

Medicare Appeals for Home Health Services



The Center for Health Care Financing is a public consulting organization that takes a mission-driven approach to cost-effective care. By applying the knowledge and resources of the University of Massachusetts Medical School, we help state and local agencies maximize their resources to reduce health care costs.

What We Do

The Center for Health Care Financing's Medicare Appeals Initiative is designed to recoup home health care service costs from Medicare for state Medicaid agencies. By law, state Medicaid is the payer of last resort for home health services provided to clients who are dually eligible for both Medicaid and Medicare. However, the billing for these services is in the hands of the provider, who may mistakenly bill state Medicaid rather than Medicare. As a result of inappropriate billing, states lose millions of dollars a year and often lack the resources to appeal Medicaid home health claims on their own. The Center for Health Care Financing works to identify and appeal paid claims that may be covered by Medicare, reimbursing state Medicaid agencies for up to 55% of these home health expenditures for their dually eligible population.

Program Benefits

- Increased revenue for state Medicaid agencies
- Reduced administrative burden
- Streamlined appeals and reconsideration processes
- Greater likelihood of proper Medicare coverage in the future

The Process

While all states can potentially benefit by recouping Medicaid expenses from Medicare, not all have the resources to handle the lengthy and complex process of identifying, appealing, and arguing paid claims. Using a carefully-crafted system of criteria and algorithms, the Center can quickly identify cases for reimbursement and set the appeals process in motion. Our process works as follows:

- State provides annual MMIS paid claims data to the Center
- The Center uses clinical and demographic criteria to identify home health claims that may be covered by Medicare
- Center staff appeal claims by managing the process through all stages, including:
 - Fiscal intermediary's initial determination
 - Reconsideration stages
 - Appeals before an administrative law judge

Current Programs

This initiative has already been conducted in several states, three of which are part of a five-year demonstration project, administered by the Centers for Medicare and Medicaid Services and aimed at reducing the administrative burden caused by the appeal process. The following are some of the states currently implementing the Medicare Appeals Initiative:

Massachusetts

The Center for Health Care Financing has been conducting this service for the Massachusetts Medicaid program since 1998. Along with New York, Massachusetts joined the CMS appeals demonstration project in 2003. In the last two fiscal years, CMS has returned \$28 million to Massachusetts Medicaid.

Hawaii

As a relatively small state, Hawaii spends less on home health services than the Center's other clients. However, the potential reimbursement amount for Medicaid claims is a significant percentage of Hawaii's health care expenses, making the Medicare Appeals Initiative an exceptionally profitable program.

New York

The Center entered into a contract with the New York State Department of Health in 2001. Like Massachusetts, New York became a participant in the CMS appeals demonstration project in 2003. Since that time, the Center has helped return over \$280 million to New York Medicaid.

Why Choose Us?

The Center for Health Care Financing has an extensive range of experience in state health care billing and reimbursement. Our staff members have worked for years in governmental health care agencies, including Medicaid and Medicare, giving us in-depth knowledge of the most effective reimbursement practices. As a public entity, we are dedicated to helping states provide quality health care to their citizens, and we will utilize the resources of the University of Massachusetts Medical School to achieve this goal.

Please contact the Center for Health Care Financing today to learn how we can help you recoup revenue for home health services provided in your state.



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