The Regulation of Mid-Level Provider Practice

Anne Sharamitaro, Esq. - Vice President of Research • Rachel Seiler, MPH - Editor

As discussed in a previous issue of Health Capital Topics (see *The Scope of Non-Physician Provider Practice* – Volume 3, Issue 2, February 2010), while mid-level providers are authorized to provide certain services autonomously and *in lieu* of physicians, they are still considered primarily to be physician-extenders, in providing an array of services *incident to* physicians.

Mid-level providers face significant regulatory scrutiny as mandated by state and federal law, which govern the supervision and scope of mid-level providers and differ by state, specialty, practice setting, and the provider's specific role in the provision of care.

However, services billed under Medicare *incident-to* rules include those services provided by a mid-level provider without direct supervision of a licensed physician, regardless of specialty or whether the non-physician provider (NPP) was the primary service provider. Further, Medicare allows physicians to bill for *incident-to* services provided by mid-level practitioners at 100 percent of the physician fee schedule. *Incident-to* services are defined as services provided by qualified non-physician professionals that are integral to and continuous with the services provided by the primary physician.²

Some midlevel providers, e.g., physician assistants, nurse practitioners, and clinical nurse specialists, are generally permitted to act as independent contractors and bill directly for their services at 85 percent of the physician fee schedule amount, when working more autonomously, *in lieu*, of a physician-collaborator.³

Also, certain mid-level providers are afforded the legal autonomy to form independent group practices, and provide certain services in lieu of primary care physicians.⁴ The autonomy afforded to these and other mid-level providers has even expanded to include supervision of other NPPs in lieu of physician supervision. 5 Under the January 2010 update of the Hospital Outpatient Prospective Payment System, outpatient therapeutic services provided in a hospital setting must be directly supervised by either a physician or certain NPPs, i.e., clinical psychologists, physician assistants, nurse practitioners, clinical nurse specialists, and certified nurse midwives.6 These NPPs are permitted to provide direct supervision in lieu of physicians if they are authorizing to personally perform the services they are overseeing, as prescribed by the scope of practice rules derived by their state.⁷

Careful analysis and review by qualified legal counsel of the specific facts and circumstances regarding mid-level provider practice is an important step in maintaining corporate compliance and adherence to regulatory edicts.

- "Incident to" Services, by the Centers for Medicare and Medicaid Services, MLN Matters, SE0441, 2004, http://www.cms.hhs.gov/mlnmattersarticles/downloads/se041.pdf (accessed 02/01/2010).
- "Incident to" Services, by the Centers for Medicare and Medicaid Services, MLN Matters, SE0441, 2004, http://www.cms.hhs.gov/mlnmattersarticles/downloads/se0441.pdf (accessed 02/01/2010).
- "110 Physician Assistant Services Payment Methodology," and "120 Nurse Practitioner (NP) and Clinical Nurse Specialist (CNS) Services," in "Chapter 12 Physicians/Nonphysician Practitioners," in "Medicare Claims Processing Manual," Centers for Medicare and Medicaid Services, December 18, 2009.
- "110 Physician Assistant Services Payment Methodology," and "120 – Nurse Practitioner (NP) and Clinical Nurse Specialist (CNS) Services," in "Chapter 12 – Physicians/Nonphysician Practitioners," in "Medicare Claims Processing Manual," Centers for Medicare and Medicaid Services, December 18, 2009.
- "20.5.1 Coverage of Outpatient Therapeutic Services Incident to a Physician's Service Furnished on or After Jaunary 1, 2010," in "January 2010 Update of the Hospital Outpatient Prospective Payment System (OPPS)," by the Centers for Medicare and Medicaid Services, the Department of Health and Human Services, Transmittal 116, Pub. 100-02 Medicare Benefit Policy, December 11, 2009
- "20.5.1 Coverage of Outpatient Therapeutic Services Incident to a Physician's Service Furnished on or After Jaunary 1, 2010," in "January 2010 Update of the Hospital Outpatient Prospective Payment System (OPPS)," by the Centers for Medicare and Medicaid Services, the Department of Health and Human Services, Transmittal 116, Pub. 100-02 Medicare Benefit Policy, December 11, 2009
- "20.5.1 Coverage of Outpatient Therapeutic Services Incident to a Physician's Service Furnished on or After Jaunary 1, 2010," in "January 2010 Update of the Hospital Outpatient Prospective Payment System (OPPS)," by the Centers for Medicare and Medicaid Services, the Department of Health and Human Services, Transmittal 116, Pub. 100-02 Medicare Benefit Policy, December 11, 2009.



(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, CBA, AVA, CM&AA, President. Mr. Cimasi is a nationally recognized healthcare industry expert, with over 25 years experience in serving clients, in 49 states, with a professional focus on the financial and economic aspects of healthcare industry including: valuation consulting; litigation support & expert testimony; business intermediary and capital formation services; certificate-of-need and other regulatory and policy planning; and, healthcare industry transactions, joint ventures, mergers and divestitures.

Mr. Cimasi holds a Masters in Health Administration from the University of Maryland, and several professional certifications. He has been certified and has served as an expert witness on cases in numerous states, and has provided testimony before federal and state legislative committees.

Mr. Cimasi is a nationally known speaker on healthcare industry topics, is the author of several nationally published books, chapters, published articles, research papers and case studies, and is often quoted by healthcare industry press. Mr. Cimasi's latest book, "The U.S. Healthcare Certificate of Need Sourcebook", was published in 2005 by Beard Books. In 2006, Mr. Cimasi was honored with the prestigious "Shannon Pratt Award in Business Valuation" conferred by the Institute of Business Appraisers and was elevated to the Institute's College of Fellows in 2007.



Todd A. Zigrang, MHA, MBA, FACHE, Senior Vice-President. Mr. Zigrang has over twelve years experience in providing valuation, financial analysis, and provider integration services to HCC's clients nationwide. He has developed and implemented hospital and physician driven MSOs and networks involving a wide range of specialties; developed a physician-owned ambulatory surgery center; participated in the evaluation and negotiation of managed care contracts, performed valuations of a wide array of healthcare entities; participated in numerous litigation support engagements; created pro-forma financials; written

business plans and feasibility analyses; conducted comprehensive industry research; completed due diligence analysis; overseen the selection process for vendors, contractors, and architects; and, developed project financing.

Mr. Zigrang holds a Masters in Business Administration and a Master of Science in Health Administration from the University of Missouri at Columbia. He holds the Certified Healthcare Executive (CHE) designation from, and is a Diplomat of, the American College of Healthcare Executives and a member of the Healthcare Financial Management Association.



Anne P. Sharamitaro, Esq., Vice President. Ms. Sharamitaro focuses on the areas of Certificate of Need (CON); regulatory compliance, managed care, and antitrust consulting. Ms. Sharamitaro was admitted to the Missouri after graduating with J.D. and Health Law Certificate from St. Louis University School of Law. At St. Louis University, served as an editor and staff member of 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 (f/k/a American Surgical Hospital Association) and the National Association of Certified Valuation Analysts.



Rachel L. Seiler, MPH, is a Senior Research Associate at Health Capital Consultants (HCC). Ms. Seiler holds a Masters in Public Health at Saint Louis University. At HCC, Ms. Seiler serves as a Sr. Project Manager for consulting services providing research for financial and economic analyses related to provider, physician, and executive compensation; valuation of healthcare enterprises, assets and services; healthcare industry trends and medical specialty trends; market demographics and competition; and, various regulatory, reimbursement and technology topics related to health policy and economic trends

regarding a wide and diverse array of healthcare industry topics. Ms. Seiler was co-author of the study entitled "Market Impact of Specialty Hospitals: A Study of the Profitability of General Short-Term Acute Care Hospitals", published in the Winter 2008 edition of the Journal of Health Care Finance, and defended it at a poster presentation at Academy Health in Chicago.