

Partnering to Immunize Our Children and Families

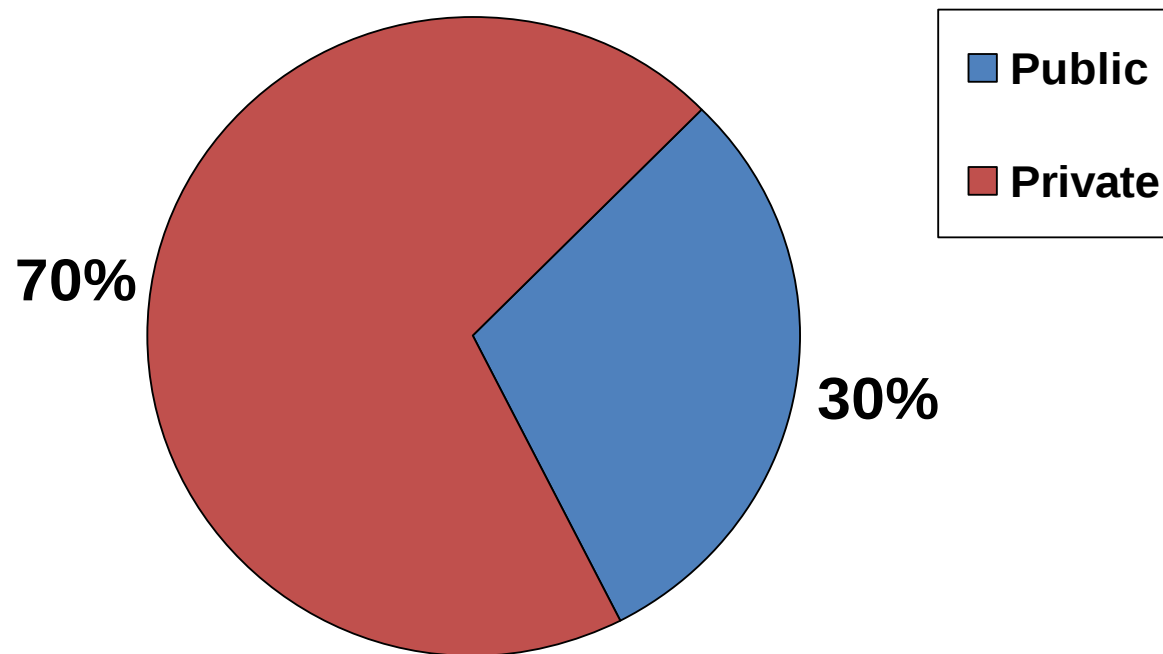


TAPI: Public Private Partnership

- Governor's Office of Women & Children
- Arizona Association of Community Health Centers
- Arizona Children's Action Alliance
- Schaller Anderson
- Blue Cross Blue Shield
- Arizona Medical Association
- Arizona Health Care Cost Containment System
- Maricopa County Community Health Nursing
- Pima County Health Department
- Flinn Foundation
- BHHS Legacy
- Mercy Care
- Arizona Department of Health Services, Bio-Terrorism
- AHCCCS
- Scientific Technologies Corporation
- Phoenix Fire Department
- Arizona Academy of Pediatrics
- Health Logic
- Health Services Advisory Group
- Arizona Pharmacy Association
- Banner Health
- ASU College of Nursing
- Care 1st Health plan
- AZ State Division of Developmental Delays
- Health Links, Phoenix Day
- Arizona State Immunization Information System
- Arizona Family Practice Association
- Arizona Osteopathic Medical Association
- CIGNA Health Plan
- Phoenix Health Plan
- SCAN Health Plan
- Governor's Council on Aging
- United Health Care
- Mesa Fire Department
- GlaxoSmithKline
- Sanofi Pasteur
- Medimmune
- Merck
- Novartis

Active Health Leadership working in trusted relationships

Private Sector Physicians Give Nearly 3/4 of Children's Shots

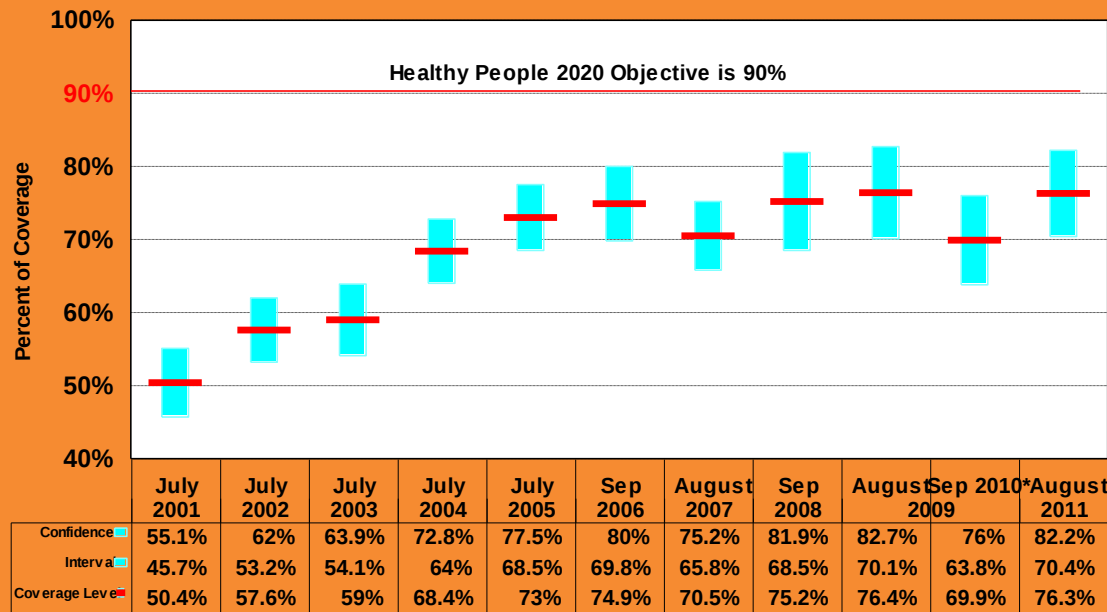


Source: Arizona Department of Health Services

Making System Change

Arizona National Immunization Survey Results

Children 19 to 35 Months Old with 4 DTaP, 3 Polio, 1 MMR, 3 Hib, 3 Hep B, and 1 Varicella



Month and Year of NIS Data Release

*Please note: Hib vaccine shortage is reflected in the September 2010 coverage level for 4 DTaP, 3 Polio, 1 MMR, 3 Hib, 3 Hep B and 1 Varicella.

Prepared by Arizona Immunization Program Office, Assessment Unit. Based on National Immunization Survey Data.

Working in partnership =

50% coverage level increase to 75% for babies

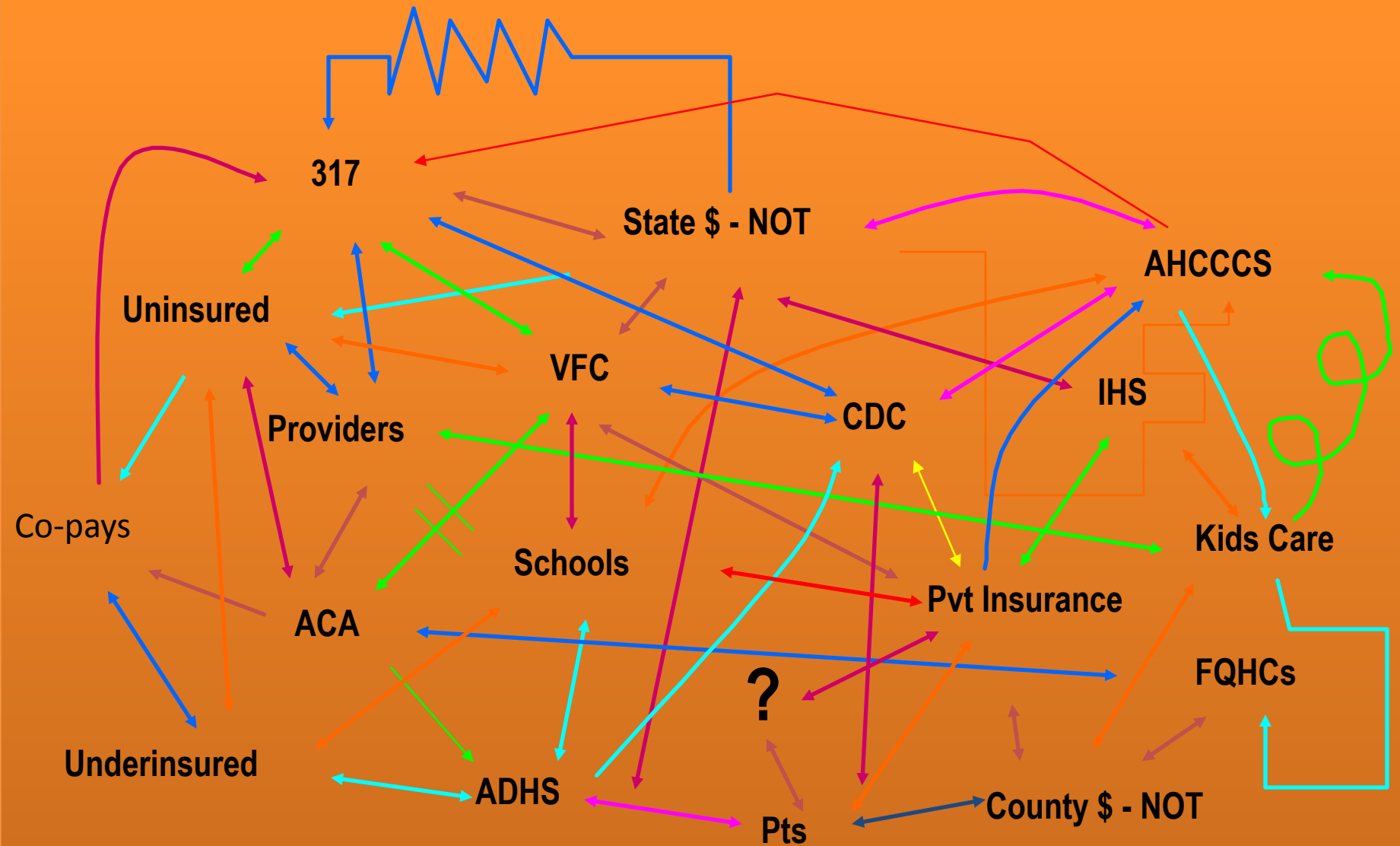
The Ultimate System Change...

What to expect with Affordable Care and
vaccines...

Affordable Care Act...

- Plans must provide first dollar coverage for preventative services including vaccines.
- Pressure to decrease Federal spending so the funding can shift to new coverage.
 - No federally funded vaccine to privately insured kids even at the health department
 - VFC vaccine for underinsured kids at a community health center or deputized clinic.

Immunization Financing System



-Dr. Bob England, Maricopa County

Solutions: Vaccine Congress I, II & III...



**Arizona Vaccine Congress III
May 14, 2012
Agenda**

8:00-9:00 Registration Continental Breakfast - Meet and Greet
9:00-9:10 Opening Session Welcome: Arturo Gonzalez, MD, FAAP, AzAAP President
9:10-9:20 Doug Campos Outcalt, MD, ACIP (invited)
9:20-9:35 Vaccine Funding Changes in Public Health,
Patty Gast, ADHS

Immunization/Vaccine Delivery System Overview

- ❖ 9:35-9:50 Vaccines in County Health Departments
Dr. Bob England (15 minutes)
- ❖ 9:50-10:00 Billing in Public Health/Physician Surveys
Jennifer Tinney (10 minutes)
- ❖ 10:00-10:15 The Cost of Providing Vaccines in AZ Practices
Mike Perlstein, MD (15 minutes)
- ❖ 10:15-10:30 Vaccine Legislation 2012
Representative Nancy McLain and Representative Debbie McCune Davis
15 minute break
- ❖ 10:45-11:00 Summary of Gaps and Potential risks to AZ kids
AD Jacobson, MD, TAPI President (15 minutes)

Setting the Stage for Proposed Solutions

- ❖ 11:00-11:15 Vaccine Association Proposal for Universal or Group Purchase State
David Childers, AHIP (15 minutes)
- ❖ 11:15-11:30 Immunization Coverage Goals for AHCCCS Health Plans (Assessment)
Marc Leib, MD (15 minutes)
- ❖ 11:30-11:45 HEDIS Immunization Measures
Karlene Wenz, AHIP (15 minutes)
- ❖ 11:45-12:00 Payment Initiatives with Vaccine Manufacturers
Phyllis Arthur, BIO (15 minutes)
- ❖ 12:00-12:30 Dialog on Proposals for Immunization Best Practice in Arizona
Panel Moderated by Will Humble, ADHS (30 minutes)
AHIP AzAAP
BIO ArMA
Health Officers AHCCCS

Brief Questions and Answers During Each Segment

12:30-2:00 Lunch with Round Table Discussion

- o Proposed Immunization Funding Solutions
- o Avoiding Potential Gaps in Immunization Coverage

2:00-2:30 Recap and Action Items
2:30-3:00 Closing Remarks

Over 80 health organizations
Set recommendations to
improve rates

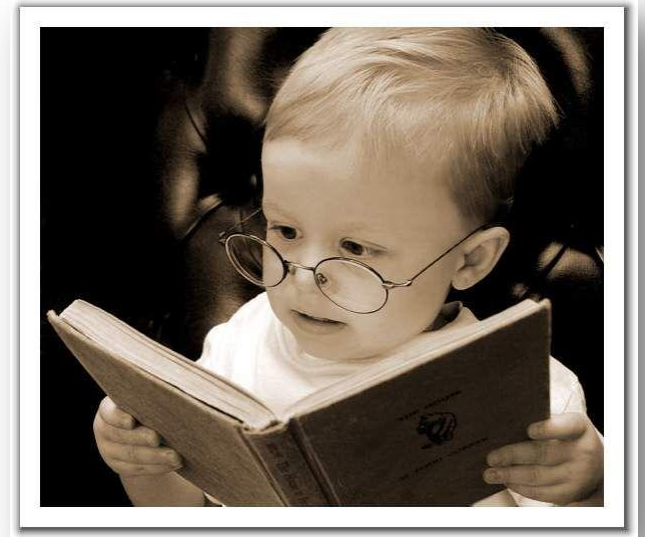
- Counties to bill for shots
- Increase reimbursement rates to private sector
- Train Providers on Business Practice

Tell the Story with Data...

In Arizona, like much of the country, we have a broken vaccine system

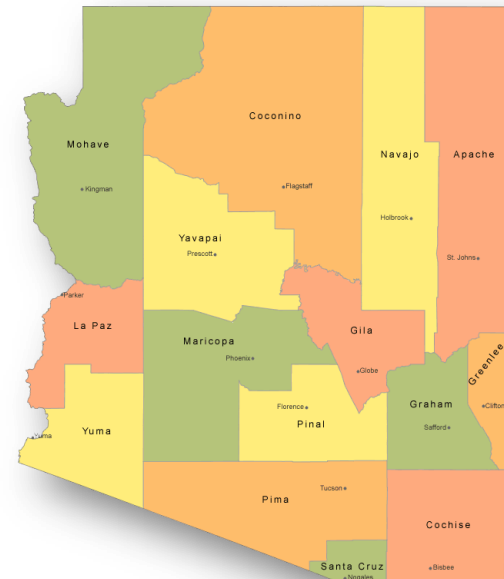
- private sector payments are inadequate to cover cost
- public health funding cuts prevent some from getting shots

Need Measurable outcomes tied to economics



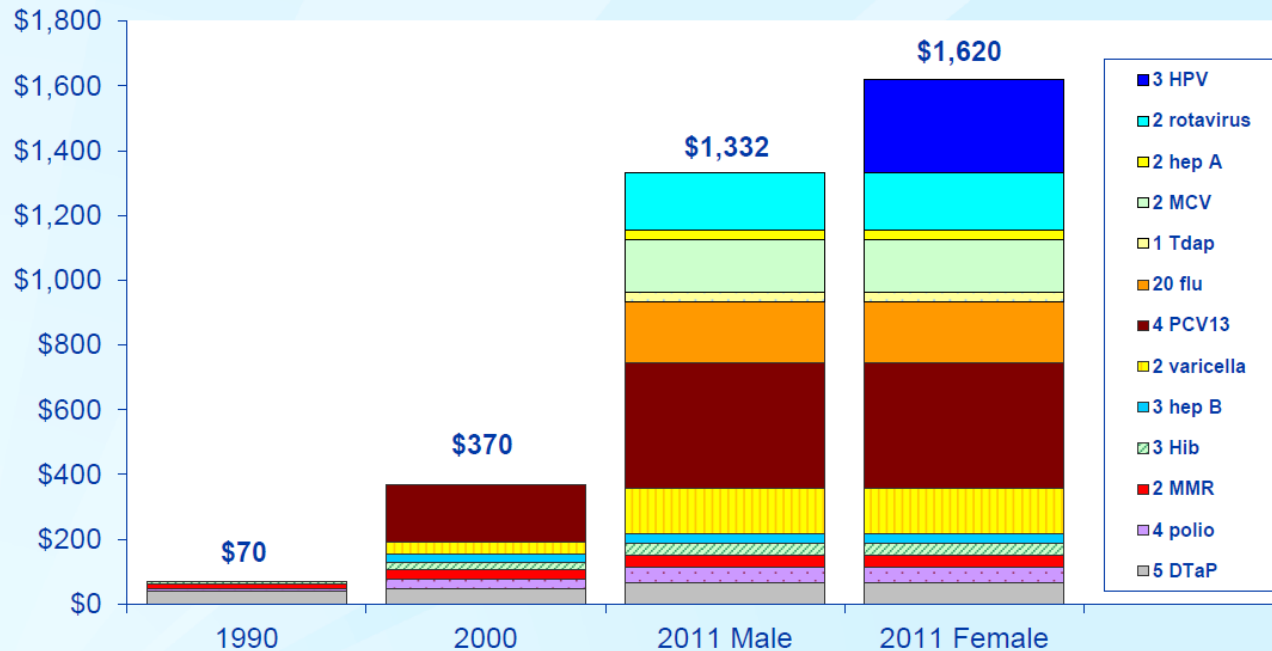
AZ Public Health has Gaps...

- \$0 in state funding to health depts for immunizations
- Statute requires counties provide immunizations at no cost
- Insured kids Cost County Health \$1.79 million per year (public price)
- Average LHD funding per person = \$34
Maricopa = \$3.50 (4 million residents)



Cost of Vaccination...

Cost to Vaccinate One Child with Vaccines Universally Recommended from Birth Through 18 Years of Age: 1990, 2000, and 2011



2011 represents minimum cost to vaccinate a child (birth through 18); exception is no preservative influenza vaccine, which is included for children 6-47 months of age.

HPV excluded for boys because it is not routinely recommended by the ACIP.

Federal contract prices as of February 1, 1990, September 27, 2000, and April 1, 2011.

Problem: Rising Cost of Vaccines

- 44% percent of private practice overhead in vaccine stock
- Offices need to be paid 120% of retail cost to cover the expenses



Thousands of \$ in vaccine

*Cost calculators
developed by AzAAP*

Private Physicians

Some potential problems...

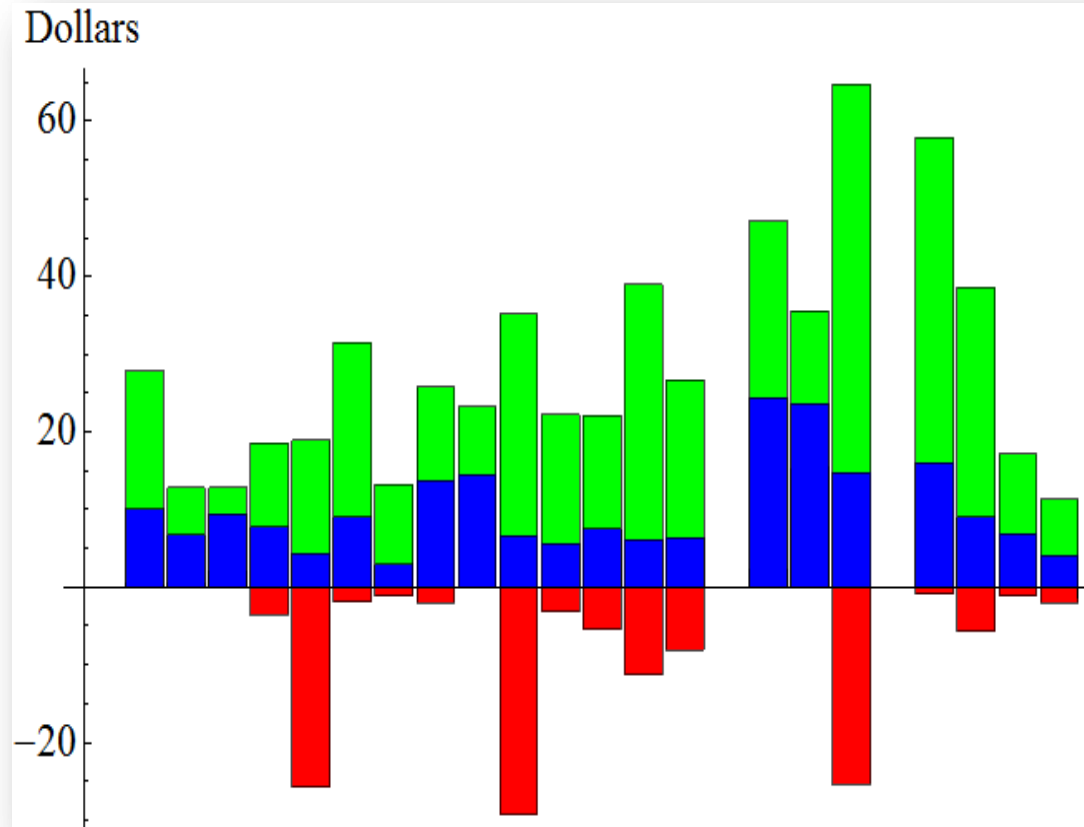
1st Dollar Coverage does not mean adequate payment to providers

Local Profit/Loss on Vaccine Acquisition:

- Profit
 - 2 of 10 Practices
 - Range: \$28 - \$37 per child
- Loss
 - 8 of 10 Practices
 - Range: **\$10 - \$227** per child
- There are 6 health plans with which **every** practice loses money

Insurance Payments vs. Vaccine Cost

Net Yield:
Insurance
payment
minus
vaccine
purchase
price in
dollars



Legend:
Green
max yield
Blue
average yield
Red
min yield

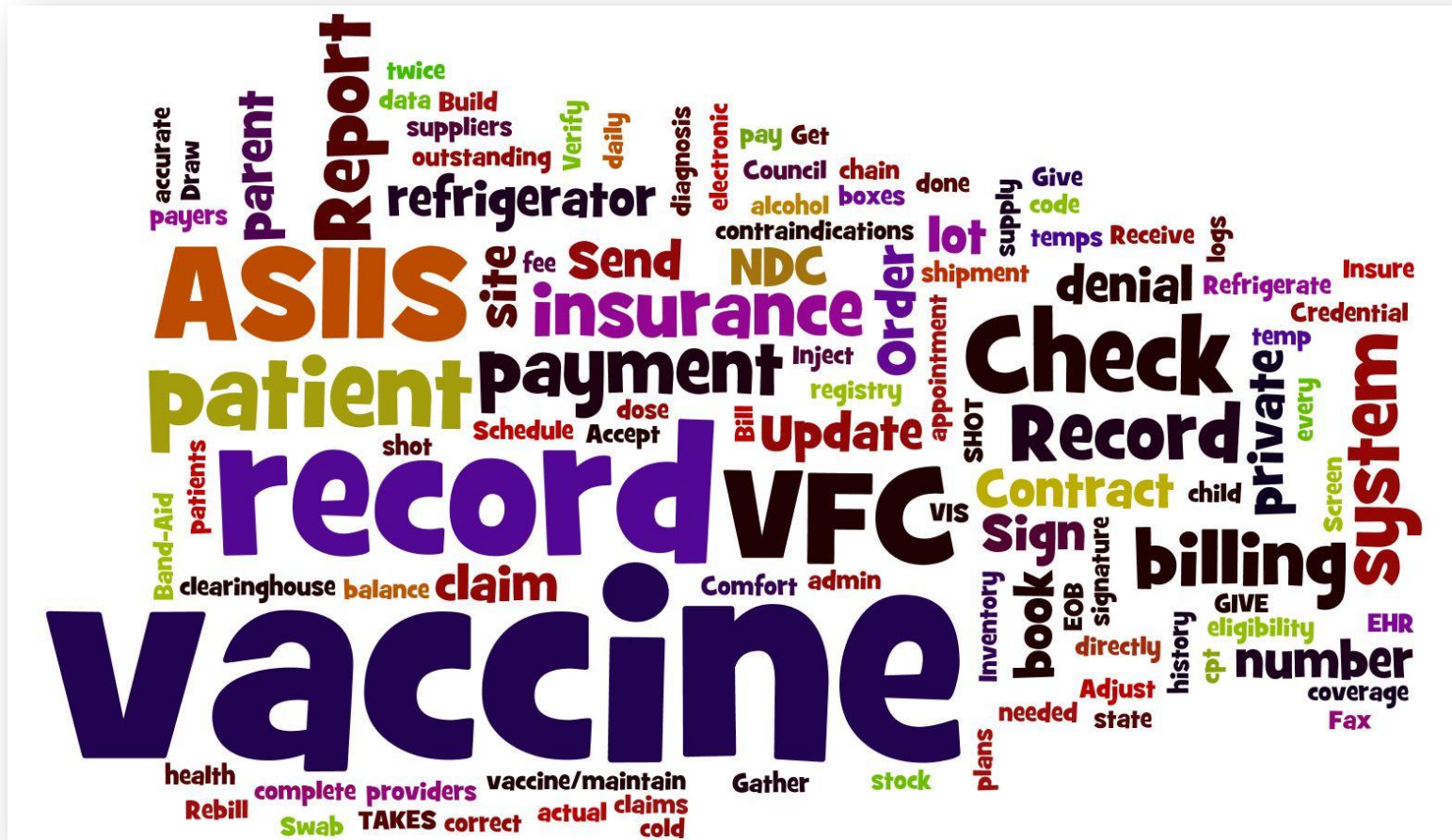
Payments
below cost

Each bar = payment for one vaccine

What it Takes to Give a Shot...

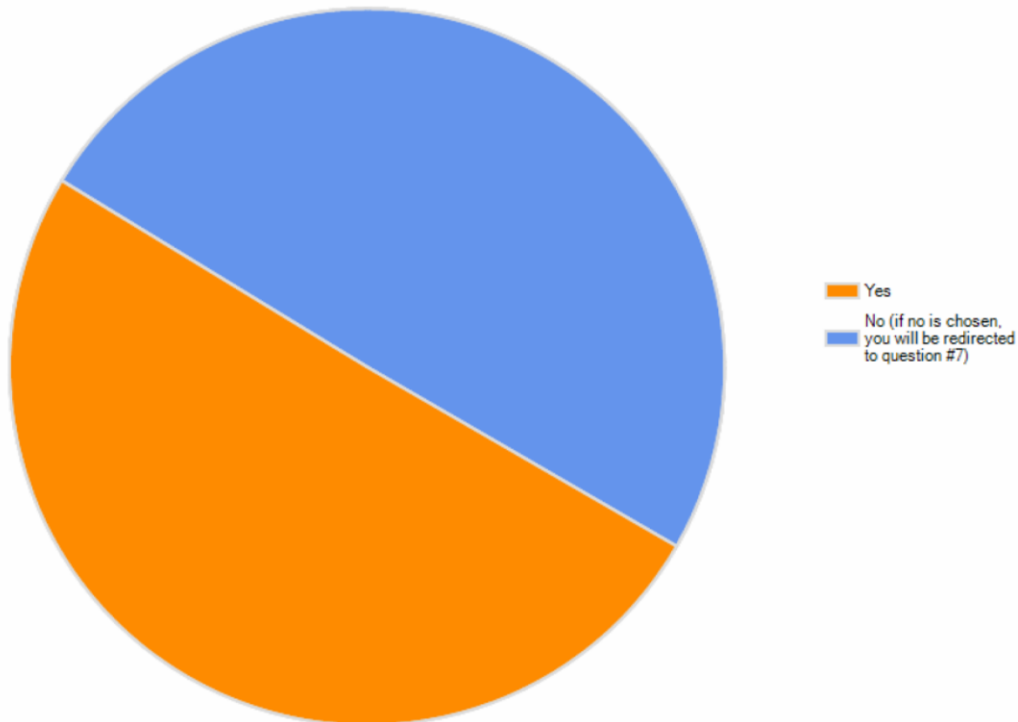
Contract with all health plans Credential site and all providers Contract with vaccine suppliers Order and pay for private vaccine supply Sign up for VFC Sign up for ASIIS Order VFC vaccine through state registry ASIIS Accept shipment for vaccine/maintain cold chain Refrigerate vaccine Check refrigerator twice daily for temps Insure vaccine Schedule vaccine appointment Check insurance and VFC eligibility Gather accurate and complete insurance data Verify insurance coverage for private	Check the patient record book Check ASIIS for shot history Screen patients for what's needed and contraindications Counsel patient Give VIS for every vaccine Get parent signature on each vaccine Draw up vaccine Swab with alcohol Inject vaccine Band-Aid the site Comfort the child Give the child a sticker Update the parent record book Record correct diagnosis code to record Record cpt to record Record NDC and lot number to record Update EHR Report to ASIIS	Inventory vaccine stock in refrigerator Report dose by lot number and NDC to ASIIS for VFC Fax temp logs to VFC Send record to billing Build claim in electronic system all 33 boxes Send claim to clearinghouse and on to payers Receive EOB with payment or denial Rebill 15% of claims for denial Adjust actual payment in billing system Report payment to patient Record in billing system Bill patient directly for outstanding balance
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What it takes to Give a Shots



Very Boring Pie Chart?

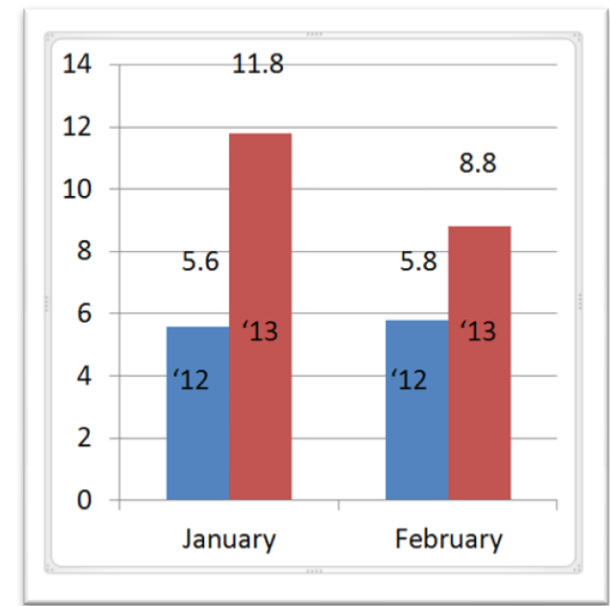
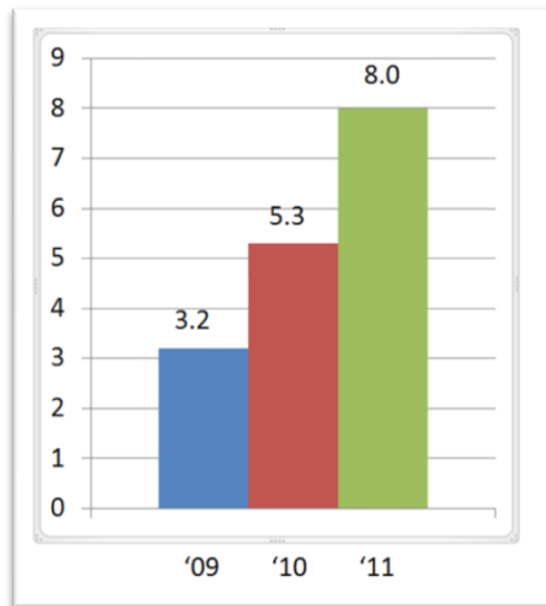
4. In the past two years, have you referred insured patients to locations other than your practice for vaccinations?



County data also shows more than double number of insured kids in PH

So the Private Doctors Send Kids to Counties...

Percent of Children
at Maricopa County
Public Health
Immunization
Clinics who are
Insured



AHCCCS Performance Standards for Childhood Immunizations 2011

	DTaP (4 doses)	IPV (3 doses)	MMR (1 dose)	Hib** (3 doses)	HBV (3 doses)	VZV (1 dose)	PCV (4 doses)	4:3:1:3:3:1 Combo	4:3:1:3:3:1: 4 Combo
AHCCCS/ Healthy People 2020 Goals (%)	90	90	90	90	90	90	90	80	80
Current AHCCCS Rate (%)	79.5	91.4*	91.3*	91.5*	87.9	90.5*	79.9	72.9	69.1
Previous AHCCCS Rate (%)	84.8	93.4	94.9	n/a	94.0	94.0	83.2	n/a	n/a
Statistical Significance of Change	<i>p</i> <0.001	<i>p</i> <0.001	<i>p</i> <0.001	n/a	<i>p</i> <0.001	<i>p</i> <0.001	<i>p</i> =0.002	n/a	n/a

* Indicates the current rates that meet or surpass the AHCCCS/Healthy People 2020 goal.

** Hib dosage requirements changed to three doses by age 2; the previous measure included two doses by age 2. Due to this change, the rates are not comparable.

Performance Measures for HEDIS were going down



Personal Belief Exemptions- Kinder

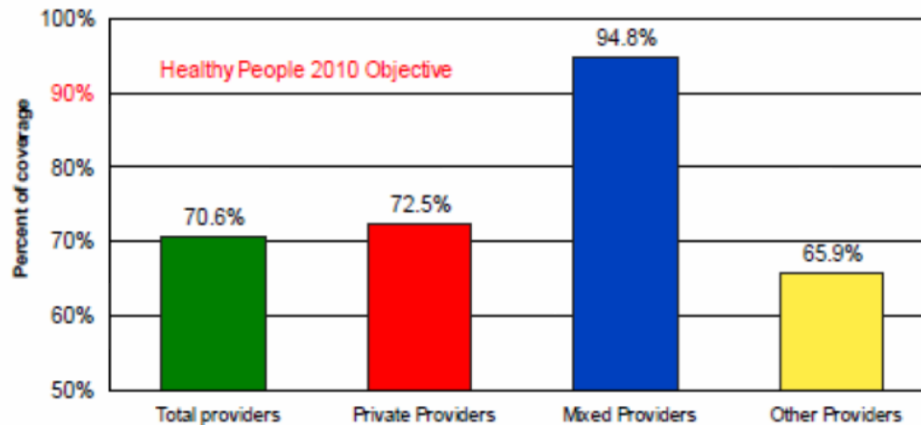
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
PER Ex	1.6%	1.6%	2.1%	1.8%	2%	2%	2.4%	2.8%	3.2%	3.4%	3.9%

Exemption rates were up
doubled in 10 years

Appeal the Plans: Public and Private

Arizona National Immunization Survey Results August 2007

4:3:1:3:3:1 Coverage by Provider Type



Children immunized by "mixed providers" received vaccinations from more than one provider type. "Other" providers included hospitals, military facilities and unknown responses.

Prepared by Arizona Immunization Program Office, Assessment Unit. Source: August 2007 National Immunization Survey Data.

Increase private provider rates to 120% of retail

Reimburse the public health departments for vaccine given to privately insured patients

ACA - Public Health Billing Systems



Don't Forget Your Insurance Card!

Help keep PUBLIC HEALTH strong by following these 4 easy steps:

- Please bring your insurance card and immunization record to each county health immunization clinic visit.
- Please provide your insurance card to Public Health so your insurance company can be billed for your child's vaccines.
- Talk to a Public Health Nurse about your visit today, your insurance coverage or where to find a doctor.
- If your child is Native American or is uninsured, they can receive vaccines at no cost through the Vaccines for Children Program (VFC).

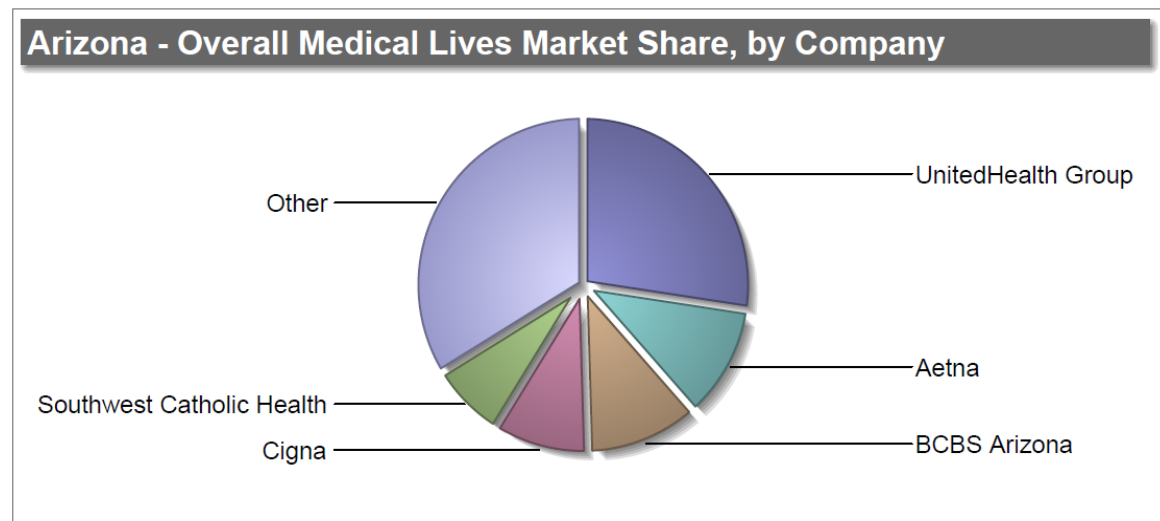
Thank you for doing your part to keep our community healthy and strong.



LOCATE a doctor **VISIT** StopTheSpreadAZ.org **CALL** 211

Contracted Private Plans cover 70%

- Blue Cross Blue Shield of AZ
- United Health Care
- CIGNA
- Aetna
- Humana
- Health Net



- All Medicaid Plans 100% under age 18

Billing for Public Health....

- Does ACA help in Arizona?
 - Still seeing high deductibles and copays
- 80% small business
- 65% of commercially insured in Self Insured Plan

Managed Market Surveyor — State Profile

Arizona (January 2012)

Arizona Population	6,482,505
Commercial Enrollment	3,230,826
PPO Commercial (Fully Insured)	748,443
HMO Commercial (Fully Insured)	146,023
Point of Service (POS) (Fully Insured)	212,953
Employer Sponsored/Self Insured/ASO(1)	2,123,407
Medicaid Beneficiaries(2)	1,198,793
MCO Managed Medicaid	1,102,962
State Medicaid (Fee for Service / PCCM)	95,831
Medicare Eligibles(3)	973,543
Fee For Service (Parts A/B)	609,418
Medicare Advantage (MA-PDP)	364,125
Dual Eligible Population	123,460
Estimated Total With Coverage(4)	5,279,702
Uninsured	1,202,803

65% of Arizona
Insured through
Employer Self
Insured Plan

Grandfathered?

Public/Private Vaccine Business Model

- Oct - Jan Maricopa administered vaccine to privately insured kids at a cost of:
 $\$202,849.43$ payments = $\$102,457.66$
- Health Plan D took 18 months to correctly load health department into system
- Health plan E refused to contract with public health paid \$2,800 on \$35,000 vaccine bill

High Deductibles

399 shots were not covered because of high deductibles at a cost of:

\$22,155,18

They have to make that up through admin fees from other patients

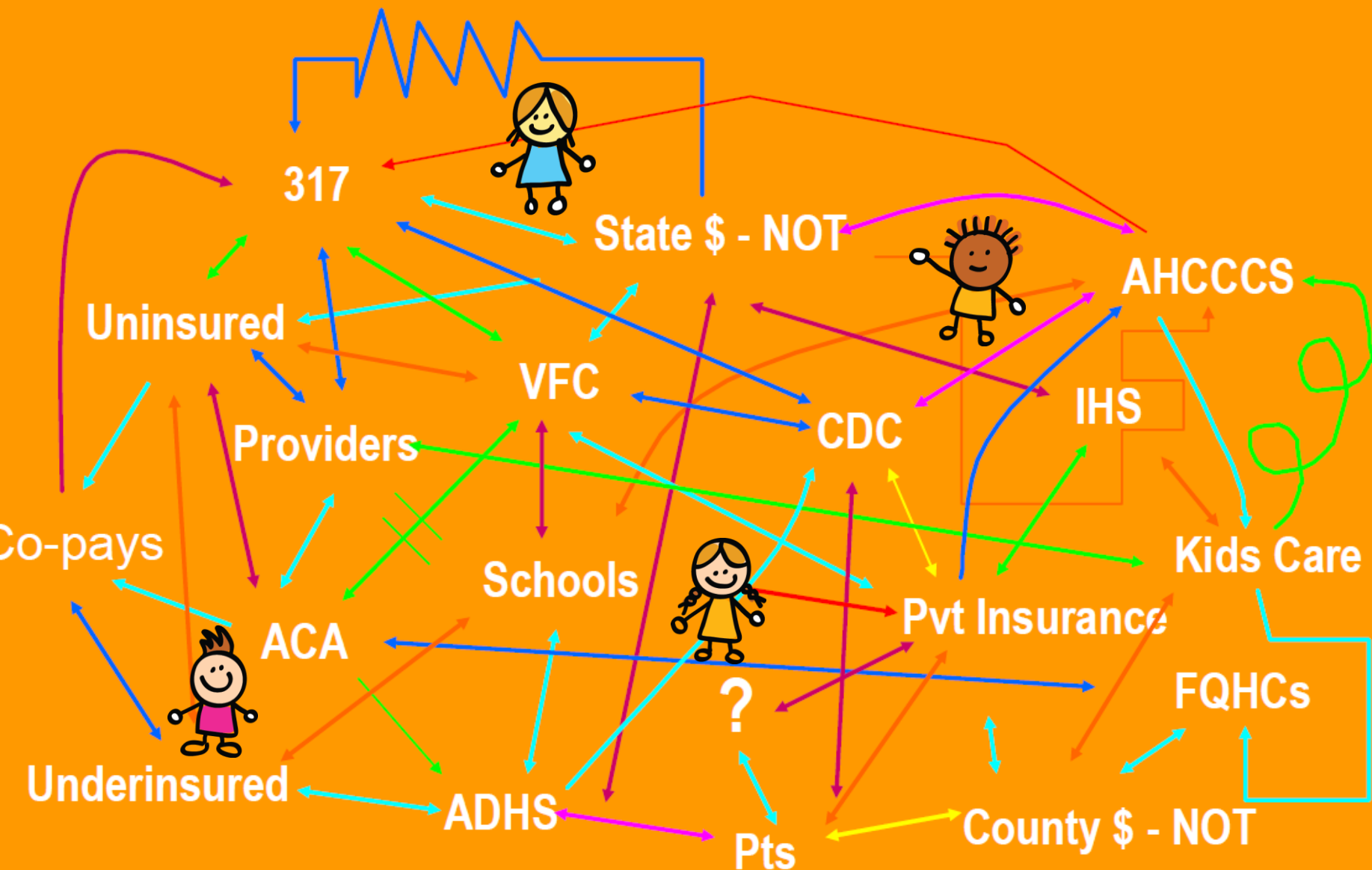
Sustainability....

FY13 Vaccine Costs & Reimbursements Summary						
	Total					
	Used	Amt	Paid	Amt	Reimbursement Percentage of Cost	Percentage Paid of Amt Used
Dtap*	134	\$ 2,122	92	\$ 2,273	107%	69%
DT	0	\$ -	0	\$ -	0%	0%
TD	10	\$ 196	5	\$ 119	61%	50%
Tdap*	468	\$ 15,070	435	\$ 18,918	126%	93%
Hib*	126	\$ 1,663	80	\$ 2,096	126%	63%
IPV - Polio	123	\$ 3,112	77	\$ 2,285	73%	63%
MMR	305	\$ 15,555	211	\$ 12,286	79%	69%
HBV*	187	\$ 2,008	88	\$ 2,277	113%	47%
VZV	447	\$ 37,999	295	\$ 28,255	74%	66%
Hep A*	358	\$ 6,049	266	\$ 8,992	149%	74%
Flu Mist	0	\$ -	34	\$ 731	0%	0%
Flu 0.25*	187	\$ 1,910	225	\$ 2,294	120%	120%
Flu 0.50	921	\$ 9,072	606	\$ 7,500	83%	66%
PCV13	208	\$ 24,544	129	\$ 17,224	70%	62%
PPV23	0	\$ -	0	\$ -	0%	0%
Pediarix	64	\$ 3,974	39	\$ 2,864	72%	61%
Pentacel	82	\$ 6,281	47	\$ 4,283	68%	57%
Kinrix	129	\$ 5,366	105	\$ 5,976	111%	81%
Menveo/M	550	\$ 52,998	505	\$ 63,644	120%	92%
MMRV	1	\$ -	0	\$ -	0%	0%
Rotavirus	83	\$ 5,860	55	\$ 4,420	75%	66%
HPV	437	\$ 53,401	361	\$ 52,410	98%	83%
Total	4,820	\$247,181	3,655	\$238,845	97%	76%

Misplaced Safety Net?



Immunization Financing System



Make the Correct Referral...

tapi The Arizona Partnership for Immunization
whyimmunize.org
Provider Info

Keeping Arizona Kids Strong

changed to federal funding will impact how you give kids vaccines

Private Providers	Community Health Centers	Indian Health Services	Hospitals	County Health Departments
Keep privately insured kids in the medical home. Public clinics cannot vaccinate them starting Oct 2012.	Vaccinate uninsured, Native American, AHCCCS and underinsured with VFC vaccine	Continue to use VFC vaccine	Use VFC vaccine for uninsured, Native American and AHCCCS	Vaccinate uninsured, Native American, AHCCCS and underinsured with VFC vaccine
Charge kids with high deductibles, out-of-pocket or HSA	Use privately purchased vaccine for privately insured kids even with a deductible	All Native Americans can receive VFC vaccine regardless of insurance status	Purchase private stock vaccine and bill for privately insured	Consider purchasing and billing for vaccines given to privately insured kids
Spring 2012: Send underinsured kids to county health depts or community health centers	Accept referrals for underinsured kids.	If you do bill private health plans for vaccines you must use privately purchased vaccine	Charge out of pocket or a HSA for babies with a high deductible plan.	Expect more underinsured kids from private providers starting in the Spring
Check newborns for the birth dose of Hep B. Some hospitals are not offering it	Can charge underinsured, Native Americans and uninsured patients a \$15.43 admin fee per shot if they can pay.			Refer privately insured and high deductible kids to medical home, retail sites or centers

VFC will be implementing "Dose by Dose" accountability using vaccine NDC and lot number to ensure only eligible children receive federally funded vaccines.
Visit WhyImmunize.org to "find a shot" and more about "2012 vaccine funding changes."

11/05/2012

Don't Forget Your Insurance Card!

Help keep PUBLIC HEALTH strong by following these 4 easy steps:

- Please bring your insurance card and immunization record to each county health immunization clinic visit.
- Please provide your insurance card to Public Health so your insurance company can be billed for your child's vaccines.
- Talk to a Public Health Nurse about your visit today, your insurance coverage or where to find a doctor.
- If your child is Native American or is uninsured, they can receive vaccines at no cost through the Vaccines for Children Program (VFC).

Thank you for doing your part to keep our community healthy and strong.

Arizona Department of Health Services
STOP THE SPREAD
tapi The Arizona Partnership for Immunization
whyimmunize.org

LOCATE a doctor VISIT StopTheSpreadAZ.org CALL 211

Keeping Kids Strong

Contact your child's doctor for their next well visit and immunizations by:

LOCATE a doctor CALL 211

Available at **WhyImmunize.org**

Legislative Proposals....

- Some plans stepped in with solutions
- Proposed Legislation HB2366
 - Require all health plans to reimburse 120% of vaccine cost – Passed as a Study Committee Bill
- Passed HB 2430- Requirement for health plans to reimburse county health departments as in network providers even without a contract

Centralized Billing Office

Total Income to Date

\$4,474,924

- No child has been turned away
- No deductibles have been collected
- Counties are reimbursed about 10% above cost
- Partners work together for sustainable solutions
- Bill 136 plans per month; receive payment from
125

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WhyImmunize.org

