

Think Managing Disease is a Drain?

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Financial Disclosures



Total Patient Care: Utilizing Technology to Manage Posterior Segment Diseases

In this course we will cover the **technological** and **financial** aspects of managing chronic anterior segment diseases:

- Macular Degeneration
- Optic Nerve Disorders:
 - Optic Nerve Pits
- Choroidal Nevus
- Glaucoma

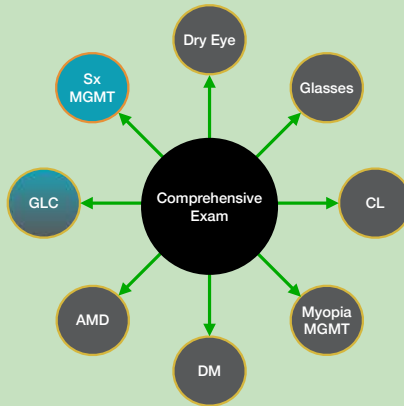
Disclaimer

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* indicates CMS National Average

~ indicates potential fee based on understanding per hour revenue averages and average material cost assumptions

Total Patient Care Model



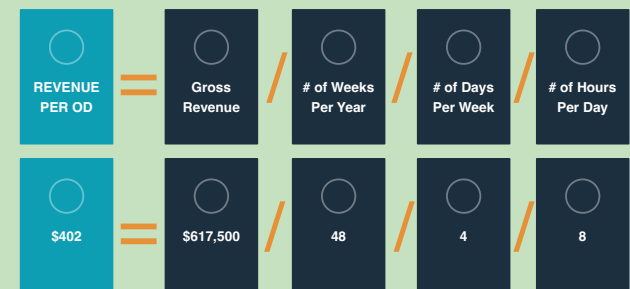
Revenue Per OD Hour

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Revenue Per OD Hour

| Gross Revenue per OD Hour Performance Deciles | | |
|---|--------------|------------------|
| | | Index vs. Median |
| Highest | | |
| 90th-99th percentile | \$673 | 168 |
| 80th-89th percentile | \$559 | 139 |
| 70th-79th percentile | \$530 | 132 |
| 60th-69th percentile | \$465 | 116 |
| 50th-59th percentile | \$415 | 103 |
| Median | \$402 | 100 |
| 40th-49th percentile | \$368 | 92 |
| 30th-39th percentile | \$315 | 78 |
| 20th-29th percentile | \$283 | 70 |
| 10th-19th percentile | \$252 | 63 |
| 1st-9th percentile | \$167 | 42 |
| Lowest | | |

Revenue Per OD Hour



Revenue Considerations

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Revenue Considerations

- Routine Examination:
 - Exam + Refraction:
 - \$70
 - Screening Ultrawide Field
 - \$39
- Total Revenue Per Exam:
 - \$109
- If you are seeing 2 exams per hour:
 - \$218
- If you are seeing 3 exams per hour:
 - \$327
- Routine Examination + Sale of Glasses:
 - Assume Gross Revenue per Pair:
 - \$300
- Total Revenue Per Exam:
 - \$409
- If you are seeing 2 exams per hour:
 - \$818
- If you are seeing 3 exams per hour:
 - \$1,227

Where do you fall?



- Routine Exam Only:
 - Lowest: $0.57 \times \$109 = \$62.13/\text{hr}$
 - Median: $1.19 \times \$109 = \$129.71/\text{hr}$
 - Highest: $2.18 \times \$109 = \$237.62/\text{hr}$
- Routine Exam + Specs:
 - Lowest: $0.57 \times \$409 = \$233.13/\text{hr}$
 - Median: $1.19 \times \$409 = \$486.71/\text{hr}$
 - Highest: $2.18 \times \$409 = \$891.62/\text{hr}$

Cases - How Taking Care of the Patient Takes Care of the Practice

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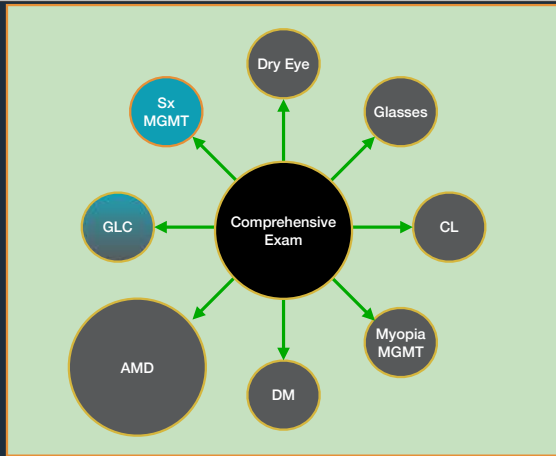
AMD

Tools Used:

- OCT
- OCT-A
- Ultrawidefield screening
- AdaptDx
- FAF

Additional services provided:

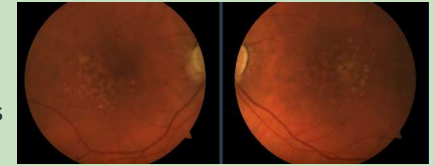
- Choroidal nevus, CI, MGD, NAION



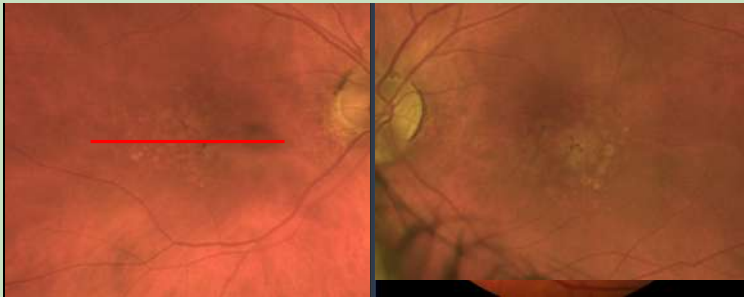
Case: 79 year old white male

- **CHIEF COMPLAINT:** Pt here for AMD evaluation, Pt feels that vision has changed OD over the last month
- Location: OU
- Severity: Moderate
- Mod. Factors: denies wavy or distorted vision, but blurry OD x 1 month, taking Macuhealth Plus

- **Best Vision:**
 - OD: 20/50⁻²
 - OS: 20/25⁻¹



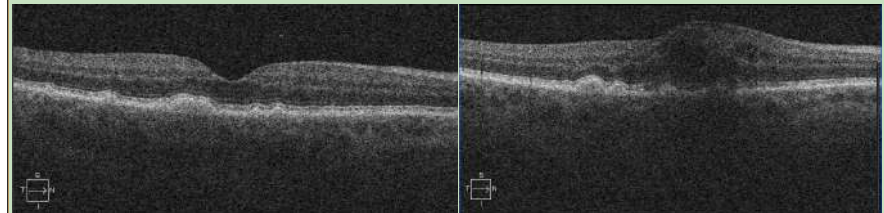
Case: 79 year old white male



Case: 79 year old white male

Initial

Progression to wet



Case: 79 year old white male



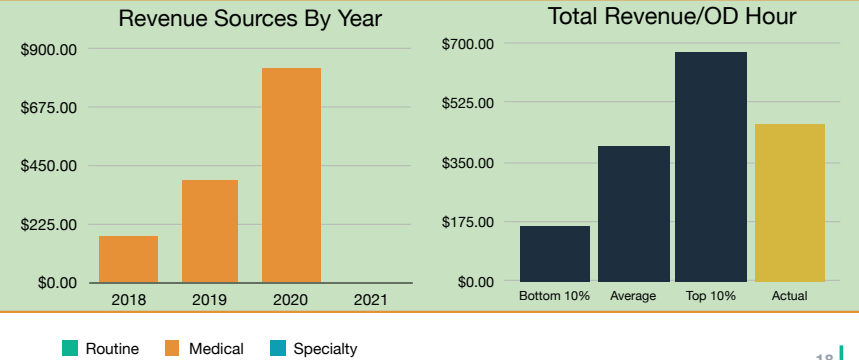
Clinical Take Home

- Patients are entitled to more than 1 disease
- Frequent check ins help detect changes in conditions that can progress
- Aging populations are particularly susceptible to:
 - MGD
 - NAION
 - AMD

AMD

Total Time 2018-2021 = 3 Hours

Total Revenue = \$1,396.75



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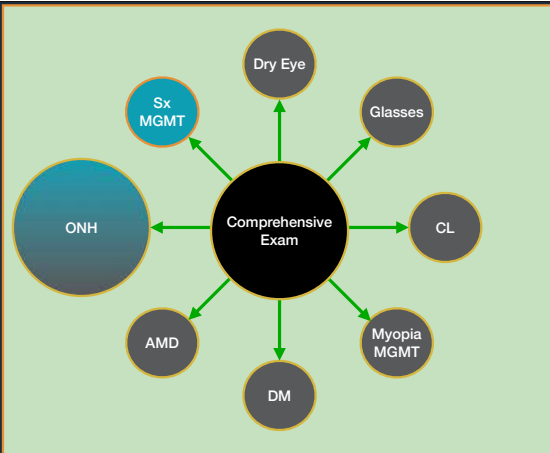
ONH Pit

Tools Used:

- OCT
- Ultrawidefield screening
- FAF

Additional services provided:

- MGD



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Case: 35 year old white female



- **CHIEF COMPLAINT:** Blurry vision. Vision fluctuates. Gradual change. All ranges. Vision is troublesome. Vision is making computer use difficult. Distance viewing presents challenges.
- **History is unremarkable**

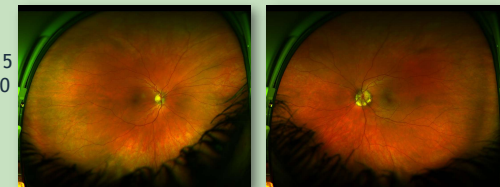
MANIFEST:

- RT: +0.75 -1.25 x 175 DVA: 20/15
- LT: +0.75 -1.25 x 165 DVA: 20/20

CUP/DISC RATIO:

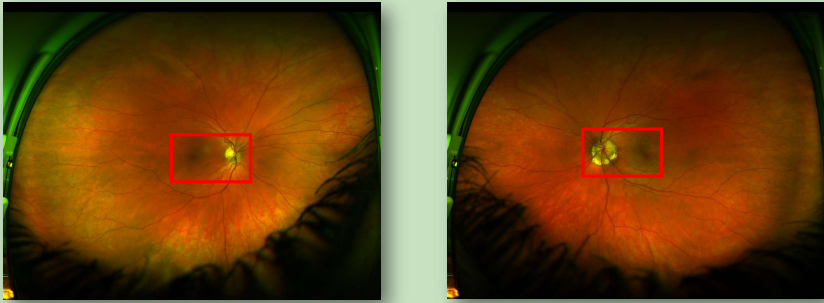
- RT: .30/ .30 LT: .50/ .50

TONOMETRY: 13/12



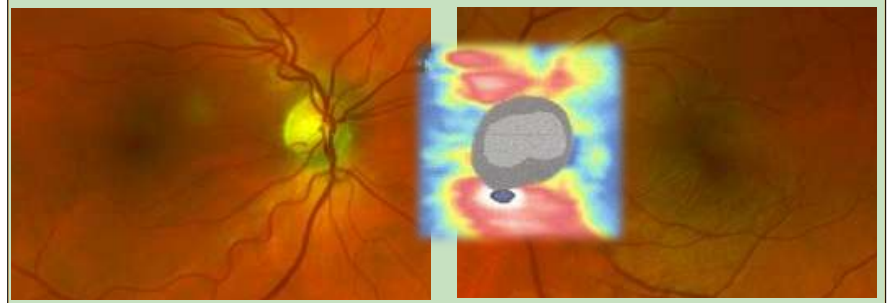
20

Case: 35 year old white female



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Case: 35 year old white female

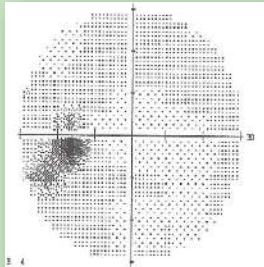


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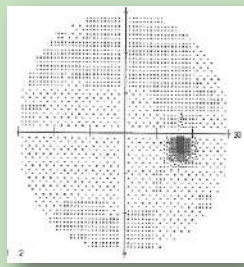
Case: 35 year old white female



OS: 30-2



OD: 30-2

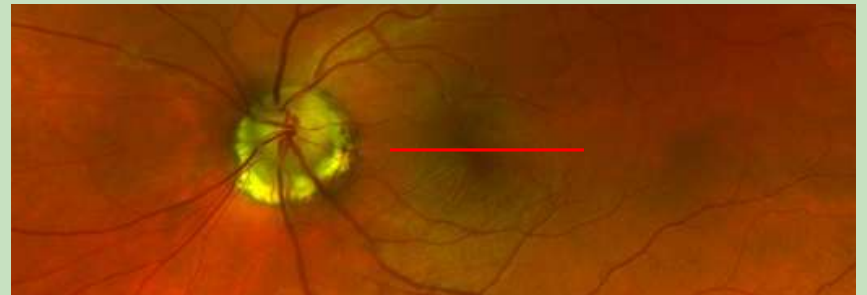


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Case: 35 year old white female



Macular Examination



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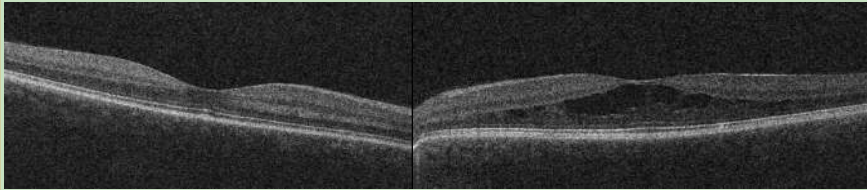
Case: 35 year old white female



Macular Examination

OD

OS



Case: 35 year old white female

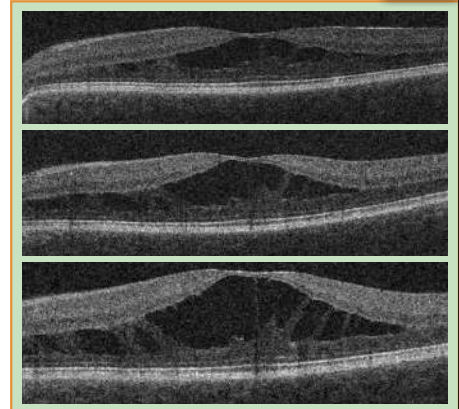


Macular Changes

20/20

20/20

20/30



Case: 35 year old white female



Macular Changes



Case: 35 year old white female



Macular Changes

Pre-Laser

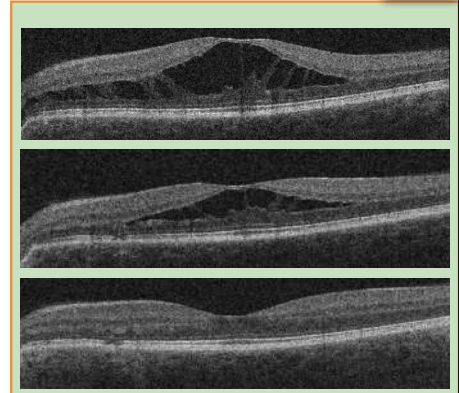
**3 Months
Post Laser**

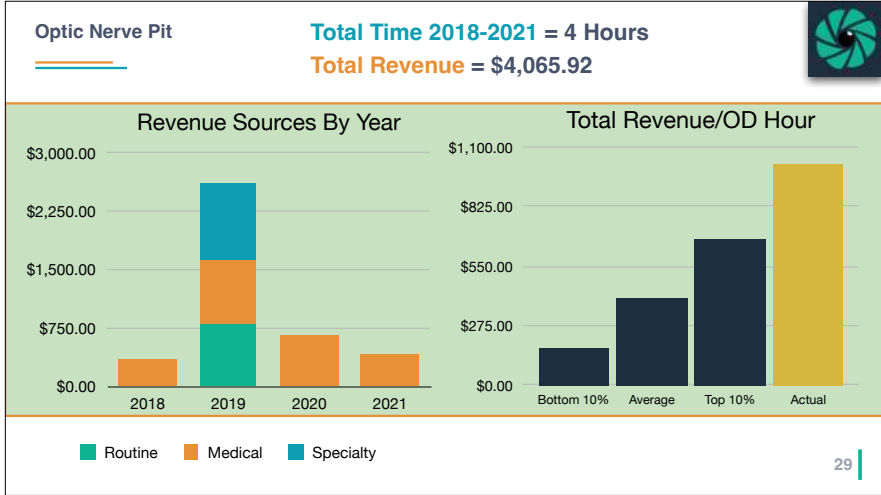
**24 Months
Post Laser**

20/30

20/20

20/20

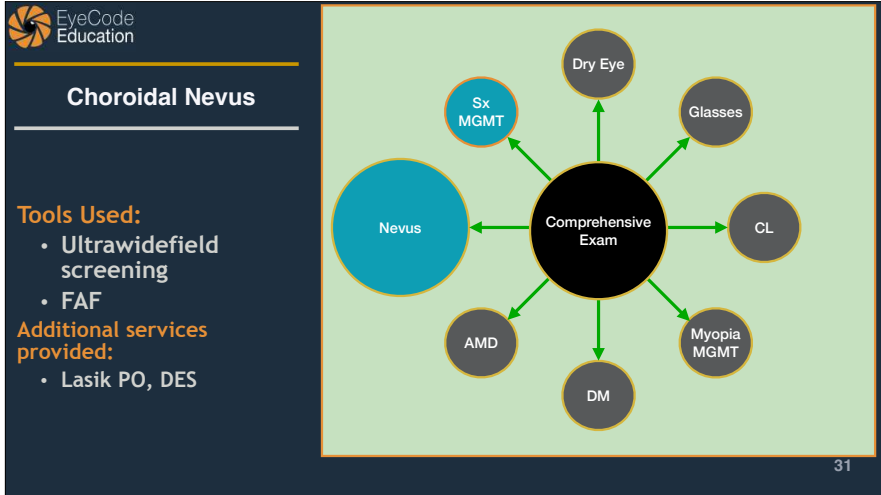




Case: 35 year old white female

Clinical Take Home

- Patients with ONH pits are at risk for:
 - Glaucoma
 - Macular schisis/edema
- Monitoring and discussion allows the patient to identify changes in vision and turn to primary eye care provider for best treatment options



Case: 53 year old white female

- **Chief Complaint:** Pt here for a nevus evaluation, feels like night vision is not as good, MVCP changed prior year so she saw another provider who didn't mention nevus.
- Location: OS
- Severity: Mild
- Timing: Ongoing Condition
- Signs/Symptoms: denies f/f

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Case: 53 year old white female

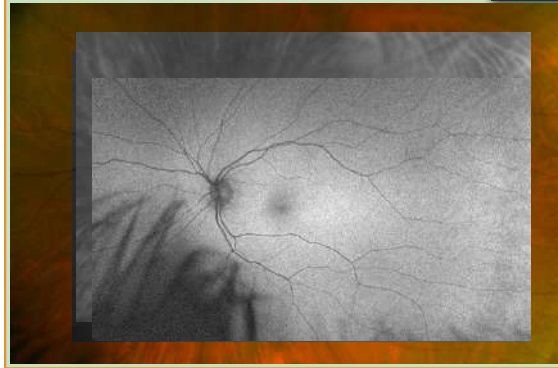


Tools Used:

- Ultrawidefield screening
- FAF

Additional services provided:

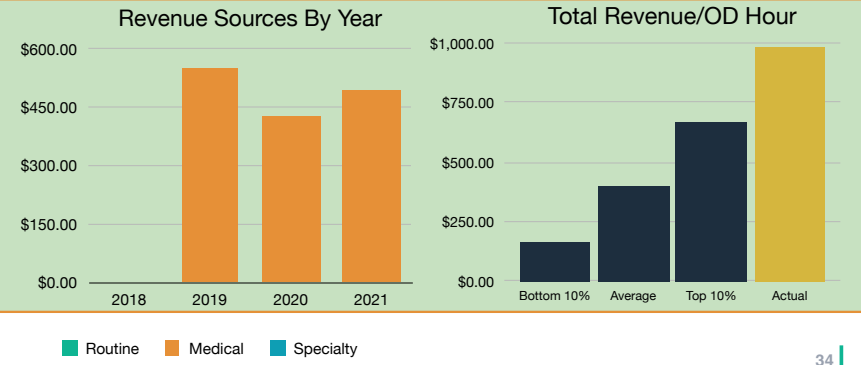
- Lasik PO, DES



Choroidal Nevus

Total Time 2018-2021 = 1.5 Hours

Total Revenue = \$1,479.29



Case: 53 year old white female



Clinical Take Home

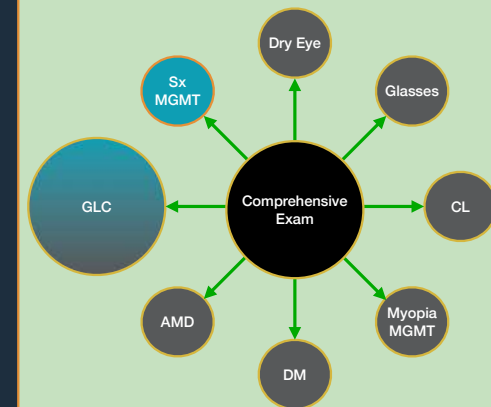
- Patients with MVCPs often associate all of their **ACCESS** to care to come from the MVCP even when they **NEVER** utilize those benefits with a particular provider.
- **Not a sole justification** for being a provider on MVCP, but rather a consideration when adding or dropping MVCP
- Patient communication is paramount in helping them understand their benefits and who will be paying for examinations.



Glaucoma

Tools Used:

- OCT
- Ultrawidefield screening
- VF

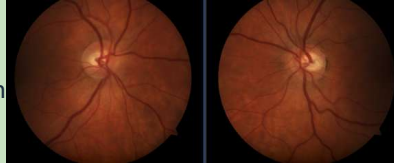


Case: 50 year old white female



Chief Complaint: Pt here for a glaucoma evaluation

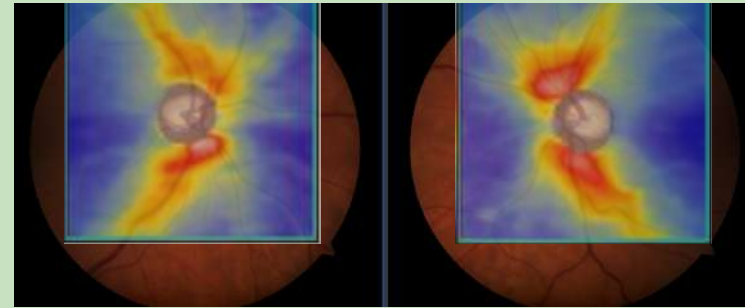
- Location: OU
- Severity: Mild
- Timing: Ongoing Condition
- Context: based on ocular hypertension
- Signs/Symptoms: no pain or pressure to eyes
- IOP today: 24/23 (high IOP: 26/26)
- Pach: 600/593



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Case: 50 year old white female

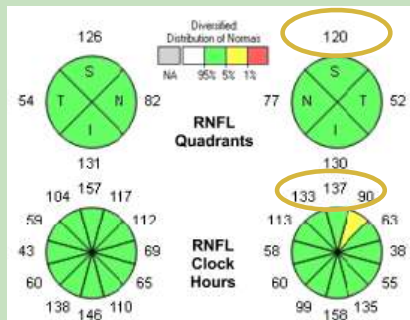
Initial NFL



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Case: 50 year old white female

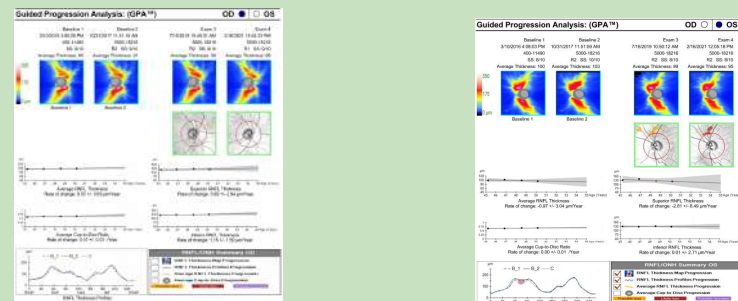
Follow up NFL



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Case: 50 year old white female

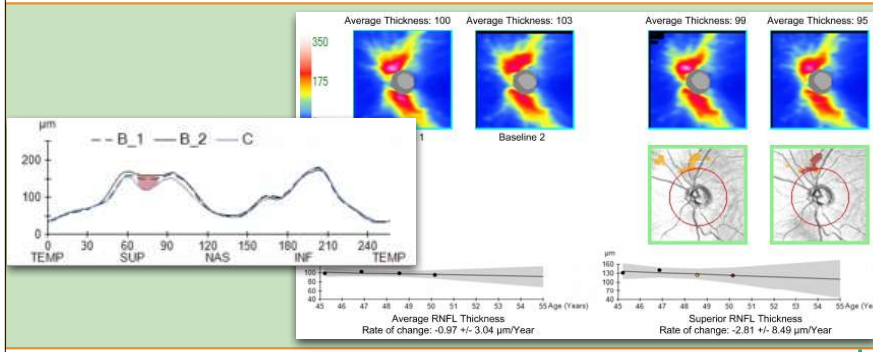
GPA Progression



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Case: 50 year old white female

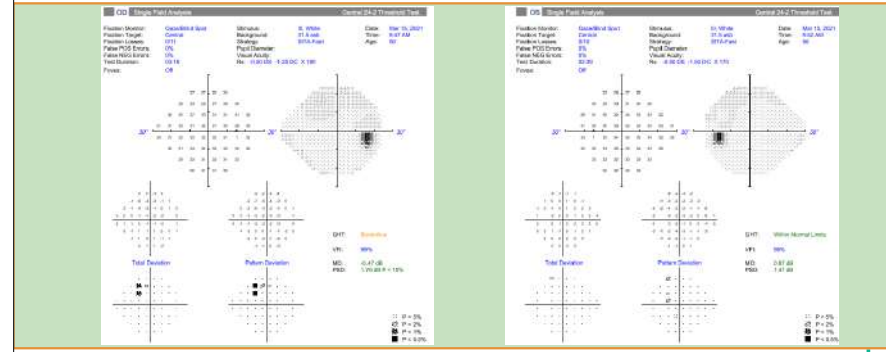
GPA Progression



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Case: 50 year old white female

VF



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Case: 50 year old white female



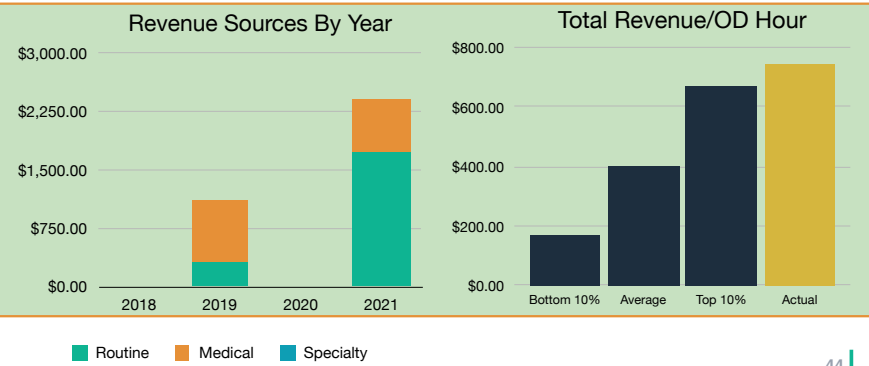
Clinical Take Home

- Patients often only remember the primary care you provide, but it is often thought that primary care that when you consistently discuss and monitor disease progression you have the opportunity to intervene as early as possible.

Glaucoma

Total Time 2018-2021 = 2 Hours

Total Revenue = \$1,494.10



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EyeCode:
Billing and Coding



Questions?

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EyeCode Podcast

