foundation and Philanthropic funding

Solutions (external)

- Consortiums/society for specific diagnosis to fund gait analysis by diagnosis
 - UCP
 - CMT consortium
 - MDA
- Working with state (CMS – Children’s Medical Services) who set policy for children’s medical services
 - start with county and moving towards state level –
 - conversation, written proposals on rate of payment for direct cost of services (involve medical director if possible)

Solutions to Increase Awareness of Other Benefits of Gait Analysis Facilities

- Emphasizing benefit of research publications for MD's
- Expand research applications using motion analysis
- Education – medical providers and students both internal and external
- Organizing lab priorities: research, education, clinical gait analysis

Please Consider Joining

- GCMAS Reimbursement Council
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