



**Workshop for Financial Coordinators
February 16 – 18, 2005
Sofitel Los Angeles**



Day 1 Wednesday, February 16, 2005

7:30 - 8:30 **Registration & Continental Breakfast in the Exhibit Area**

8:30 – 8:45 **Welcome**

Laura J. Aguiar, President
Transplant Financial Coordinators Association

8:45 - 9:15 **UNOS Update**

Speaker: William G. Lawrence, Esquire
Director of Patient Affairs, UNOS/OPTN Richmond, VA
This session will provide an update of current affairs impacting the transplant community including the MELD system, upcoming changes within the Thoracic Organ Allocation system, and the development of the National Donor Memorial.

Moderator: Laura J. Aguiar

9:15 - 10:00 **Medicare Medical Policy Coverage Issues**

Dr. Arthur Lurvey, Medical Director
United Government Services, Camarillo CA
This session, featuring the Medical Director from United Government Services, a CMS Fiscal Intermediary, will focus on Medicare Medical Policy Coverage issues such as transplant coverage for HIV+ recipients, Multi-Visceral Transplant Procedures, & Multi-Organ Procedures such as Liver/Kidney or Heart/Liver transplant.

Moderator: Lisa Rhodes

10:00 - 10:15 **Break**

10:15 - 11:00 **The Challenge of Transplanting Illegal Alien & Self Pay Patients**

Speaker: Jane Thompson, Senior Administrative Analyst
Division of Transplantation, UC Irvine Medical Center Irvine, CA
This session, utilizing case examples, will examine the financial risks & issues, for both the transplant center & recipient. Case rates, global fees, & the financial, social, & clinical considerations of this patient population will be also be discussed.

Moderator: Pamela K. Harris

11:00 - 12:15 **Medicare Secondary Payor Issues**

Speaker: William P. Vaughan, Principal
Health Systems Concepts, Tampa FL
This session will help attendees identify situations when Medicare is the primary payor & when it isn't.

Moderator: Susan Stoops Watson

Day 1 Wednesday, February 16, 2005 (Continued)

12:15 - 1:15 **Lunch (Champagne Room)**

1:15 – 2:00 **Everything You Ever Wanted to Know About the Medicare Discount Drug Cards & the New Drug Bill of 2006**

Speaker: Captain H. Donna Dymon, PhD

Division of Medicare Operations

Center for Medicare & Medicaid Services, San Francisco CA

This session will focus on the ins and outs of the Medicare Discount Drug Card program, currently in effect, as well as the Drug Bill slated to go into effect in 2006.

Moderator: Lisa Rhodes

2:00 - 2:45 **Show Me the Money-Patient Assistance Programs & Fundraising**

Panelists: Scheduled participants include representatives from COTA, the National Foundation for Transplants, & the National Transplant Assistance Fund.

Who will pay for the transplant? Who will pay for the "extra stuff"? This session will address a TFCs worst nightmare, the uninsured, or underinsured patient. Find out what resources are available to your patients who are uninsured, or underinsured.

Moderator: Amy Hackney

2:45 – 3:00 **Break**

3:00 - 3:45 **Pharmacy Assistance Programs**

Panelists: Scheduled participants include representatives from Good Life Resources, Fujisawa Health Care, and Covance.

Panelists will outline resources available to transplant recipients who are uninsured, or underinsured.

Moderator: Jennifer Woodward

Day 2 Thursday, February 17, 2005

8:00 - 8:30 **Continental Breakfast in the Exhibit Area**

8:30 - 9:30 **A Heretic's Lament Concerning the Dubious Nature of Transplant Economics-The Key Note Address**

Speaker: Roger W. Evans, PhD

Consultant in Health Care, Rochester MN

Moderator: Laura J. Aguiar

Day 2 Thursday, February 17, 2005 (Continued)

9:30 - 10:15 Patients' Perceptions of the Financial Impact of Transplantation

Speaker: Jeffrey G. Stoll, PhD., Post-Doctoral Associate

Department of Clinical & Health Psychology

University of Florida at Gainesville, Gainesville FL.

This study looked at the resources utilized by patients to cover the costs of transplantation, the financial problems encountered since undergoing a transplant, & whether patients felt fully informed about potential transplant-related costs.

Moderator: Pamela K. Harris

10:15 - 10:30 Break

10:30 - 11:15 The Reality of the Financial Impact of Transplant from the Perspective of Real Transplant Recipients-A Panel Discussion

Speakers: William G. Lawrence, Esquire

Director of Patient Affairs, UNOS/OPTN

Amy Hackney, Business Coordinator

Methodist Medical Center, Dallas TX

Glenn Matsuki, Administrative Services Coordinator

The Comprehensive Transplant Center, Cedars-Sinai Medical Center

As much as we might think we understand what the financial implications of undergoing a transplant are, unless we experience it first hand, we really don't. The panelists in this session do know and will share their experiences as both transplant professional *and* recipient.

Moderator: Sylonnia Haymond

11:15 - 11:45 Medicaid Coverage for Transplantation in 2004-Results of a National Coverage Survey by NMDP & TFCA

Speakers: Debbie Jacobson, National Marrow Donor Program

Susan Milner, Beth Israel Deaconess Medical Center, Boston MA

We know that all state Medicaid programs are not the same and the variations from state to state can have even the best TFC baffled!

Recently, the NMDP and TFCA joined forces and sent out a survey to all 50 states asking about all types of transplant services (kidney, liver, bone marrow/blood stem cell, heart, lung)-come and hear who responded and what they had to say!"

Moderator: Paula Summa

12:00 - 1:00 Lunch (Gigi Brasserie)

Day 2 Thursday, February 17, 2005 (Continued)

Concurrent Sessions

Session A 1:00 - 1:45

Introductory Track: **Introduction to UNOS**

Speaker: William G. Lawrence, Esquire

Director of Patient Affairs, UNOS/OPTN

This session will provide an overview of the structure and function of UNOS, its role as the OPTN contractor, the role of the transplant community in developing UNOS organ allocation policy, & UNOS resources available to the community

Moderator: Laura J. Aguiar

Advanced Track: **The Many Faces of A Transplant Administrator**

Speakers: Helen Hauff, Administrative Director

Transplant Services, Mt. Sinai Medical Ctr., NY NY

Barry Marshall, Administrative Director

The Transplant Institute, Memphis TN

Susan Peters, Director, Inova Transplant Center, Fairfax VA

Susan Stoops Watson, Program Manager

Clarian Health Partners, Indianapolis IN

This session will offer experienced Financial Coordinators, a snapshot of the varied roles & positions found within the realm of transplant administration.

Moderator: Helen Hauff and Linda Bogan Hightower

Session B 1:45 - 2:30

Introductory Track: **ABC's of Insurance Coverage**

Speaker: Michael S. Chaney, Transplant Financial Coordinator

The Lied Transplant Center, Omaha NE

This session will help attendees distinguish between seven major categories of transplant reimbursement most commonly seen in today's health care environment. At the conclusion, attendees will be able to determine if a transplant could be paid for, and how to go about securing payment for transplant via one of these sources.

Moderator: Paula Summa

Advanced Track: **Revenue Recovery**

Speaker: Barry S. Marshall, Administrative Director

The Transplant Institute, Memphis TN

If you think your center is receiving all of the payments it's supposed to, come hear what this speaker discovered when he took a closer look at not one, but two transplant centers!

Moderator: Beverly Larson

Day 2 Thursday, February 17, 2005 (Continued)

2:30 - 2:45 **Break**

Concurrent Sessions

Session C 2:45 - 3:30

Introductory Track: **Transplant 101 Part 1**

Speaker: Susan A. Noska, RN CNN CCTC
Senior Transplant Coordinator
Massachusetts General Hospital, Boston
To be truly effective, a good TFC needs a basic understanding of the clinical components of transplantation. This session will provide a broad overview of the clinical aspects of Abdominal Transplantation-Liver, Kidney, Pancreas, Small Bowel, & Multi-Visceral.

Moderator: Adrienne Toussant

Advanced Track: **Transplant Contracting and Revenue Management-
How to Spot The Bad Deal**

Speakers: Barry Marshall, Administrative Director
The Transplant Institute, Methodist Health Care
Memphis, TN
Lisa Rhodes, Sr. Financial Mgmt Analyst
The Comprehensive Transplant Center, Cedars-Sinai Medical Ctr
Los Angeles, CA
Transplant programs can have superior clinical outcomes and a portfolio of well-intentioned managed-care contracts. Unfortunately, many transplant contracts are negotiated by someone with no transplant experience. This can, and frequently does, lead to "The Bad Deal".

Moderator: Linda Bogan Hightower

Session D 3:30 - 4:15

Introductory Track: **Live Donor Liver Transplant for the Layperson**

Speaker: Nicholas N. Nissen, MD
The Comprehensive Transplant Center, Cedars-Sinai Medical Ctr
Los Angeles, CA
This session will provide attendees a broad, easy to understand guide to one of the fastest growing transplant procedures in the country.

Moderator: Sylvania Haymond

Day 2 Thursday, February 17, 2005 (Continued)

Concurrent Sessions

Advanced Track: **Advanced Medicare Cost Report-Dissecting the D-6**
Speaker: William P. Vaughan, Principal
Health Systems Concepts, Tampa FL
While most know that the Medicare Cost Report is the financial life-blood of the transplant center, many don't know what is contained on it beyond staff salaries. The speaker will provide a detailed, line by line, look at the D-6 and the expenses allowed it.

Moderator: Susan Stoops Watson

4:30 – 8:30 **Reception at Barefoot Restaurant**
Sponsored by Fujisawa Health Care
To get to the restaurant on foot, exit the hotel, turn right & walk down Beverly Blvd until you reach George Burns Drive. Cross Beverly Blvd and continue up George Burns Drive until you come to West 3rd St. Cross West 3rd St. and turn right again. The restaurant is located between George Burns Drive and Arnaz Drive.

Day 3 Friday, February 18, 2005

8:00 - 8:30 **Continental Breakfast in the Exhibit Area**

Concurrent Sessions

Session E 8:30 – 9:15

Introductory Track: **Transplant 101, Part II**
Speaker: Susan A. Noska, RN CNN CCTC
Senior Transplant Coordinator
Massachusetts General Hospital, Boston MA
A continuation of Transplant 101 Part I-this session will focus on BMT, Cardio-thoracic transplantation (Heart & Lung) as well as the current state of xenotransplantation, Assist-Devices, & Allotolerance.

Moderator: Adrienne Toussant

Advanced Track: **In's & Out's of IVIG Coverage**
Speaker: Susan Stoops Watson, Program Manager
Clarian Health Partners, Indianapolis IN
This session will offer TFCs tips for ensuring coverage for recipients undergoing IVIG therapy.

Moderator: Laura J. Aguiar

Day 3 Friday, February 18, 2005 (Continued)

Concurrent Sessions

Session F 9:15 – 10:00

Introductory Track: **Medicare 101**

Speaker: Mariana Gitomer, Public Relations Specialist
Social Security Administration, San Francisco CA
Captain H. Donna Dymon, PhD
Division of Medicare Operations
Center for Medicare & Medicaid Services, San Francisco CA
Topics Include: Basic Eligibility-who's eligible for Medicare & when? Basic MSP-When does Medicare pay first? When does it not? Medicare Coverage of Transplants-What, where, & when is it covered? Part A vs. Part B-What's the difference?

Moderator: Elizabeth Fries

Advanced Track: **Managing Up!**

Speaker: Helen Hauff, Administrative Director
Transplant Services, Mt. Sinai Medical Center, NY
This session will provide strategies to help you help your boss understand what it is you do, why you do it, and how you do it.

Moderator: Michael S. Chaney

10:00 - 10:15 **Break**

10:15 - 11:45 **Donor & Recipient Billing Issues-Who Gets Billed for What & When**

Speaker: William P. Vaughan, Principal
Health Systems Concepts, Tampa FL
When does the bill go to the transplant center? When does it go to the insurance? Whose insurance gets the bill? What is allowable in the KACC/LACC? What isn't? The answers to these questions, & many more, are waiting here.

Moderator: Susan Stoops Watson

11:45 - 12:00 Wrap-up

12:30 - 2:00 **5th Annual TFCA Meeting**