

Late Night With Chip & Paulie

Episode #24

Thursday June 27, 2024 @ 8:00PM ET

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Gail Schonfeld, MD, FAAP
East End Pediatrics
East Hampton, NY

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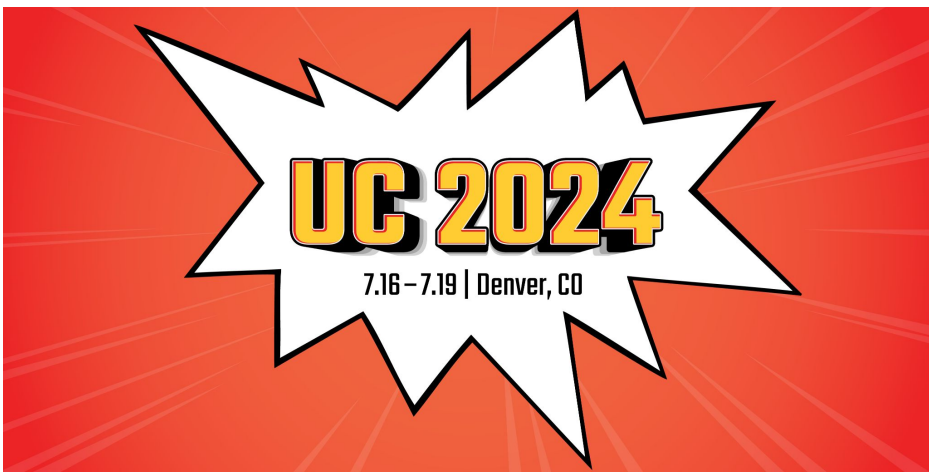
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Agenda

- This Week's Focus
- Data Nerd Report
- News Round Up
- Gail Schonfeld, MD, FAAP

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Focus For The Week...

No One is Born a Leader
8 WAYS TO BECOME ONE

Infographic by Justin Wright

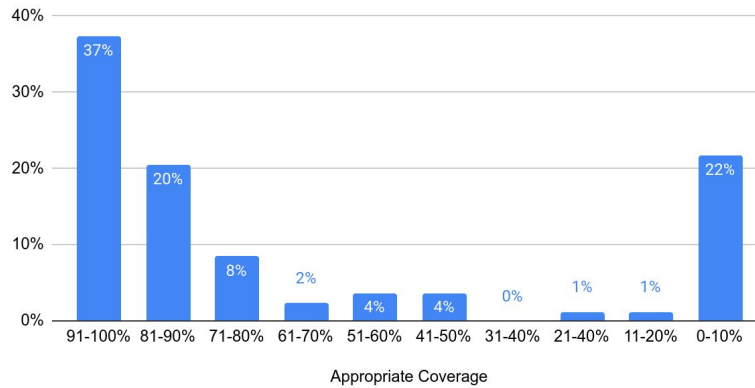


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Data From The Data Nerd: RSV Season Will Be Back Before We Know It

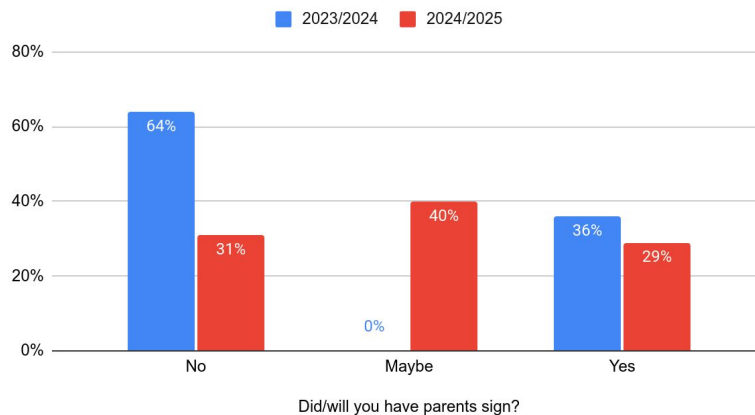
What percentage of your payors covered Beyfortus administration properly during 23/24



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Data From The Data Nerd: RSV Season Will Be Back Before We Know It

2023/2024 vs. 2024/2025



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What's On The Pediatric Practice Management Calendar?

10

Jun 27th, 2024

Paulie and Chip Late Show Webinar 8pm

- Perform all vendor-specific cleanup functions (M)
- Check all former user email accounts and confirm forwarding (Q)
- Clean Up Payor Patient Lists (Q)
- Check all voicemail greetings (M)
- Coding Patterns (Q)
- WWW site management (Q)

bit.ly/PediatricPracticeManagementCalendar



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News Round Up ...Important News Pediatricians Need To Know!

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Search Engine Land » SEO » Google dropping continuous scroll in search results

Google dropping continuous scroll in search results

Continuous scroll launched in Google mobile search in October 2021 and on desktop in December 2022.

Barry Schwartz on June 25, 2024 at 9:00 am | Reading time: 2 minutes

f X e in Chat with SearchBot

Google Search will stop its [continuous scroll](#) user experience where Google loads more results as you scroll past the first page of the search results. Instead, you will see the classic pagination bar at the footer of the Google Search results.

Desktop first. Starting today, Google will start to turn off continuous scroll for the desktop Google Search results.

Google launched continuous scroll on desktop search in [December 2022](#) and first in mobile search in [October 2021](#). So continuous scroll only lasted about a year and a half for desktop search.

Google will remove continuous scroll from the mobile search results in the coming month.

What Google said. A Google spokesperson told Search Engine Land that today, June 25, Google is removing the ability to continuously scroll on desktop Search results, followed by mobile in the coming months.

The "Next" at the bottom of the page will show on desktop search and the "More results" button will show on mobile search.



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VaccineShop Gone Haywire

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1. Amounts due during blackout charged all at once
 - o Check your credit card limits
2. Changes in automated payment of invoices 3 days prior
 - o Required to make selection at time order is placed
 - o No way to set future payment today. Must either pay early or remember to return to the website on the correct day
3. Bulk credit card charge earlier this week. Extremely difficult to know which invoices the amount covers
4. Payment history in portal not matching amounts charged on the credit card
5. Left message with Accounts Payable 3 weeks ago...call was returned today.

Carefully Review Charges
& Ensure Prompt-Pay Discounts

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Reproductive Care Final Rule: What It Means and What Organizations Need to Do

Marisol Cooke, Director, Health Care Consulting Practice

JUNE 17, 2024 [PRINT](#) [IN POST](#) [TWEET](#) [SHARE](#) [SHARE](#)

In April 2024, a federal ruling related to HIPAA privacy around reproductive rights introduced enhanced privacy protections for patients and providers.

Beyond awareness about compliance, integrating upgraded security protocols to safeguard sensitive reproductive health information could help reinforce patient security—and trust.



Key Provisions and Implications

17

Some core impacts of the ruling are as follows:

Enhanced Privacy Protections

The rule mandates stricter access controls and sharing protocols requiring **health care providers to obtain clear, explicit consent from patients before disclosing reproductive health information.**

Patient Rights Expansion

Patients now have greater authority to dictate how their information is shared, particularly concerning disclosures to insurers and other health care entities.

Patients can request that their reproductive health information not be shared with certain entities, including other health care providers or insurers, unless explicitly required by law. This is particularly significant given the varying state laws on reproductive rights.

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Key Provisions and Implications

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Upgraded Security Protocols

Implementation of advanced security measures for storing and transmitting reproductive health information electronically is now essential.

Educational Responsibilities

Health care providers must educate their staff and patients about these new protections, ensuring everyone understands their rights and obligations under the new rule.

Attestation

The rule requires covered entities to obtain attestation from the requestor that their written request for the patient's PHI aren't for a prohibited purpose.

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Reproductive Care Final Rule: What It Means and What Organizations Need to Do

Marisol Cooke, Director, Health Care Consulting Practice

JUNE 17, 2024 [PRINT](#) [POST](#) [TWEET](#) [SHARE](#) [SHARE](#)

In April 2024, a federal ruling related to HIPAA privacy around reproductive rights introduced enhanced privacy protections for patients and providers.

Beyond awareness about compliance, integrating upgraded security protocols to safeguard sensitive reproductive health information could help reinforce patient security—and trust.



Background

Amendments to the privacy rule will become effective on June 25, 2024, and regulated entities must be in compliance with most of them by December 22, 2024.

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Prior Authorization Platform Humata Health Closes \$25M Investment

Strategic Investors Accelerate Expansion of AI-Driven Prior Authorization Solutions Ahead of CMS Mandate

June 20, 2024 08:30 AM Eastern Daylight Time

WINTER PARK, Fla.--(BUSINESS WIRE)--Humata Health, the company creating frictionless prior authorizations for payers and providers with AI and automation, today announced that it closed a \$25 million investment. The funding was led by Blue Venture Fund (representing the majority of BCBS plans) and LRVHealth (representing nearly 30 health systems and payers) with participation from Optum Ventures, 406 Ventures, Highmark Ventures, and VentureforGood. With this funding, the company will broaden the scope of its proprietary generative AI technologies, expand its customer base with the nation's leading healthcare providers, and begin partnering with payers and delegated entities to deliver complementary solutions that help them streamline prior authorizations.

"Highmark is excited to partner with Humata to continue their work of transforming the prior authorization process"

Post this

More than 42,000 physicians at 225 hospitals across the country rely on Humata Health's end-to-end technology to automate the manual, increasingly complicated process of prior authorizations, which often serves as an important checkpoint to ensure prescribed care is clinically appropriate. The Centers for Medicare and Medicaid Services (CMS) passed a rule that will require insurers to provide authorization decisions in 72 hours for urgent requests and seven calendar days for standard requests – which will result in increased demand for

solutions from Humata.

Humata was founded in 2023 by industry veteran and serial entrepreneur, Dr. Jeremy Friese. The company has built proprietary AI to streamline prior authorization for providers and payers that it has augmented with assets purchased through acquisition and continues to expand upon for a comprehensive, end-to-end offering.



HEALTH

Over 110,000 Mississippi children lost Medicaid coverage in the past year

by **Gwen Dilworth**
June 25, 2024



Over 150,000 Mississippians have lost health care coverage in the year after the Medicaid “unwinding” process began.

Over 2.6M Michigan residents enroll in Medicaid following redetermination process

Nearly 142,000 beneficiaries renew coverage in May; 1.8 million renewed their coverage during the past year

SooLeader Staff
Jun 25, 2024 12:55 PM



GOVERNMENT - POLITICS HEALTH

Organizations request Montana health department investment following Medicaid redetermination

The Medicaid redetermination process took place following a freeze in disenrollments during the Covid-19 pandemic, and took a total of 35,000 enrollees off of Medicaid

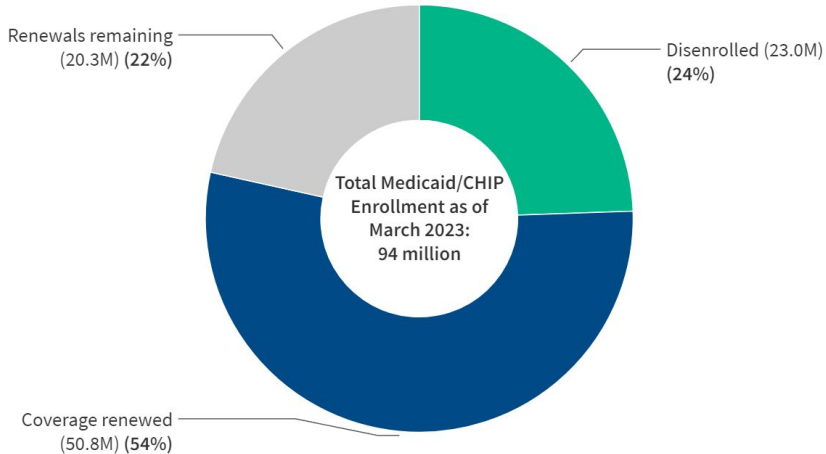
BY: NICOLE GIRTEN - JUNE 25, 2024 3:00 PM



Figure 1

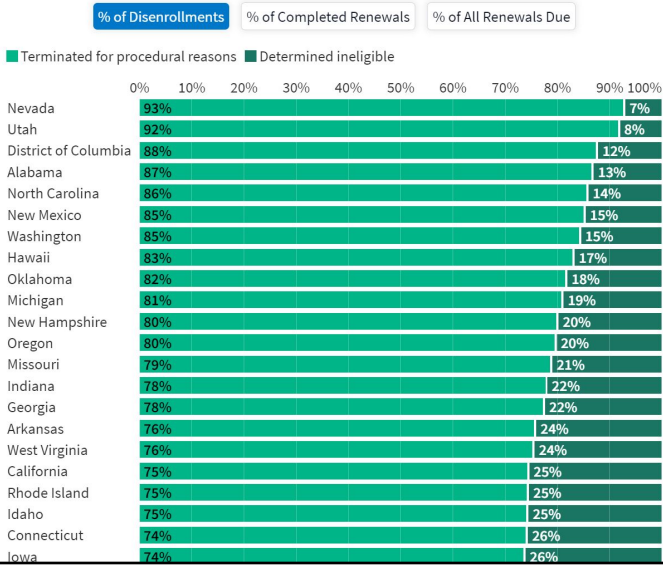
As of June 14, 2024, States Have Reported Renewal Outcomes for Roughly Three-Quarters of People Who Were Enrolled in Medicaid/CHIP Prior to the Start of the Unwinding

Cumulative Medicaid renewal outcomes reported as a share of March 2023 Medicaid/CHIP enrollment:



Of All People Who Were Disenrolled, 69% Were Terminated for Procedural Reasons, as of June 14, 2024

Of people who lost coverage, the share disenrolled for procedural reasons vs. the share determined ineligible:



DIVE BRIEF // Change Healthcare cyberattack

Change Healthcare starts sending data breach notifications after cyberattack

The attack may have exposed data like medical information, payment details and Social Security numbers for a potentially huge swath of Americans.

Published June 21, 2024

Emily Olsen
Reporter

in f X Print Email Share



Change Healthcare has started sending out data breach notifications after a cyberattack against the payments processor earlier this year compromised information like Social Security numbers and medical diagnoses for a potentially massive swath of Americans.

On Thursday, the UnitedHealth subsidiary began notifying its customers if their members' or patients' data was exposed, according to a data breach notification. **Change plans to start sending letters to the affected individuals themselves in late July**, though the company noted it may not have addresses for everyone.

port.com



Top Fed Official Doesn't Expect Lower Interest Rates This Year

Derek Saul Forbes Staff

Derek Saul has covered markets for the Forbes news team since 2021.

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Jun 25, 2024, 11:00am EDT

TOPLINE A high-ranking member of the Federal Reserve's policy-setting committee said Tuesday she does not expect interest rates to come down in 2024, another wrench in the market's broad hopes for stimulatory rate cuts in the near future, particularly dousing optimism among the Biden Administration for a cut ahead of November's presidential election.



US Federal Reserve Governor Michelle Bowman doesn't expect lower rates this year. AFP VIA GETTY IMAGES

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Will the Fed overshoot?

Many loans are being refinanced...

\$50k more per \$1mm



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June 26, 2024 05:16 PM

Walmart Health to close all clinics Friday

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June 27, 2024 03:08 PM | UPDATED 2 HOURS AGO

Walgreens to cut stake in primary care provider VillageMD: WSJ

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June 26, 2024 05:16 PM

Walmart Health to close all clinics Friday

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All Walmart Health clinics will close Friday, ending the retail chain's yearslong effort to build its own primary care network.

Walmart announced April 30 it would shut down Walmart Health, including the virtual care platform and all 51 clinics across five states. The company did not provide closing dates for individual centers, but at the time a spokesperson said some clinics would be open for up to 90 days, or the end of July.



Walgreens to cut stake in primary care provider VillageMD: WSJ

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Walgreens will no longer be primary care provider VillageMD's majority owner, according to a Thursday report from the Wall Street Journal.

CEO Tim Wentworth told the Journal the retail pharmacy chain plans to reduce its 53% stake in the clinics...



JUNE 24, 2024

California Court Decision Further Scrutinizes the Friendly PC Model – Now What?

Ruling Also Closely Examines the Role of Private Equity in the State's Healthcare Marketplace

Holland & Knight Alert

John C. Saran | Kenneth Jonathan Yood | Shalyn Watkins .com

In light of the ongoing scrutiny and challenges to private equity participation in the California healthcare marketplace generally and the use of the Friendly PC Model and MSOs specifically, current or prospective participants to such investments and arrangements should consult with sophisticated counsel about their growth plans to ensure compliance with California's CPOM law and other healthcare-related rules and regulations. Since private equity participation in the California healthcare sector is being challenged on multiple fronts – new legislation and regulation, court decisions interpreting existing legislation and regulation, and new policies/interpretations from governmental and private actors – strategic planning and implementation should be carefully scrutinized on a proactive basis to avoid the possibility of difficult adjustments being made on a reactive basis.



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Webinars With Chip & Paulie

Guiding Pediatric Practices With Practical Practice Management Advice

Chip & Paulie Webinars

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AAP Takes Action to Set Payment Rates for Pediatrician Services

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AAP plays an important role in shaping payment rates for services provided by pediatricians through its active participation on the AMA/Specialty Society RVS Update Committee (RUC). AAP members play an important role by completing specialty surveys distributed by the Academy on behalf of the RUC to assess appropriate RVU assignment for new, modified or revalued services. For example, the AAP is currently leading a joint RUC survey with the American Academy of Family Physicians, the American College of Physicians, and the American Osteopathic Association for new Immunization Counseling codes that go into effect January 1, 2026. The new codes are for immunization counseling provided by a physician or other QHP when an immunization(s) is not administered by the provider on the same date of service. AAP members are randomly selected to receive the survey.

If you were one of the 4000 pediatricians randomly selected for the RUC survey on immunization counseling codes, you got an email from mschofield@aap.org last night at like 9 PM EST yesterday.

COMPLETE THE SURVEY OR I WILL CURSE YOU WITH LOW PAYMENTS!

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Refusal of Recommended Immunizations

Child's Name _____ ID# _____ DOB _____

Parent's / Guardian's Name _____
My child's pediatrician or other health care provider, _____, has advised me that my child (named above) should receive each vaccine or immunization checked below.

Recommended today, with parents' informed consent.	Today's refusal, based on parent or caregiver
<input type="checkbox"/> COVID-19 vaccine Pneumonia, respiratory failure, blood clots, bleeding, brainitis, meningitis, loss of hearing, multi-system inflammatory syndrome, and COVID syndrome, death	
<input type="checkbox"/> Diphtheria, tetanus, acellular pertussis (DTaP or Tdap) vaccine Tetanus, botulism, breathing difficulty, death, Diphtheria - swelling of the heart muscle, heart failure, coma, paralysis, death, Pertussis (whooping cough) - pneumonia, death	
<input type="checkbox"/> Haemophilus influenzae type B (Hib) vaccine Meningitis, intellectual disability, death of child, pneumonia, death	
<input type="checkbox"/> Hepatitis A (HepA) vaccine Liver failure, joint pain, kidney, pancreatic and blood disorders, death	
<input type="checkbox"/> Hepatitis B (HepB) vaccine Chronic liver infection, liver failure, liver cancer, death	
<input type="checkbox"/> Human papillomavirus (HPV) vaccine Cervical, vaginal, vulvar, penile, anal, mouth and throat cancers	
<input type="checkbox"/> Influenza (flu) vaccine Pneumonia, meningitis, viral infections, ear infections, death	
<input type="checkbox"/> Meningitis, meningitis, and tubercle (MM) vaccine Meningitis, brain swelling, pneumonia, death, Meningitis - meningitis, brain swelling, swelling of the brain, paralysis, death, Tuberculosis - meningitis, pneumonia, death	
<input type="checkbox"/> Measles, mumps, and rubella (MMR) vaccine Measles - brain swelling, pneumonia, death, Rubella - meningitis, brain swelling, swelling of the brain, paralysis, death, Mumps - meningitis, encephalitis, pneumonia, death	
<input type="checkbox"/> Poliovirus (IPV) vaccine Paralysis, death	
<input type="checkbox"/> Respiratory syncytial virus (RSV) immunization Bronchiolitis, pneumonia, lung failure, death	
<input type="checkbox"/> Tetanus (T) vaccine Spinal cord injury, paralysis, death	
<input type="checkbox"/> Varicella (Chickenpox) (VZV) vaccine Infectious diseases, kidney failure, brain swelling, pneumonia, death	
<input type="checkbox"/> Other (please list): _____	

I have been given a Vaccine Information Statement from the Centers for Disease Control and Prevention that explains each immunization and the disease(s) it prevents. I have discussed the recommendation and my refusal with my child's pediatrician or other healthcare provider. They have answered all of my questions about the recommended immunizations. I know I can find more information at <https://www.cdc.gov/vaccines/imz/downloads/FAQs.html>

I understand the following:

- The checked immunization(s) are recommended by my child's pediatrician or healthcare provider, the American Academy of Pediatrics, the American Academy of Family Physicians, and the Centers for Disease Control and Prevention.
- The benefits and risks of the recommended immunization(s) checked.
- If my child does not receive the immunization(s) according to the standard, evidence-based schedule, the consequences may include:
 - Contracting the illness the immunization is designed to prevent, which could lead to serious complications as listed in the table.
 - Transmitting the disease to others (including those too young to be vaccinated or those with immune problems), possibly requiring my child to stay out of child care or school and requiring someone to stop work to stay home with my child during disease outbreaks.
 - Some immunizations preventable diseases are common in other countries. My unvaccinated child could get one of these diseases while traveling or from someone who traveled to another country.

Today, I refused the recommended immunization(s) for my child by indicating the box(es) in the column labeled "Today I refused."

I agree to tell all health care professionals in all settings which immunization(s) my child has not received and if my child is under immunized, so my child may need to be isolated or may require immediate medical evaluation and tests that might not be necessary if my child had been immunized.

If you change your mind at any time, speak with your child's pediatrician or other health care provider. You can always accept immunization(s) for your child in the future.

I acknowledge that I have read this document in its entirety and understand it.

Parent / Guardian Signature: _____ Date: _____
 Pediatrician / Other Health Care Provider: _____ Date: _____

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New Refusal to Immunize Form from the AAP

Haemophilus influenzae type B (Hib) vaccine Meningitis, intellectual disability, closing of the throat, pneumonia, death

Hepatitis A (HepA) vaccine Liver failure, joint pain, kidney, pancreatic and blood disorders, death

Hepatitis B (HepB) vaccine Chronic liver infection, liver failure, liver cancer, death

Human papillomavirus (HPV) vaccine Cervical, vaginal, vulvar, penile, anal, mouth and throat cancers

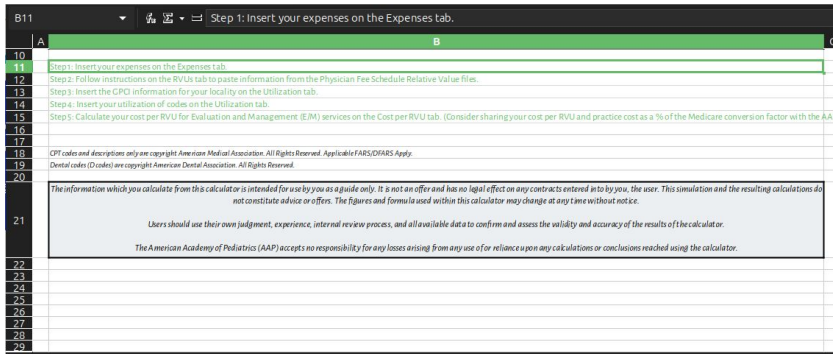
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AAP Cost Calculator for Primary Care Practices

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<https://www.aap.org/en/practice-management/practice-financing/payer-contracting-advocacy-and-other-resources/aap-cost-calculator-for-primary-care-practices/>

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Succession Planning Is Key

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Sell to Network of Large Competitor

Offers Access to Better Paying Contracts
Net effect is higher compensation for Pediatrics

01 Buyer has payment rates far greater than smaller practices

02 After allocating operating expenses, could see net increase in practice benefits

03 Usually burdened with higher employee benefit costs

04 Loss of autonomy (not as bad as selling to hospital)

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