

[SHADOWBOX][®]

Myriad genetics

careviso

Executive War College '24

Price Transparency

What labs need to know about existing
regulation and pending legislation

Learning Objectives

- 1** Understand the history, background, and reasons behind price transparency rules
- 2** Understand pending legislation, and its potential for successful passage/implementation
- 3** Learn how one large independent lab addresses price transparency law and their perspective on the law's pros and cons
- 4** See how labs might achieve transparency objectives without stifling innovation or generating overwhelming manual tasks and cost



Agenda

1



Introductions
& Overview

2



How we
Got Here

3



Pending
Regulations

4



How Myriad
Manages

5



How to make
it work

6



Q&A



Meet Your Speakers



Gregory A. Stein
Founder & CEO
Shadowbox



Rachelle Galant
Chief Strategy Officer
CareViso



Christopher Ho
Senior VP Customer Operations Group
Myriad Genetics

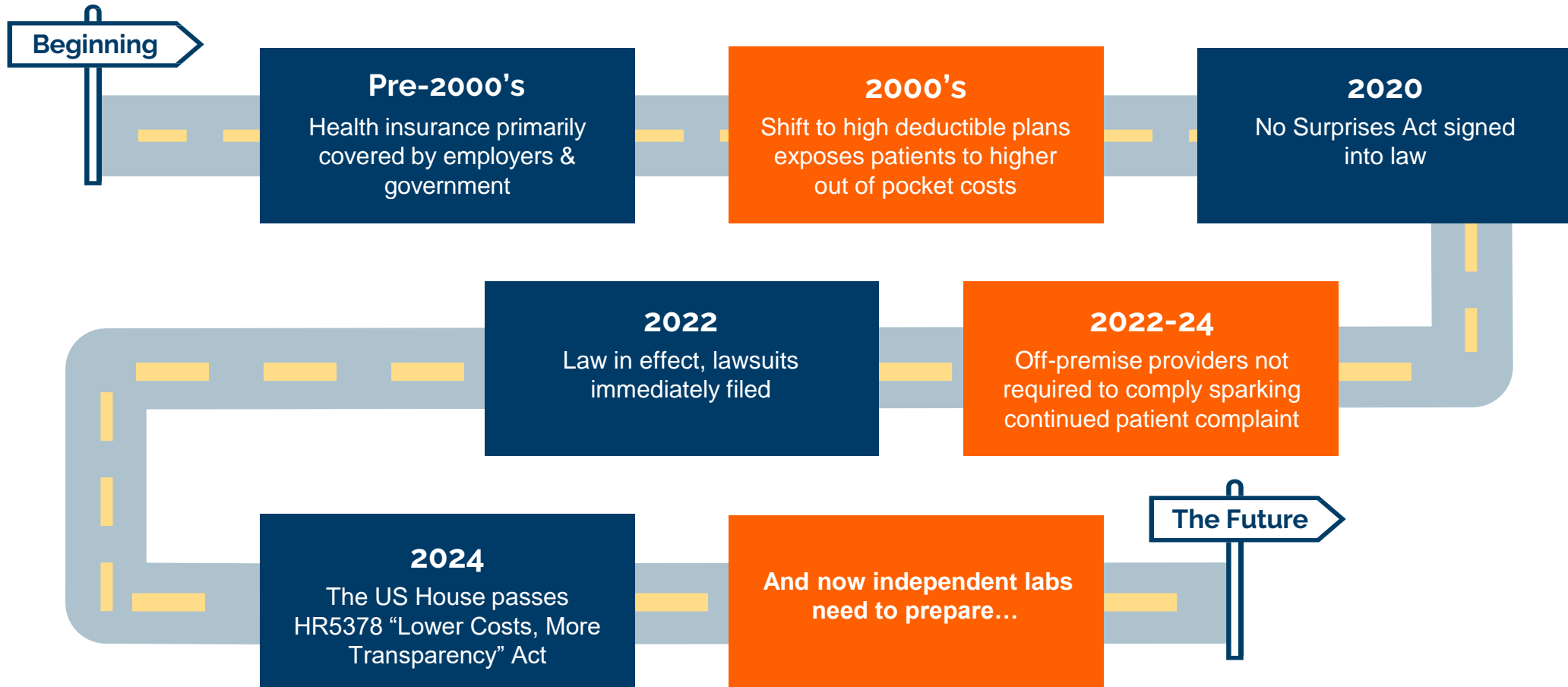




How We Got Here

...a brief history

A Brief History...



Why All The Fuss About Surprise Bills?



Surprise Bills Upset Patients



Negotiating Cost/Payment Put Patients in the Middle



Laboratories at extreme disadvantage

\$64,999

Patient responsibility for 75-mile
airlift by OON provider

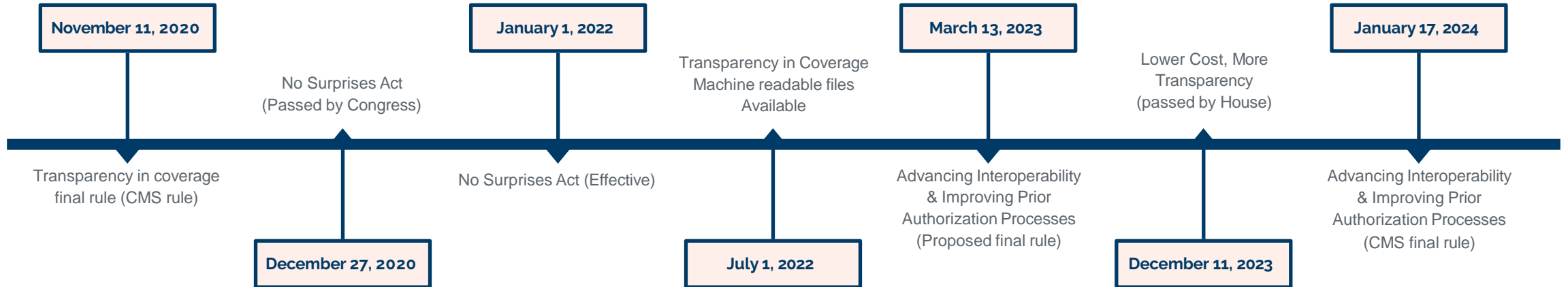
20%

Emergency room visits
generating surprise bills

10%

Independent laboratory
share of surprise bills

Transparency Laws Timeline Summary



TODAY: No Surprises Act (NSA)

Partially implemented, early 2022

- Good Faith Estimate (GFE)
- Independent Dispute Resolution (IDR)
- Patient disclosure

Problematic on many fronts

- State legislation
- Lawsuits
- Uncertainty
- Massive volume
- Inconsistent enforcement
- Payors adopting
- Machine readable file problems

22,000

Disputes predicted for 2022 by
HHS in final 2021 final rule

85%

Path/Lab IDRs remaining
unresolved as of March '24

490,000

Actual disputes filed between
April 2022 & June 2023

247%

Path/Lab median prevailing
offer as % of QPA

1. GAO Report: GAO-24-106335: <https://www.gao.gov/products/gao-24-106335>

NSA: Good Faith Estimate



Good Faith Estimate:

Section 112 – Effective Jan 2022

GFE Required within 3 days!

What does the Good Faith Estimate include?

1. Verification of patient coverage
2. Contracted Rates for care
3. Expected Billing & Diagnostic Codes

NSA: Advanced EOB



Advanced Explanation of Benefits (AEOB):

Section 111 – Effective Jan 2022

Advanced EOB within 3 days!

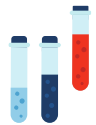
What does the AEOB include?

1. Network Status for provider or facility & contracted rates
2. Cost sharing (Patient & Health Plan)
3. Deductibles or Out-of-Pocket max
4. Medical Management (Prior Authorization)

NSA: What Does It Mean For Labs



Lab tests are considered shoppable services



Understand your responsibilities as a co-provider

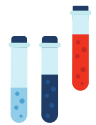
NSA does not preempt state laws



NSA Lab Operational Requirements



Determine if lab order is subject to NSA



If subject to NSA, then,

- Provide a Good Faith Estimate (GFE)
- No Balance Billing





Legislative & Regulatory Initiatives

HR 5378: Lower Costs, More Transparency



Key Points:

- Empower patients
- List Prices
- Disclose Discounts
- Other



Legislative Action:

- Passed House of Representatives, 12/11/2023; 320-71-1
- Senate action may occur in 2024 “lame duck”



Lower Cost More Transparency



New requirements for Labs

- **Section 102.** Clinical Diagnostic Lab Test Price Transparency:
- **Section 204.** Requiring a Separate ID & Attestation for Off- Campus Departments



What does this mean?

- All rates are public
- All labs provide online “shoppable” services
- Consumer cost calculator



Other Legislative & Regulatory Efforts



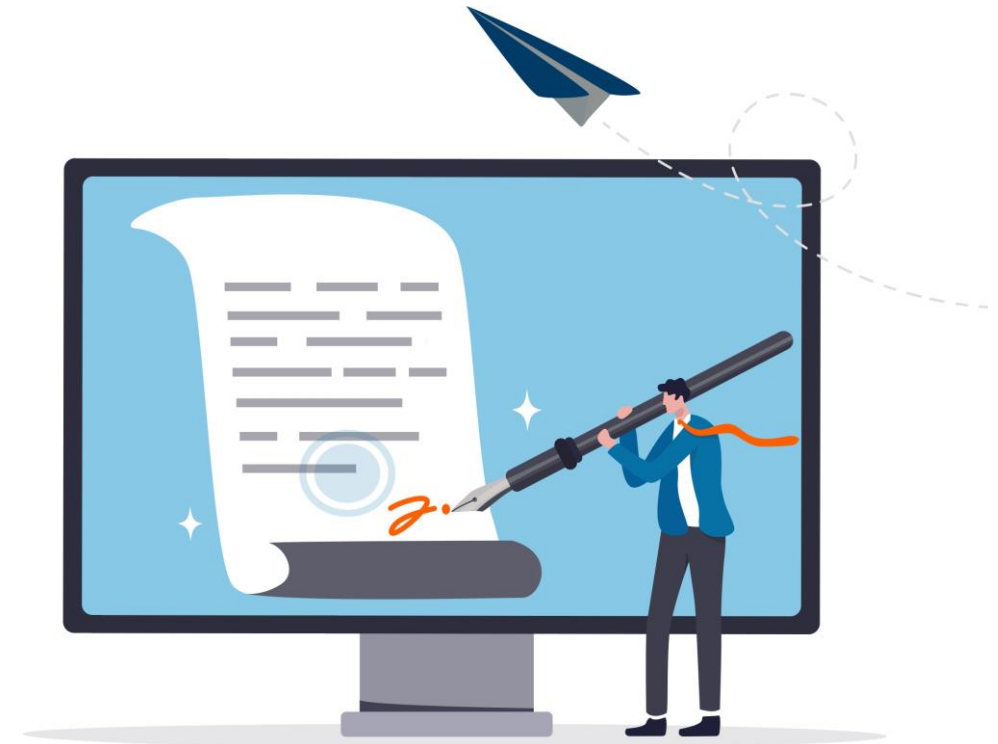
Permanent “Doc Fix” rumored



The Federal Trade Commission, DOJ, and HHS issue RFI on Health Industry Consolidation



White House continues to highlight Rx costs & FY2025 budget has large healthcare wish list





How Myriad Genetics Addresses Price Transparency

No Surprises Act Implementation



Patient Billing



Patient Cost Transparency



Experience with the independent dispute resolution process



Lab Price Transparency



Current State



Attributes



Outstanding Questions





How To Make It All Work

An Example of a Shoppable Services Table



Albany Medical Center																			
File Effective Date: 1/1/2023 - 12/31/2023																			
Note: File Contains Services Provided by Albany Medical Center																			
Primary Code	Primary Description	Service Location	Charges	Cash Price	Min Allowable	Max Allowable	Aetna Commercial	Aetna Medicare Advantage	Beacon Health NYS Empire Pl	Beech Street	Blue Cross Essential Plan Non Allies	Blue Cross EPO HMO PPO Indemnity	Blue Cross Large & Small Group	Blue Cross Medicaid	Blue Cross Medicare Advantage	Blue Shield Indemnity PPO	Blue Shield Medicaid	Blue Shield Medicare Advantage	Blue Shield POS HMO
80053	COMPREH METABOLIC PANEL	OP	\$4,665	\$3,732	\$294	\$3,966	\$1,258	\$615	\$0	\$3,966	\$660	\$606	\$606	\$543	\$551	\$1,285	\$302	\$580	\$606
45380	COLONOSCOPY AND BIOPSY	OP	\$4,041	\$3,233	\$1,195	\$7,215	\$4,348	\$1,421	\$0	\$3,435	\$2,690	\$5,066	\$4,560	\$2,211	\$1,274	\$4,277	\$1,231	\$1,341	\$4,560
84443	ASSAY THYROID STIM HORMONE	OP	\$95	\$76	\$18	\$81	\$70	\$27	\$0	\$81	\$41	\$28	\$28	\$33	\$25	\$57	\$19	\$26	\$28
80061	LIPID PANEL	OP	\$125	\$100	\$27	\$106	\$91	\$36	\$0	\$106	\$60	\$39	\$39	\$49	\$32	\$74	\$27	\$34	\$39
80069	RENAL FUNCTION PANEL	OP	\$302	\$242	\$9	\$257	\$23	\$12	\$0	\$257	\$19	\$12	\$12	\$16	\$11	\$26	\$9	\$12	\$12
80076	HEPATIC FUNCTION PANEL	OP	\$2,992	\$2,393	\$183	\$2,543	\$537	\$248	\$0	\$2,543	\$412	\$245	\$245	\$339	\$222	\$515	\$189	\$234	\$245
81003	URINALYSIS AUTO W/O SCOPE	OP	\$136	\$109	\$2	\$116	\$6	\$2	\$0	\$116	\$5	\$2	\$2	\$4	\$2	\$5	\$2	\$2	\$2
84154	ASSAY OF PSA FREE	OP	\$2,047	\$1,638	\$116	\$1,740	\$560	\$224	\$0	\$1,740	\$261	\$227	\$227	\$215	\$201	\$465	\$120	\$211	\$227
84153	ASSAY OF PSA TOTAL	OP	\$766	\$613	\$67	\$651	\$184	\$76	\$0	\$651	\$152	\$76	\$76	\$125	\$68	\$157	\$69	\$71	\$76
83036	GLYCOSYLATED HEMOGLOBIN TEST	OP	\$280	\$224	\$9	\$238	\$26	\$10	\$0	\$238	\$24	\$10	\$10	\$20	\$9	\$21	\$11	\$10	\$10
83970	ASSAY OF PARATHORMONE	OP	\$2,886	\$2,309	\$174	\$2,453	\$533	\$217	\$0	\$2,453	\$392	\$216	\$216	\$322	\$194	\$450	\$179	\$205	\$216
83690	ASSAY OF LIPASE	OP	\$2,886	\$2,309	\$174	\$2,453	\$533	\$217	\$0	\$2,453	\$392	\$216	\$216	\$322	\$194	\$450	\$179	\$205	\$216
84439	ASSAY OF FREE THYROXINE	OP	\$208	\$166	\$18	\$177	\$88	\$35	\$0	\$177	\$41	\$35	\$35	\$33	\$31	\$72	\$19	\$33	\$35
80307	DRUG TEST PRSMV CHEM ANALYZR	OP	\$209	\$167	\$8	\$178	\$125	\$66	\$0	\$178	\$17	\$61	\$61	\$14	\$59	\$137	\$8	\$62	\$61
82306	VITAMIN D 25 HYDROXY	OP	\$665	\$532	\$53	\$565	\$145	\$59	\$0	\$565	\$126	\$60	\$60	\$103	\$53	\$123	\$57	\$56	\$60
82728	ASSAY OF FERRITIN	OP	\$150	\$120	\$13	\$128	\$37	\$14	\$0	\$128	\$33	\$15	\$15	\$27	\$13	\$30	\$15	\$14	\$15
82607	VITAMIN B-12	OP	\$336	\$269	\$25	\$286	\$76	\$35	\$0	\$286	\$56	\$34	\$34	\$46	\$31	\$72	\$26	\$33	\$34
86803	HEPATITIS C AB TEST	OP	\$2,584	\$2,067	\$219	\$2,196	\$676	\$274	\$0	\$2,196	\$493	\$277	\$277	\$405	\$245	\$568	\$225	\$258	\$277
81025	URINE PREGNANCY TEST	OP	\$109	\$87	\$2	\$174	\$34	\$18	\$0	\$93	\$5	\$14	\$14	\$4	\$16	\$38	\$2	\$17	\$14
84403	ASSAY OF TOTAL TESTOSTERONE	OP	\$289	\$231	\$27	\$246	\$70	\$31	\$0	\$246	\$72	\$30	\$30	\$59	\$27	\$63	\$33	\$29	\$30
82746	ASSAY OF FOLIC ACID SERUM	OP	\$10,228	\$8,182	\$507	\$8,694	\$507	\$2,992	\$0	\$8,694	\$2,333	\$1,771	\$1,691	\$1,918	\$2,682	\$1,376	\$1,068	\$2,823	\$1,691
86140	C-REACTIVE PROTEIN	OP	\$4,665	\$3,732	\$294	\$3,966	\$1,258	\$615	\$0	\$3,966	\$660	\$606	\$606	\$543	\$551	\$1,285	\$302	\$580	\$606
82570	ASSAY OF URINE CREATININE	OP	\$260	\$208	\$10	\$221	\$27	\$12	\$0	\$221	\$23	\$12	\$12	\$19	\$10	\$24	\$10	\$11	\$12
82550	ASSAY OF CK (CPK)	OP	\$2,829	\$2,263	\$45	\$2,405	\$483	\$80	\$0	\$2,405	\$101	\$293	\$293	\$83	\$71	\$573	\$46	\$75	\$293
82565	ASSAY OF CREATININE	OP	\$1,221	\$977	\$68	\$1,038	\$229	\$95	\$0	\$1,038	\$153	\$92	\$92	\$126	\$85	\$198	\$70	\$90	\$92
84436	ASSAY OF TOTAL THYROXINE	OP	\$515	\$412	\$20	\$438	\$88	\$38	\$0	\$438	\$44	\$37	\$37	\$36	\$34	\$79	\$20	\$36	\$37
83001	ASSAY OF GONADOTROPIN (FSH)	OP	\$528	\$422	\$62	\$449	\$175	\$69	\$0	\$449	\$174	\$70	\$70	\$143	\$62	\$143	\$80	\$65	\$70
82310	ASSAY OF CALCIUM	OP	\$20,298	\$16,238	\$262	\$17,253	\$338	\$3,303	\$0	\$17,253	\$3,974	\$3,345	\$3,305	\$3,268	\$2,960	\$3,291	\$1,819	\$3,116	\$3,305
84132	ASSAY OF SERUM POTASSIUM	OP	\$4,833	\$3,866	\$155	\$4,108	\$1,776	\$219	\$0	\$4,108	\$349	\$446	\$446	\$287	\$196	\$575	\$160	\$206	\$446
82670	ASSAY OF ESTRADIOL	OP	\$3,282	\$2,626	\$96	\$2,790	\$502	\$107	\$0	\$2,790	\$371	\$287	\$287	\$305	\$96	\$453	\$170	\$101	\$287
82150	ASSAY OF AMYLASE	OP	\$2,886	\$2,309	\$174	\$2,453	\$533	\$217	\$0	\$2,453	\$392	\$216	\$216	\$322	\$194	\$450	\$179	\$205	\$216

Solutions: The Dreaded Excel Spreadsheet

Regarding:	Jane Doe	From:	CMT Solutions Operations
To:		CMT Fax:	
Fax:			
Date:	3/19/24	Pages:	
The following is a requested quote for Patient Benefit Investigation Results:			
Patient Details		Case ID	
Jane Doe		WW0001	
Patient DOB	1/1/20	Test Ordered:	MM070
Patient Insurance Details:			
Insurance		Medicaid NY	
Effective Date		1/1/20	
Insurance Member ID		11111111	
Covered Benefit		covered	
Network Benefit (In or Out)?		In-Network	
Patient Deductible Amount / Met	\$ 500 /	\$ 250	
Family Deductible Amount / Met	\$ 1,000 /	\$ 250	
Patient Responsibility Co-insurance	20%		
Max Out of Pocket / Met	\$ 1,000 /	\$ 250	
Family Max Out of Pocket / Met	\$ 2,000 /	\$ 250	
Estimated Patient Responsibility	\$	78.94	
*Note the assumed list price of the test is based on average test contracted list price			
*Please note that a quote of benefits and/or authorization is not a guarantee of payment.			
* Plan payment will be based on a percentage of the allowed amount as determined by the			
*After receiving the claim, the insurer will evaluate the services provided for many things,			
* Certain payers require to request Prior Authorization, through AIM, Beacon of MHK. CMT Solutions can assist with enrollment for physician directed prior authorizations. Please have your sales reps or providers contact 1-800-978-3305 for assistance			

Pros:

- Easily customizable
- familiar
- No / low cost
- Can be used offline

Cons:

- Complexity required quickly makes tool insufficient
- Prone for user error
- Version control
- Data security
- No collaboration

Solutions: Customized Patient Facing website



Select a Service

Service Category

Lab Tests

Service Type

Outreach Lab

Body Region

Blood Test

Service

Early Pregnancy Blood Work

VIEW ALL PROCEDURES

I CANNOT FIND MY SERVICE

Are you currently scheduled for this service? (Optional)

Yes No



NEXT >

Provider: Aetna Exchange

Plan: Aetna Exchange/QHP

Hospital Co-Pay

\$ 0

Hospital Co-Insurance

0 %

Remaining Deductible

\$ 0

Remaining Out of Pocket

\$ 5424

Overwrite Benefits

UPDATE RESPONSIBILITY

Select One or More Service Facilities

St. Joseph's Hospital

930.0 miles away
3001 W. Dr. Martin Luther King Jr.
Blvd.
Tampa, FL 33607

Your Responsibility

\$49

Morton Plant Hospital

953.0 miles away
300 Pinellas St.
Clearwater, FL 33756

Your Responsibility

\$49

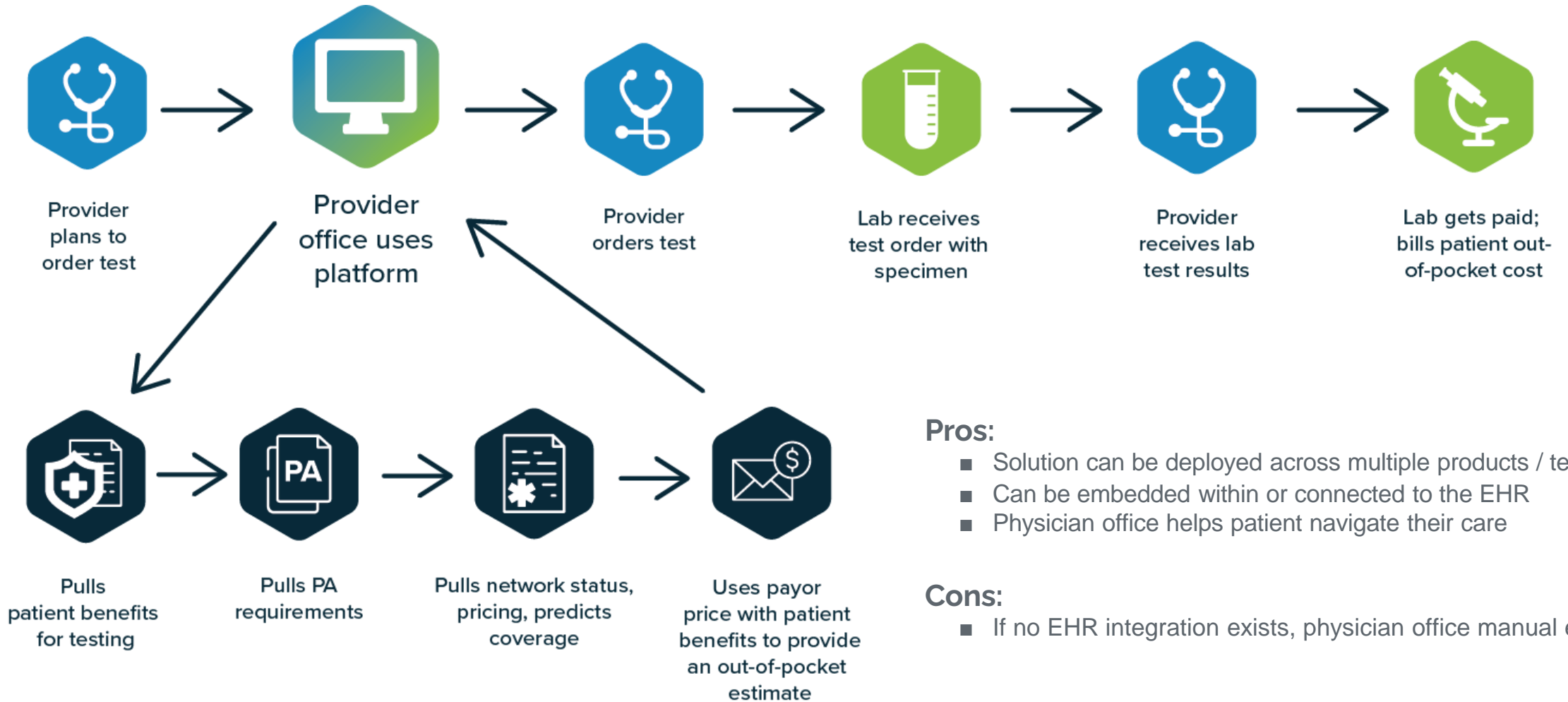
Pros:

- Built to fit the business need
- Aids in brand loyalty

Cons:

- Complexity of tool requires call center team
- Costly to build and maintain

Solution: Connected portal in provider's office



Pros:

- Solution can be deployed across multiple products / tests
- Can be embedded within or connected to the EHR
- Physician office helps patient navigate their care

Cons:

- If no EHR integration exists, physician office manual entry



Q&A

Thank you for attending!



shadowbox.com

(323) 596-0999
info@shadowbox.com



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info@careviso.com



myriad.com

(800) 469-7423
csccomments@myriad.com