Improving Medicare Beneficiary Immunization Rates for Pneumonia and Influenza

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Quality Specialist
About the QIN-QIO Program

Leading rapid, large-scale change in health quality:

- Goals are bolder.
- The patient is at the center.
- All improvers are welcome.
- Everyone teaches and learns.
- Greater value is fostered.
TMF QIN-QIO Regional Partners

TMF has subcontracted with strong, experienced quality improvement partners to provide expert technical assistance and quality improvement support for participating providers across the region.

- Arkansas Foundation for Medical Care
- Primaris (Missouri)
- QIPRO and Ponce Medical School Foundation (Puerto Rico)
- TMF Health Quality Institute (Texas and Oklahoma)
Join the TMF QIN-QIO Website

https://www.TMFQIN.org

- Provides targeted technical assistance and will engage providers and stakeholders in improvement initiatives through numerous Learning and Action Networks (LANs).

- The networks serve as information hubs to monitor data, engage relevant organizations, facilitate learning and sharing of best practices, reduce disparities and elevate the voice of the patient.
LANs

Join any of the following TMFQIN.org networks and you can sign up to receive email notifications to stay current on announcements, emerging content, events and discussions in the online forums.

- Antibiotic Stewardship
- Behavioral Health
- Cardiovascular Health and Million Hearts
- Health for Life – Everyone with Diabetes Counts
- Immunizations
- Medication Safety
- Nursing Home Quality Improvement
- Patient and Family
- Quality Improvement Initiative
- Quality Payment Program
- Readmissions
- Value-Based Improvement and Outcomes
All Are Welcome

- To join, create a free account at [www.tmfqin.org](http://www.tmfqin.org). Visit the Networks tab for more information.

- As you complete registration, follow the prompts to choose the network(s) you would like to join.
Immunization Task Order Objectives

Improve:

- Tracking
- Assessment and documentation
- Reporting
- Special focus on reducing immunization health care disparities
Influenza and Pneumonia:
Eighth-Leading Cause of Death

CDC/NCHS, National Vital Statistics System, Mortality
Death from Pneumonia

40,0000
Death from Influenza

90%

65 years and older

Less than 65 years
Percentage of Medicare Beneficiaries Vaccinated

- Pneumococcal: 60%
- Influenza: 54%

Medicare Immunization Rates by Type, Race and Ethnicity

2019 Goals

- Alignment with the Healthy People 2020 Goals
  - National Absolute Immunization Rates
    - 70% influenza
    - 90% pneumonia
    - 30% zoster
- 1 million previously unimmunized Medicare beneficiaries will receive pneumonia immunization
- 90% of adult immunizations will be reported to the registry
Recruitment: Health Care Providers

- Physician office
  - Integrated with the Physician Office Task
- Hospitals
- Critical access hospitals
- Home health agencies
- Pharmacies
Current Recruitment in Arkansas

- 38 physician offices
- 128 physicians
- 4 hospitals
- 7 critical access hospitals
- 15 home health agencies
- 7 pharmacies
Goals: Working with Pharmacies to Improve Immunization Rates

- Recruit a minimum of 100 pharmacies
- Increase the number of influenza, pneumococcal and herpes zoster immunizations given to Medicare beneficiaries at pharmacies
- Increase reporting of immunizations given by pharmacies to patients’ primary care physicians
- Increase reporting of immunizations given by pharmacies to state immunization information systems (IIS)
How TMF Can Help Pharmacies

- Help avoid duplicate immunizations
- Help increase the number of immunizations given to older adults, leading to increased revenue
- Provide education and technical assistance
- Assist with training for state IIS reporting
- Provide tools, resources and talking points on the importance of immunizations to use with older adults
Improving Immunization Rates for Older Adults

- Improving immunizations project work with providers (physicians, home health agencies, hospitals) to improve influenza and pneumococcal immunization rates for older adults
- Expanding our scope to actively engage pharmacies because of the unique relationship they have with older adults
Technical Assistance

- Education: patient, staff, physician
- Standing orders and protocols
- Electronic health record (EHR) and paper chart: Reminder/recall systems
- Flu-Fit Program (American Cancer Society)
- Improve accessibility
- Immunization registry reporting
- Policy and procedure updates
Return on Investment Calculator
ROI Calculator for Adult Immunizations

- This calculator can assist your practice in determining the financial impact of administering immunizations.

- An investment in immunizations today leads to healthier and happier patients in the future.

- Administering vaccines can lead to considerable medical cost savings in the long run.
How to Use the ROI Calculator for Adult Immunizations

- Select one vaccine of your choice to track
- Determine the number of immunizations of that type given over a period of time
- Enter some additional information outlined in the calculator

You’re done! The calculator will do the rest of the calculations and you can determine your profit or loss.
ROI Calculator Scenarios
## Scenario 1

### Practice A

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of doses administered</td>
<td>100</td>
</tr>
<tr>
<td>Vaccine purchase cost per dose</td>
<td>$15.50</td>
</tr>
<tr>
<td>Cost of disposables/materials</td>
<td>$0.70</td>
</tr>
<tr>
<td>Nursing cost</td>
<td>$8.00</td>
</tr>
<tr>
<td>State Immunization Information System (IIS) registry cost</td>
<td>$5.00</td>
</tr>
<tr>
<td>Vaccine admin cost (storage, handling and account payable)</td>
<td>$1.10</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$30.30</td>
</tr>
<tr>
<td>Vaccine billing and admin billing cost (10% of Total Cost)</td>
<td>$3.03</td>
</tr>
<tr>
<td>Total Real Cost</td>
<td>$33.33</td>
</tr>
<tr>
<td>Medicare reimbursement for vaccine</td>
<td>$21.20</td>
</tr>
<tr>
<td>Medicare payment for vaccine administration (Code options: G0008, G0009, G0010, 90471)</td>
<td>$21.20</td>
</tr>
<tr>
<td>Total Medicare Payment</td>
<td>$42.40</td>
</tr>
<tr>
<td>Profit/Loss per dose</td>
<td>$9.07</td>
</tr>
<tr>
<td>Total Profit/Loss for all doses administered</td>
<td>$906.80</td>
</tr>
<tr>
<td>ROI % per dose</td>
<td>29.93%</td>
</tr>
</tbody>
</table>

### Practice B

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of doses administered</td>
<td>100</td>
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<td>Vaccine purchase cost per dose</td>
<td>$21.50</td>
</tr>
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<td>Cost of disposables/materials</td>
<td>$0.70</td>
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</tr>
<tr>
<td>Vaccine admin cost (storage, handling and account payable)</td>
<td>$1.10</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$36.30</td>
</tr>
<tr>
<td>Vaccine billing and admin billing cost (10% of Total Cost)</td>
<td>$3.63</td>
</tr>
<tr>
<td>Total Real Cost</td>
<td>$39.93</td>
</tr>
<tr>
<td>Medicare reimbursement for vaccine</td>
<td>$21.20</td>
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</tr>
<tr>
<td>Total Medicare Payment</td>
<td>$42.40</td>
</tr>
<tr>
<td>Profit/Loss per dose</td>
<td>$2.47</td>
</tr>
<tr>
<td>Total Profit/Loss for all doses administered</td>
<td>$246.80</td>
</tr>
<tr>
<td>ROI % per dose</td>
<td>6.80%</td>
</tr>
</tbody>
</table>
Vaccine cost is the single largest determinant of your ROI.

### Scenario 2

#### Without vaccine admin code

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vaccine/Code (PPSV23-90732)</td>
<td></td>
<td>Number of doses administered</td>
<td>10</td>
</tr>
<tr>
<td>Number of doses administered</td>
<td></td>
<td><strong>Vaccine purchase cost per dose</strong></td>
<td>$94.51</td>
</tr>
<tr>
<td>Cost of disposables/materials</td>
<td>$0.60</td>
<td><strong>Cost of disposables/materials</strong></td>
<td>$0.60</td>
</tr>
<tr>
<td>Nursing cost</td>
<td>$10.00</td>
<td>State Immunization Information System (IIS) registry cost</td>
<td>$5.00</td>
</tr>
<tr>
<td>State Immunization Information System (IIS) registry cost</td>
<td></td>
<td>Vaccine admin cost (storage, handling and account payable)</td>
<td>$0.60</td>
</tr>
<tr>
<td>Vaccine admin cost (storage, handling and account payable)</td>
<td></td>
<td>Total Cost</td>
<td>$110.71</td>
</tr>
<tr>
<td>Total Cost</td>
<td>$110.71</td>
<td>Vaccine billing and admin billing cost (10% of Total Cost)</td>
<td>$11.07</td>
</tr>
<tr>
<td>Total Real Cost</td>
<td>$121.78</td>
<td>Medicare reimbursement for vaccine</td>
<td>$107.75</td>
</tr>
<tr>
<td>Medicare reimbursement for vaccine</td>
<td>$107.75</td>
<td>Medicare payment for vaccine administration</td>
<td>$0.00</td>
</tr>
<tr>
<td>Medicare payment for vaccine administration</td>
<td></td>
<td>Total Medicare Payment</td>
<td>$107.75</td>
</tr>
<tr>
<td>Total Medicare Payment</td>
<td>$107.75</td>
<td>Profit/Loss per dose</td>
<td>-$14.03</td>
</tr>
<tr>
<td>Profit/Loss per dose</td>
<td>-$14.03</td>
<td>Total Profit/Loss for all doses administered</td>
<td>-$140.31</td>
</tr>
<tr>
<td>Total Profit/Loss for all doses administered</td>
<td>-$140.31</td>
<td>ROI % per dose</td>
<td>-12.67%</td>
</tr>
<tr>
<td>ROI % per dose</td>
<td>-12.67%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### With vaccine admin code

<table>
<thead>
<tr>
<th>Description</th>
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<td>Total Cost</td>
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<tr>
<td>Total Cost</td>
<td>$110.71</td>
<td>Vaccine billing and admin billing cost (10% of Total Cost)</td>
<td>$11.07</td>
</tr>
<tr>
<td>Total Real Cost</td>
<td>$121.78</td>
<td>Medicare reimbursement for vaccine</td>
<td>$107.75</td>
</tr>
<tr>
<td>Medicare reimbursement for vaccine</td>
<td>$107.75</td>
<td>Medicare payment for vaccine administration</td>
<td>$19.85</td>
</tr>
<tr>
<td>Medicare payment for vaccine administration</td>
<td></td>
<td>Total Medicare Payment</td>
<td>$127.60</td>
</tr>
<tr>
<td>Total Medicare Payment</td>
<td>$127.60</td>
<td>Profit/Loss per dose</td>
<td>$5.82</td>
</tr>
<tr>
<td>Profit/Loss per dose</td>
<td>$5.82</td>
<td>Total Profit/Loss for all doses administered</td>
<td>$58.19</td>
</tr>
<tr>
<td>Total Profit/Loss for all doses administered</td>
<td>$58.19</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROI % per dose</td>
<td>5.26%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Remember:

- Bill for the *vaccine* and the *vaccine administration*.
- Use appropriate codes to bill for vaccine administration.
This ROI calculator can be a valuable tool in sustaining and growing your current vaccine administration program.
Reporting to the Arkansas Immunization Registry
What is an Immunization Information System?

Immunization information systems (IIS), also known as Immunization Registries, are confidential, population-based, computerized databases that record all immunization doses administered by participating providers to people residing within a given state. Requirements for reporting vaccinations vary by state and are determined by each state’s legislature. According to the Centers for Disease Control and Prevention (CDC), more than 90 percent of children’s immunizations are captured in state registries, compared to only 39 percent for adults.
What are the advantages of reporting to the IIS?

- Maintains an up-to-date list of immunizations regardless of where the immunizations are given, including physician office, pharmacy, immunization clinic, etc.
- Allows patients to access their up-to-date immunization records
- Allows physicians and health care facilities to access up-to-date immunization records for their patients and reduce administration of duplicate vaccinations
Does IIS reporting help meet Merit-based Incentive Payment System (MIPS) requirements?

Yes.

Registry reporting provides bonus credit for Advancing Care Information under MIPS.
How do I report immunizations to the IIS?

- Paper
- Web-based, individual entry
- Electronic interface (may require an HL7 interface for your EHR system)
Arkansas IIS Contact

WebIZ:
http://www.healthy.arkansas.gov/programs-services/topics/about-webizADH.IMM.MU@arkansas.gov

Contact:
Andrew Luker
Telephone: 501-537-8966
Fax: 501-671-1756
Email: Andrew.Luker@arkansas.gov
Immunization Information Resources

- CDC Immunizations: https://www.cdc.gov/vaccines/index.html
- CDC updates on immunizations, prices, coverage and resources
- Centers for Medicare & Medicaid Services Provider Resources: https://www.cms.gov/Medicare/Prevention/PreventionGenInfo/ProviderResources.html
- Provider resources on the claims process, Medicare coverage, influenza resources and vaccine pricing
- Immunization Action Coalition: http://immunize.org/
- Handouts, staff materials, clinic tools and vaccine information statements
Immunization Information Resources

- National Foundation for Infectious Disease: http://www.nfid.org/
- Handouts, webinars, clinic tools and educational information
- U.S. Food and Drug Administration (FDA) Vaccines: https://www.fda.gov/BiologicsBloodVaccines/Vaccines/default.htm
- National Adult and Influenza Immunization Summit (NAIIS): https://www.izsummitpartners.org/

The NAIIS is dedicated to addressing and resolving influenza immunization issues and improving the use of vaccines.
Questions?
Contact

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