THE SLEEPING DRAGON

POCT and the Bottom Line:
Negotiate your DRG with POCT
Are you doing all you can?
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POCT EXPANSION

- Test menu
- Test frequency
- Migration of tests
- Patient satisfaction
Growth acknowledged in trade publications.

- CAP has dedicated chapter for POCT
- TJC has dedicated chapter, Waived Testing
- Fisher Scientific POCT catalog
How much of an increase in test frequency have you seen in the past few years?

- 0%
- 10%
- 20%
- 30%
- More
- Our test frequency has decreased
HOW THINGS HAVE CHANGED

- Diabetic crisis
- Tight Glycemic Control
- Nanotechnology development
- Increased test availability
- Increase in testing per hospital stay
TEST GROWTH

- AACE/ADA algorithms
- APA algorithm
- Increase in Diabetes
- Tight Glycemic Index Consciousness
- Bedside Glucose tests
- Increase growth per year
- 40% increase in past 5 years
American Pediatrics Association algorithm

AACE/ADA algorithm
ICU to post surgical avg 7 days.

4 x 7 x patient population
TEST FREQUENCY

Avg. 4 glucose tests per day
- Newborns
- Post surgical
- ICU
DO THE MATH

ICD 9 codes

Reimbursement schedules

Frequency
32% Growth since 2010

CUMULATIVE GROWTH BY MONTHLY REPORTS
REASONS FOR GROWTH

- Immediate results
- Saved time
- Impact on patient care
2 TYPES OF TEST SYSTEMS

- Integrated
- Non integrated or manual tests
INTEGRATED VS MANUAl TESTING

- Patient ID
- Operator ID
- QC lockout
- Results Date & Time
- Reports

- Written on Customized form
- Written in Nurses notes
- Not written at all
- Reports??
Integrated systems and growth

How many integrated systems have been added to your hospital in the past 5 years?

- 0
- 1
- 2
- 3+
- more
2016 Federal Government directive

All tests in electronic chart
WHAT IS IMPORTANT??

- Patient info
  - Name
  - MRN
  - Date and time of test
  - Test result
Pathology Concerns
- Name or ID of test performer
- Lot #
- Expiration date
- Address of facility
QC AND ITS PLACE

- QC result types
  - Imbedded
  - Outside LQC
MANUAL TESTING CONCERNS

- Not all data is captured
  - only QC logs

- Electronic documentation and reports not developed
  - missing exact time of test

- QC is not traceable to patient result in built in kits
  - each patient does not have the QC documented.
HOW TO MAKE A INTERACTIVE FORM

- IT department assist
- List your important items
  - see slide 19
- Build an Excel Form with bullets for results
  - easiest to extract data from
<table>
<thead>
<tr>
<th>Test Type</th>
<th>Result</th>
<th>Normal Reference Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patient Result</td>
<td>Positive</td>
<td>xxxxxxxx</td>
</tr>
<tr>
<td>Positive Control</td>
<td>Positive</td>
<td></td>
</tr>
<tr>
<td>Negative Control</td>
<td>Positive</td>
<td></td>
</tr>
</tbody>
</table>

Comments:

Operator: John Doe

Facility:

Lot# Exp. Date: xx/xx/xx
WHY EXCEL??

- Report can be built
- Easily customized
- Reports sent to POCT
- Test totals can be traced
<table>
<thead>
<tr>
<th>Unit</th>
<th>Patient Name</th>
<th>MRN</th>
<th>DOB</th>
<th>Date/ Time</th>
<th>Result</th>
<th>Positive QC</th>
<th>Negative QC</th>
<th>Operator</th>
<th>Lot number</th>
<th>Expiration</th>
<th>Facility</th>
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</thead>
<tbody>
<tr>
<td>Rose Garden</td>
<td>Suzy Que</td>
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<td>1/1/2020</td>
<td>4/1/1920 0111</td>
<td></td>
<td></td>
<td></td>
<td>Elvis Presley</td>
<td>210111</td>
<td>1/1/1991</td>
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<td>1/1/1991</td>
<td>Hospital General</td>
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<tr>
<td>Tea Room</td>
<td>Bugs Bunny</td>
<td>4151415141</td>
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<td>4/1/1920 1000</td>
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<td></td>
<td>John Smith</td>
<td>210111</td>
<td>1/1/1911</td>
<td>Hospital General</td>
</tr>
</tbody>
</table>
HOW TO PRESENT INFO

- Excel month by month growth
  - By unit
  - Whole facility

Graph
  - Column year to year
  - Line for growth measurement
HOW IS QUANTITATIVE INFO VALUED?

- Good monitor for growth is needed
- Budget management
- Reimbursement
WHAT IS CHANGED?

- Historically billed item by item
- Now DRG
- Negotiated per contract or review
- Frequency
POLLING QUESTION

- Do you know your facility’s last insurance contract negotiation?
  - 1 year
  - 2 year
  - +2 year
  - I don’t know
All tests have a reimbursement schedule.
POCT AND NEW CONTRACT

- New standards of care
  + ADA and AACE and APA
- General use of POCT
  + quicker turnaround
- Exponential growth in just 5 years.
  + What if last contract negotiation was 2+ years ago?
ARE YOU DOING ALL YOU CAN?

- Electronic result forms
  - Can improve QA
    - By monitoring required fields
  - Can be quantitated
    - Sum of tests in Excel
  - Results can be migrated to patient chart
    - With correct date and time
    - With traceable QC
SUMMARY

- Traceable customized forms
- DRG negotiation and POCT affect on the bottom line