



The Business Model for Behavioral Health Integration

NSI Strategies



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Consulting Support for Integrated Healthcare Environments



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How to Build Health Center BH Capacity

Integrated Care Team

Medical Team

- Admin buy in – it's a must!
- Understand what BH does
- How can they utilize BH for CHC
- Demonstrate Value

BH Team

Essential Skills

- ✓ Communication Skills
- ✓ Proactive Characteristics
- ✓ Diagnosis
- ✓ Documentation
- ✓ Co-morbidities
- ✓ Signs and Symptoms
- ✓ Behaviors


Identifying Need in our patient population

- ✓ Screening
- ✓ Data – Population Health Management
- ✓ Interventions, Skills, Evidenced Based Practices
- ✓ Review of Resources – How do we manage the bureaucracy, not the patient

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Adapting to the Primary Care Milieu



- Behavioral health shifting into the primary care environment
 - Speed
 - Language
 - New roles
 - New levels of collaboration
 - Pro-active from re-active and "selling" our services
 - Short term brief interventions
 - Ability to diagnose
 - Work with a working diagnosis not a rule out/NOS

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Sustainability

- Can I bill for BH and PC on the same day?
- What codes are billable?
 - What provider type/licensure level is reimbursable?
- What codes are **diagnostically** reimbursable?
- What is your agency licensure? FQHC is different than an IOP?

90791 Psychiatric diagnostic evaluation
90832 16-37 minutes
90834 38-52 minutes
90837 for 53 and more minutes

90846 – without patient present
90847 – with patient present

Emotional/Behavioral Assessment
96156 – assessment – health focused clinical interview
96158 – H&B Intervention – 30 min
+96165 Each add 15 min

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Services Included in Same Day Billing

■ State allows Medical, Behavioral Health, and Dental visits on the same day (39 + DC, + PR)
 ■ State only allows Medical and Dental visits on the same day (3)
 ■ State only allows Medical and Behavioral Health visits on the same day (2)
 ■ State only allows one visit type on the same day (1)
 ■ Data Not Available (5)

http://www.nachr.org/wp-content/uploads/2015/11/MentalHealthGA_IPSReport-Final-Nov-2010.pdf

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What's billable? Its more than one question.

- What codes are billable?
 - What provider type/licensure level is reimbursable?
- What codes are **diagnostically** reimbursable?

http://www.nachr.org/wp-content/uploads/2015/11/MentalHealthGA_IPSReport-Final-Nov-2010.pdf

State	Has the state approved SBIRT codes for use?	Has the state turned on the SBIRT codes in their Medicaid system so you can bill and receive payment?
AK	No	No
AL	No	No
AR	No	No
CA	Yes	No
CT	No	No
DC	No	No
FL	No	No
GA	No	No
HI	No	No
ID	No	No
IL	No	No
IN	Yes	Yes
IA	No	No

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State:	Does the state pay health centers for mental health visits directly through Medicaid?	Comments	Does the state carve out mental health services to another entity e.g. a MCO?	If yes, are the health centers in the managed care network?
AK	Yes		No	
AL	No		Yes	Some
				State pays Value Options to coordinate provider contracts. The Director of DHS Behavioral Health stated that FFS is paid to community based organizations and private providers that contract with state Medicaid
AR	Yes		Yes	
AZ	No		Yes	

State:	What types of licensed professionals can bill for mental health or substance abuse services in your state?
AK	LCSW, clinical psychologist, physicians, physician assistants, nurse practitioners
AR	Licensed Professional Counselors, Licensed MSW, Social Workers, RNs, Board Eligible Psychiatrists, Psychologists
CA	On the medical side, physicians and mid-levels. Via the BHO carve out, other professionals may bill.
CO	AP, LCSW, APRN, MD
CT	Psychiatry, Psychology, Licensed Counselors, Licensed Clinical Social Workers
DC	Psychiatry, Psychology, Licensed Counselors, Licensed Clinical Social Workers
GA	Only mental health services by LCSWs in CHCs
ID	LCSW, MSW, LMHC
IL	LCP, LCSW and CPC
IN	Physician and an HSPP
KS	LCSW, psychologists, psychiatrists
LA	LCSW, Psychologist, Psychiatrist for mental health and substance abuse. Unfamiliar with SBIRT.

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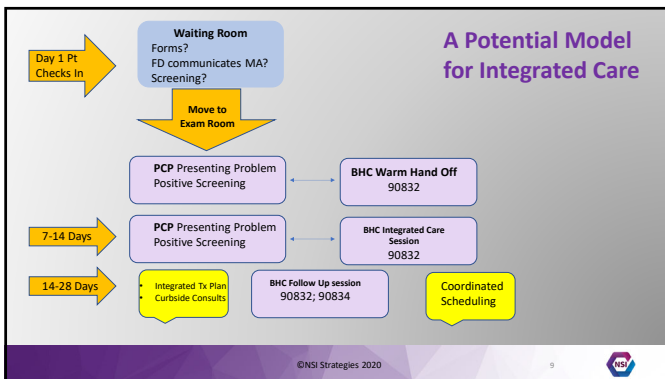
Rules are made...to be changed...

- Medicare and Medicaid set the minimum list of providers that can generate a reimbursable encounter
- Federal law requires Medicare and State Medicaid agencies to reimburse FQHC and Rural Health Clinics (RHCs) for behavioral health services provided by physicians, physician assistants, nurse practitioners, **clinical psychologists, and clinical social workers**
- State and federal policymakers can elect to add to the list of providers eligible for reimbursement. Legislative proposals to add FQHC providers such as **Marriage and Family Therapists, Licensed Addiction Counselors, and Mental Health Counselors** to the list of Medicare and Medicaid-covered providers could help health centers expand access to mental and behavioral health care.

<https://www.nachc.org/wp-content/uploads/2015/03/BH-Fac-Sheet-9.20.15.pdf>

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Health Center Pitfalls

- Are my contracts in order?
 - Is BH covered?
- Paneling my licensed BHCs?
 - Does credentialing understand the BH nuances?
- How efficient is my financial feedback loop?
 - Communicating Reimbursable claims – why and why not?
 - Right Codes?
 - Diagnosis not reimbursable?

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Consulting Support for Integrated Healthcare Environments

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Please join Nick Szubiak, NSI Strategies, for the Integration Express Webinar Series
March 31, 1-2 PM (ET)

Skill the Behavioral Health Team to Impact Health Outcomes

Join us to discuss utilization of Behavioral Health Clinician's (BHC) skills and the principles of motivational interviewing (MI) as effective ways to strengthen the integrated care environment. Maximizing our behavioral healthcare team and strengthening patient's motivation through the MI approach can re-emerge the patient-centered care team and improve our ability to treat chronic health conditions. This webinar is for BHCs and would benefit all staff in the integrated care setting.

Objectives


- Review the fundamental processes of Motivational Interviewing (MI)
- Review key principles of MI skills and tools for treating chronic health conditions
- Demonstrate an understanding advanced MI concepts and strategies
- Apply techniques for removing barriers to modeling patient's motivation
- Examination of sustaining talk and discord and how to manage and work with clients

https://zoom.us/webinar/register/WN_BbrXio1pRhKWSvaV3sC-UA

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Thank you!



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