Clinical Research Billing Education Webinars

See below for session descriptions and contacts

Sessions:

1. **"Importance of the Clinical Research Billing Process: Opportunities & Challenges"**

   Objectives:
   - Walk through information flow for compliant clinical research billing process
   - Explain opportunities to avoid lost revenues from inconsistent research billing processes
   - Review potential penalties associated with clinical research billing non-compliance
   - Discuss how clinical research billing compliance risk connects not only to privately sponsored research but also to federally sponsored and investigator-initiated research
   - Introduce multiple operations solutions AMCs have adopted nationwide

   Audience: Campus senior leadership, AVCs, directors (IRB, clinical trial contracting, billing, patient registration), compliance professionals

2. **"The Basics of Clinical Research Billing: A Team Effort"**

   Objectives:
   - Introduce an information flow chart that identifies how multiple parts of an organization are involved in processes that influence clinical research billing
   - Explain Medicare research billing rules as a foundation for clinical research billing processes
   - Discuss how Medi-Cal and California state laws interact with clinical research billing
   - Review unique aspects of pediatric research studies and how they fit into billing rules

   Audience: Medical center billing offices; physician professional billing offices; PIs; CRCs; research administration and offices supporting research enterprise; campus administrators; departmental administrators, compliance professionals

3. **"How Clinical Trial Agreements Can Affect Research Billing"**

   Objectives:
   - Discuss the connection between the study "budget" and the main body of the clinical trial agreement
   - Review how the clinical trial agreement and study budget fit into the information flow in a clinical research billing process
   - Examine how language in the budget or clinical trial agreement could be misinterpreted to prevent billing during research studies

- Review best practice language in study budget exhibits that avoid misunderstandings of what is being paid for by the sponsor
- Identify important common sections of the clinical trial agreement that could impact clinical research billing

Audience: Departmental administrators; PIs; CRCs; Clinical Trial Agreement (CTA) negotiators, compliance professionals

4. "How Informed Consent Documents Can Affect Research Billing"

Objectives:

- Review basic regulations on what the informed consent form must discuss about the financial dimension of the research study
- Discuss how the informed consent form fits into the information flow in a clinical research billing process
- Examine how language in the informed consent form could be misinterpreted to prevent billing during research studies
- Identify important sections of the informed consent form that could impact the clinical research billing process

Audience: PIs; CRCs; IRB directors and chairs, compliance professionals

5. "Improving Study Budgets by Using Research Billing Rules"

Objectives:

- Review sometimes overlooked Medicare rules which allow billing during research studies
- Discuss how using a breakdown of specific protocol-scheduled items and services that are paid for by the sponsor may be more beneficial than accepting milestone payments
- Examine case scenarios in which billing rules help negotiate more financially viable studies
- Understand how to use Medicare rules when budgeting for federally sponsored research studies

Audience: Departmental administrators; PIs; CRCs; budget negotiators, compliance professionals

6. "Medicare Advantage & Clinical Research Billing"

Objectives:

- Review the Medicare Advantage (Part C) clinical research billing rules and CMS's "split-billing" instructions

- Explain importance of identifying and correctly coding all covered services for Medicare Advantage enrollees
- Discuss how to identify which covered charges during an encounter are billed to the Medicare Advantage Plan and which are split-billed to the Original Medicare MAC (Palmetto)
- Examine the Medicare Advantage rules in the context of hospital inpatient, hospital outpatient and physician professional billing

Audience: Medical Center billing offices; physician professional billing offices, compliance professionals

7. "Addressing Specific Billing & Coding Challenges for Research Billing"

Objectives:

- Discuss implications of non-qualifying determinations
- Explain Medicare clinical research coding and modifier rules
- Discuss the importance of identifying all research study-related encounters
- Review case scenarios for the Q1 versus Q0 modifiers
- Examine the impact of how payment by sponsors for specific services affects different PPS settings

Audience: Medical Center billing offices; physician professional billing offices, compliance professionals

Webinar Faculty:

Principal Presenters:

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