### Demonstrating your worth: Strategies towards an economic analysis of athletic training services

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# **Objectives**

What are you "worth"?

- · Characterizing your clinical practice
- · The role of documentation

What type of information should you collect and track?

- · General patient information
- Specific codes: ICD-9/ICD-10 (dx), CPT (tx)
- Important resources: fee schedules (state, federal)

Strategies to collect, organize, and analyze your information

- Spreadsheet software: basic and helpful functions
- Electronic medical record: CORE-AT EMR

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### You are only worth what you document

Administrators and stakeholders rely on evidence to make decisions

• Evidence is often in the form of numbers... administrators and stakeholders <u>love</u> numbers!

Not all numbers are created equal

- Number of hours worked is not good enough
- Need to demonstrate what you are <u>doing</u> during your work hours

So, what information should be collected?

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# **Characterizing your practice**

Basic components of your clinical practice

- Patient characteristics
- Treatment characteristics
- Value characteristics

Documenting your practice: the good news...the bad news...

- In theory, this should <u>not</u> be <u>extra</u> work on your part
- But comprehensive documentation requires diligence

### **Patient Characteristics**

### Patient demographics

- Who are you providing service for?
  - ✓ Age
  - ✓ Gender
  - ✓ Sport

- <u>Injuries, diseases, conditions</u>What are you providing service for?
  - ✓ Diagnoses
  - ✓ Coding: International Classification of Diseases (ICD)

### **Patient Characteristics**

### ICD codes: A quick review

- International diagnosis coding system published by WHO
- Revised periodically: ICD-9\*/ ICD-10/ICD-11
- Allows for comparability across medical disciplines world-wide

### A sample of knee ICD-9 Codes

ICD-9 Code	Description
836.3	Dislocation / Subluxation Patella
719.46	Knee Pain
836.2	Meniscus Tear, Acute
718.00	Meniscus Tear, Chronic
726.64	Patellar Tendonitis
844.9	Sprain / Strain, unspecified thigh, distal end
844.0	Sprain LCL
844.1	Sprain MCL
844.2	Sprained Cruciate Ligament
733.95	Stress fracture, unspecified
726.00	Tondinitie unangeified

### **Treatment Characteristics**

- How much time do you spend providing care?
  - ✓ Per treatment: 15 minutes = 1 unit
  - ✓ Per patient case: intake to discharge

### Amount of care

- How often do you see a patient?
  - ✓ Number of visits from intake to discharge

### Type of treatment

- What type(s) of care are you providing?
  - ✓ Procedures and treatments
  - ✓ Coding: Current Procedural Terminology (CPT)

### **Treatment Characteristics**

### CPT codes: A quick review

- Treatment coding system maintained by the American Medical Association (AMA)
- The U.S. standard: mandated by Centers for Medicare and Medicaid Services (CMS) and HIPAA
- Revised periodically: CPT 2010\*
- Enhances communication of medical services across disciplines

### **Common AT-related CPT codes**

CPT Code	Description
97005	Athletic Trainer Evaluation
97006	Athletic Trainer Re-Evaluation
97010	Hot or Cold Packs
97014	Electrical stimulation
97016	Vasopneumatic Devices
97022	Whirlpool
97026	Infrared
97033	Iontophoresis
97034	Contrast Bath
97035	Ultrasound
97110	Therapeutic exercise (procedure)
97112	Neuromuscular reeducation
97113	Aquatic Therapy
97116	Gait Training
97124	Massage
97140	Manual therapy techniques
97530	Therapeutic activities ("ing" code)
97750	Physical performance test or measurement

### **Value Characteristics**

### Quality of care

- Are your patients getting better due to your care?
  - ✓ Clinical outcomes assessment
  - $\checkmark$  Clinician-based vs. patient-based outcomes

### Cost of care

- How much care do you provide to your school?
  - √ Fee schedules
    - > State: AZ Physician Fee Schedule
    - > Federal: Centers for Medicaid and Medicare Services (CMS)

### **Value Characteristics**

### Fee Schedule

- Fees for medical services
- Updated annually
- Established on state and federal levels

### State: AZ Physician Fee Schedule

- Established by the Industrial Commission of Arizona
   www.ica.state.av.us/Pierter/Enchanted Commission of Arizona

- Federal: CMS Fee Schedule

  CMS "base rates" set the lowest acceptable rates for medical services rendered

## **2011 AZ Physician Fee Schedule**

CPT Code	<u>Description</u>	Cost per unit	
97005	Athletic Trainer Evaluation	\$	89.00
97006	Athletic Trainer Re-Evaluation	\$	60.00
97010	Hot or Cold Packs	\$	15.00
97014	Electrical stimulation	\$	24.00
97016	Vasopneumatic Devices	\$	25.00
97022	Whirlpool	\$	27.00
97026	Infrared	\$	17.00
97033	Iontophoresis	\$	34.00
97034	Contrast Bath	\$	23.00
97035	Ultrasound	\$	41.00
97110	Therapeutic exercise (procedure)	\$	41.00
97112	Neuromuscular reeducation	\$	41.00
97113	Aquatic Therapy	\$	39.00
97116	Gait Training	\$	33.00
97124	Massage	\$	38.00
97140	Manual therapy techniques	\$	41.00
97530	Therapeutic activities ("ing" code)	\$	44.00
97750	Physical performance test or measurement	\$	52.00

### 2012 CMS (Federal) Fee Schedule N/A N/A 97005 97006 97010 <u>Description</u> Athletic Trainer Evaluation Athletic Trainer Re-Evaluation Hot or Cold Packs N/A Electrical stimulation Vasopneumatic Devices Whirlpool 97014 97016 97022 22.12 97026 97033 Infrared Iontophoresis 5.79 30.63 Contrast Bath Ultrasound Therapeutic exercise (procedure) Neuromuscular reeducation 97034 17.02 12.25 30.63 32.00 97035 97110 97112 97113 97116 Aquatic Therapy Gait Training 40.85 27.23 Massage Manual therapy techniques Therapeutic activities ("ing" code) 97124 25.19 97140 97530 28.59 Physical performance test or measurement \$ 97750

## **Collecting and analyzing**

### Spreadsheet software

- Excel
  - ✓ Organizing your spreadsheet
  - ✓ Using basic functions to analyzing your data
- Good alternative: OpenOffice (openoffice.org)
  - $\checkmark$  Free, open source software

### Electronic Medical Record

- Several options available
- Does it include a way to compile and analyze data for you?
  - ✓ CORE-AT EMR (coreat.org)

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## **Excel: Organization**

- Each column should be one variable
  - · For example:
    - ✓ Gender
    - ✓ Sport
    - ✓ Injury
    - ✓ Treatment
- Consider using multiple spreadsheets
  - · For example:
    - ✓ Patient demographic sheet
    - ✓ Evaluation sheet
    - ✓ Treatment sheet

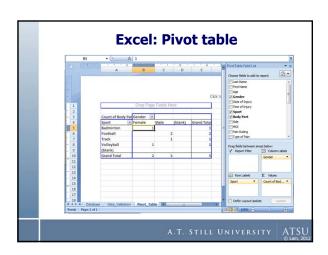
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### **Excel: Basic functions**

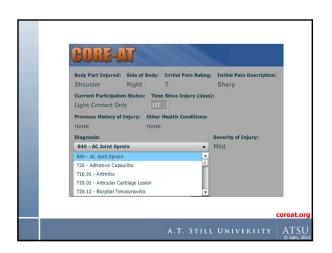
- Data Validation
  - ✓ Drop-down menus for stock variables (eg, gender: male, female)
- Pivot Table
  - ✓ Basic reports
- Mathematical functions
- ✓ Frequency counts (sum)
  - ✓ Averages (avg)
  - ✓ Calculations between columns (eg, multiplication)
- Use YouTube as a source for concise tutorials

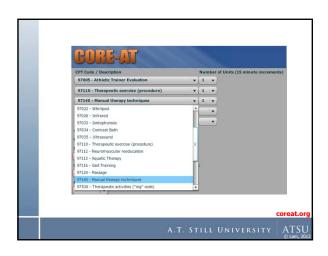
# **Excel: Drop-down menus**



# Remember: you are worth what you document ✓ EMRs can be a 2 for 1 ✓ A good EMR will allow for comprehensive clinical documentation as well as analyses of clinical practice characteristics









Summary
You are worth what you document
■ Essential components to capture in your documentation  ✓ ICD (version 9, 10, or 11) codes: diagnosis  ✓ CPT codes: treatments and procedures  ✓ Fee schedules: AZ Physician, CMS
<ul> <li>Find a system that works for you</li> <li>✓ Start simple: Excel, OpenOffice</li> <li>✓ Transition to an EMR for automated/complex analyses</li> <li>➤ Visit coreat.org for demo account</li> </ul>
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