## HEALTH CAPITAL

## Volume 4, Issue 11

November 2011



Cora F. Drew, Esq., MPH - Director of Research • Jessica C. Burt - Editor

## **CMS Auditing Series: Identifying High Risk Hospitals**

As the Centers for Medicare and Medicaid Services (CMS) continue fraud and abuse enforcement efforts, new technologies are being utilized to identify hospitals at "high risk" for potential fraud and abuse. This new methodology may allow CMS to transition from "pay and chase" strategies to early detection of fraudulent claims, before payments are made, improving efficiency for the 4.5 million claims CMS reimburses daily. On July 1, 2011, CMS began using predictive modeling software to detect potential Medicare fraud and abuse. In part three of the CMS Auditing Series, this article examines the new CMS methodology for prospective identification of high risk hospitals.

Currently, CMS audits utilize "pay and chase" strategies. After a claim is submitted and CMS has provided reimbursement (aka "pay"), providers found guilty of fraud are "chased" down for remunerations. This strategy essentially creates a situation where CMS can only fight fraud and abuse after the improper payment. Since 2010, CMS has aimed to move away from the inefficiency of "pay and chase" auditing through the fraud and abuse provisions of the Patient Protection and Affordable Care Act. The predictive modeling software should allow CMS to identify fraudulent claims before payments are disbursed.

In order to provide proper support during the implementation and initial usage of predictive modeling technologies, CMS has contracted with Northrup Grumman, a leading global security company, in a \$77 million multi-year contract.8 The predictive modeling software CMS uses is similar to software used by credit card companies when detecting and preventing potential fraudulent claims. The software sorts data from claims and examines factors such as: "(1) ability of the beneficiary to receive the billed services; (2) geographic distance between health care provider and beneficiary, and (3) perceived likelihood that the services were provided." The software then generates a risk score for each claim. Once a risk score reaches a pre-established level, an alert is produced for the federal investigators, who then review the claim prior to sending payment. 10 Additionally, CMS plans to establish trends between high and low risk hospitals by examining internal compliance policies and procedures, as well as interviewing and / or surveying hospital leadership and compliance officers, to add contextual information to

any possible trends. 12

Through the use of real time data and algorithms, predictive modeling software will allow CMS to expand its detection capabilities by identifying potential fraud and abuse. At a Philadelphia healthcare fraud summit, Kathleen Sebelius stated, "Medical data [is] in lots of different pots... We wanted to be able to spot the doctor claiming to be in six cities billing for the same procedure on the 16th of June."

Although predictive modeling may make fraud and abuse detection more efficient, provider reimbursements may slow high risk fraudulent claims. Under the 2010 Small Business Jobs Act, HHS may waive requirements that claims be paid within 30 days if the claim reaches the alert threshold. Payment may be delayed until CMS can confirm the claim is valid. Overall, providers should expect more questions and examination before reimbursement. <sup>15</sup>

With the implementation of preventative modeling technology, providers may need to take additional precautions to ensure they are not inadvertently committing Medicare fraud. Providers may choose to reexamine documentation and billing practices to help make sure they can properly respond to any potential CMS requests. In the final article of the *CMS Auditing Series*, HC Topics will examine the possible penalties associated with fraud and abuse claims uncovered by CMS audits.

- "Inspector General Plans Stepped-Up Oversight" By Joe Carlson, Modern Healthcare, October 5, 2011, http://www.modernhealthcare.com/article/20111005/NEWS/310 059984 (Accessed 10/17/2011).
- 2 "Medicare Turns to Tech to Get Ahead of Fraud" HomeCare, June 20, 2011, http://homecaremag.com/operations/billing\_reimburse/predictive-modeling-technology-20110620/ (Accessed 10/12/2011); "HHS Employs Predictive Modeling to Fight Medicare Fraud" By Sean Reilly, June 20, 2011, http://www.federaltimes.com/article/20110620/AGENCY05/106 200305/ (Accessed 10/12/2011); "CMS to Use Predictive Modeling Tools to Detect Medicare Fraud" iHealthBeat, June 17, 2011, http://www.ihealthbeat.org/articles/2011/6/17/cms-to-use-predictive-modeling-tools-to-detect-medicare-fraud.aspx (Accessed 10/12/2011).
- 3 "New Technology to Help Fight Medicare Fraud" Centers for Medicare and Medicaid Services, June 17, 2011, http://www.cms.gov/...e.asp?Counter=3983&intNumPerPage=10 &checkDate=&checkKey=&srchType=1&numDays=3500&sr (Accessed 10/12/2011).

- 4 "Is There A Statistician In The House?" By Allyson Jones Labban, Smith Moore Leatherwood, Health Care Law Note, July 2011
- 5 "From 'Pay and Chase' to 'Catch and Keep:' CMS to Introduce Anti-Fraud Predictive Modeling" Bradley Arant Boult Cummings LLP, June 28, 2011, www.babc.com/from-pay-and-chase-to-catch-and-keep-cms-to-introduce-anti-fraud-predictive-modeling-july-1-06-28-2011/ (Accessed 11/17/2011).
- 6 ""Pay and Chase' No More: CMS Begins Implementing Health Reform's Provider Enrollment Provisions" Bass, Berry & Sims, PLC, November 12, 2010, http://www.bassberry.com /files/Publication/c47a0998-bf2c-47e8-8f2a09f58a8c99a4/ Presentation/PublicationAttachment /239799d4-fb0f-426e-a2e2-195d7673a0bd/HealthReformImpact-12November2010.pdf (Accessed 11/17/2011).
- 7 Bradley, "From 'Pay and Chase' to 'Catch and Keep,'" 2011.
- 8 "Medicare Hires Northrup Grumman For Predictive Modeling Anti-Fraud Project" Kaiser Health News, June 20, 2011, http://www.kaiserhealthnews.org/Daily-Reports/2011/June/20/ medicare-anti-fraud.asp (Accessed 10/12/2011); CMS, "New

- Technology to Help Fight Medicare Fraud," 2011.
- Kaiser, "Medicare Hires Northrup Grumman For Predictive Modeling Anti-Fraud Project," 2011; CMS, "New Technology to Help Fight Medicare Fraud," 2011; "Reducing Improper Payments, Fighting Fraud, and Curbing Waste and Abuse Under the Affordable Care Act," Healthcare.gov, October 12, 2011, http://www.healthcare.gov/news/factsheets/2011/09/fraud091420 11a.html (Accessed 10/12/2011).
- 10 iHealthBeat, "CMS to Use Predictive Modeling Tools to Detect Medicare Fraud" 2011.
- 11 "HHS OIG Work Plan: Fiscal Year 2012" Office of the Inspector General, 2011, p. 1-5.
- 12 CMS, "New Technology to Help Fight Medicare Fraud," 2011; Reilly, "HHS Employs Predictive Modeling to Fight Medicare Fraud," 2011.
- HomeCare, "Medicare Turns to Tech to Get Ahead of Fraud," 2011.
- 14 Bradley, "From 'Pay and Chase' to 'Catch and Keep," 2011.
- 15 Labban, "Is There A Statistician In The House?" 2011.



## (800) FYI - VALU

Providing Solutions in the Era of Healthcare Reform

Founded in 1993, HCC is a nationally recognized healthcare economic financial consulting firm

- HCC Home
- Firm Profile
- HCC Services
- HCC Experts
- Clients Projects
- HCC News
- Upcoming Events
- Contact Us
- Email Us

HEALTH CAPITAL

CONSULTANTS (HCC) is an established, nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, Missouri, with regional personnel nationwide. Founded in 1993, HCC has served clients in over 45 states, in providing services including: valuation in all healthcare sectors; financial analysis, including the development of forecasts, budgets and income distribution plans; healthcare provider related intermediary services, including integration, affiliation, acquisition and divestiture; Certificate of Need (CON) and regulatory consulting; litigation support and expert witness services; and, industry research services for healthcare providers and their advisors. HCC's accredited professionals are supported by an experienced research and library support staff to maintain a thorough and extensive knowledge of the healthcare reimbursement, regulatory, technological and competitive environment.



Robert James Cimasi, MHA, ASA, FRICS, MCBA, AVA, CM&AA, serves as President of HEALTH CAPITAL CONSULTANTS (HCC), a nationally recognized healthcare financial and economic consulting firm headquartered in St. Louis, MO, serving clients in 49 states since 1993. Mr. Cimasi has over thirty years of experience in serving clients, with a professional focus on the financial and economic aspects of healthcare service sector entities including: valuation consulting and capital formation services; healthcare industry transactions including joint ventures, mergers, acquisitions, and divestitures; litigation support & expert testimony; and, certificate-of-need and other regulatory and policy planning consulting.

Mr. Cimasi holds a Masters in Health Administration from the University of Maryland, as well as several professional designations: Accredited Senior Appraiser (ASA – American Society of Appraisers); Fellow Royal Intuition of Chartered Surveyors (FRICS – Royal Institute of Chartered Surveyors); Master Certified Business Appraiser (MCBA – Institute of Business Appraisers); Accredited Valuation Analyst (AVA – National Association of Certified Valuators and Analysts); and, Certified Merger & Acquisition Advisor (CM&AA – Alliance of Merger & Acquisition Advisors). He has served as an expert witness on cases in numerous courts, and has provided testimony before federal and state legislative committees. He is a nationally known speaker on healthcare industry topics, the author of several books, the latest of which include: "The U.S. Healthcare Certificate of Need Sourcebook" [2005 - Beard Books], "An Exciting Insight into the Healthcare Industry and Medical Practice Valuation" [2002 – AICPA], and "A Guide to Consulting Services for Emerging Healthcare Organizations" [1999 John Wiley and Sons].

Mr. Cimasi is the author of numerous additional chapters in anthologies; books, and legal treatises; published articles in peer reviewed and industry trade journals; research papers and case studies; and, is often quoted by healthcare industry press. In 2006, Mr. Cimasi was honored with the prestigious "Shannon Pratt Award in Business Valuation" conferred by the Institute of Business Appraisers. Mr. Cimasi serves on the Editorial Board of the Business Appraisals Practice of the Institute of Business Appraisers, of which he is a member of the College of Fellows.



Todd A. Zigrang, MBA, MHA, ASA, FACHE, is the Senior Vice President of HEALTH CAPITAL CONSULTANTS (HCC), where he focuses on the areas valuation and financial analysis for hospitals and other healthcare enterprises. Mr. Zigrang has significant physician integration and financial analysis experience, and has participated in the development of a physician-owned multi-specialty MSO and networks involving a wide range of specialties; physician-owned hospitals, as well as several limited liability companies for the purpose of acquiring acute care and specialty hospitals, ASCs and other ancillary facilities; participated in the evaluation and negotiation of managed care contracts, performed and assisted in the valuation of various healthcare

entities and related litigation support engagements; created pro-forma financials; written business plans; conducted a range of industry research; completed due diligence practice analysis; overseen the selection process for vendors, contractors, and architects; and, worked on the arrangement of financing.

Mr. Zigrang holds a Master of Science in Health Administration and a Masters in Business Administration from the University of Missouri at Columbia, and is a Fellow of the American College of Healthcare Executives. He has co-authored "Research and Financial Benchmarking in the Healthcare Industry" (STP Financial Management) and "Healthcare Industry Research and its Application in Financial Consulting" (Aspen Publishers). He has additionally taught before the Institute of Business Appraisers and CPA Leadership Institute, and has presented healthcare industry valuation related research papers before the Healthcare Financial Management Association; the National CPA Health Care Adviser's Association; Association for Corporate Growth; Infocast Executive Education Series; the St. Louis Business Valuation Roundtable; and, Physician Hospitals of America.



Anne P. Sharamitaro, Esq., is the Vice President of HEALTH CAPITAL CONSULTANTS (HCC), where she focuses on the areas of Certificate of Need (CON); regulatory compliance, managed care, and antitrust consulting. Ms. Sharamitaro is a member of the Missouri Bar and holds a J.D. and Health Law Certificate from Saint Louis University School of Law, where she served as an editor for the Journal of Health Law, published by the American Health Lawyers Association. She has presented healthcare industry related research papers before Physician Hospitals of America and the National Association of Certified Valuation Analysts and co-authored chapters in "Healthcare Organizations: Financial Management Strategies," published in 2008.