

“Intermittent Catheters: Your Choice”



United Spinal Association

Mission:

United Spinal Association's mission is to improve the quality of life of all people living with spinal cord injuries and disorders (SCI/D).

We believe no person should be excluded from opportunity on the basis of their disability.

Our goal is to provide people living with SCI/D programs and services that maximize their independence and enable them to remain active in their communities.

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United Spinal Association – Upcoming Events



- United Spinal's Roll on Capitol Hill
- June 22-25, 2014

<http://www.unitedspinal.org/events/roll-on-capitol-hill/>

About the presentation

- This material focuses on urinary catheter users. The content specifically applies to those who use intermittent catheterization (IC). This content does not apply to those who use indwelling catheters or external / condom catheters.
- The following materials are presented for general information purposes only. They do not constitute medical advice and should not be a substitute for consultation with a trained medical professional.



Who makes vs. sells catheters?

Manufacturer (make)

Who: Coloplast, Bard, Cure, Rochester, Rusch, Wellspect, and many who sell private label

What: Make and market specific brands. May offer clinician support/ educational materials. Innovation based on end user research, R&D, clinical and patient focused. Sampling programs.

Why: To promote products based on clinical benefits and patient preference. To raise awareness of new technology with patient benefits that falls under the same reimbursement category (although may be higher cost to supplier).

Dealer (supply/sell)

Who: 180 Medical, Byram, CCS, Edgepark/AssuraMed, National Rehab, Liberator, Liberty, Shield, Symbius, local DME/HME companies, etc

What: These companies buy product from manufacturers, ship it to end-users, and bill insurance. May promote specific brands but can sell all products as reimbursement is not differentiated by brand, only type (category) of catheter.

Why: To supply medical products and equipment at home. Often call on clinicians. Want to provide products that are in demand but many focus on gaining new patient customers and profiting from unbranded Rx.

Do you experience any of these issues with catheters?

- Have you ever been told that your insurance doesn't cover the product?
- Has a supplier ever sent you a new catheter without your asking for it?
- Does the supplier tell you the only way you can get your catheter is to get all the additional supplies for sterile technique?
- Does the supplier send you orders with only some of the catheters you want and other uncoated ones, telling you the hydrophilic catheters are only for occasional use?
- Have you ever been charged more than your expected/co-pay or been asked for a credit card up front?



What will be covered in this presentation

The focus of the presentation is to better prepare you to understand:

- Selecting the catheter that is best for you and your lifestyle
- Why hydrophilic catheters are becoming the standard of care
- The prescription paperwork requirements
- Intermittent catheter reimbursement categories

Typical flow of a catheter Rx—Who chooses the catheter?



Which catheter is best?



Your needs may change over time

Speak with your healthcare provider if you experience any the following or want to know about new products:

Problems	Possible Experiences	Possible Solutions
Dexterity	Difficulty handling the catheter or opening the packaging	An easier to handle package or a catheter that is pre-lubricated
Sensation	Catheterization uncomfortable or painful	Hydrophilic catheter (pre-lubricated)
Mobility	Challenges transferring to a toilet vs. cathing in a wheelchair or while outside the home	Closed system / set (catheter w/bag) extension tubing
Insertion	More difficulty passing the catheter	Hydrophilic catheter (pre-lubricated) or a Coudé tip catheter
Infection	Experiencing more frequent UTI's	Closed system / set (catheter w/bag)
Insurance	Coverage or other insurance issues	Dealers are experts in insurance billing. Manufacturers of catheters know which suppliers carry their catheters.



Rationale for developing hydrophilic catheters

Hydrophilic coated catheters developed to:

- Minimize risk of complications
 - Reduce friction on insertion and withdrawal
 - Minimize risk of urethral trauma
 - Prevent catheter sticking to urethral mucosa
 - Easier to do catheterization
 - Improve compliance
- Offer comfort and security
 - Allow for ease of use
 - Promote quality of life



Convenience very important to consider

Convenience and ease-of-use includes many characteristics

- Packaging easy to open
- Quiet to open and use

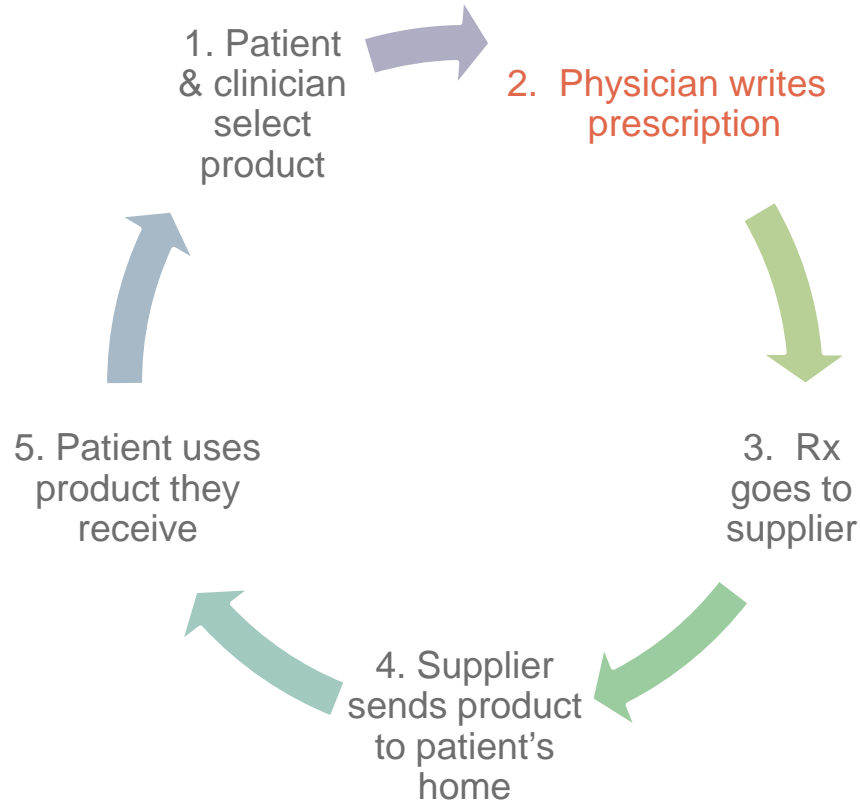
- Catheter easy to hold
- Catheter easy to insert
- Less friction—in *and* out

- Fewer steps to catheterize
- Portability of catheters
- Don't have to wash catheters

“Catheters that are more convenient and easy to use may result in better long-term compliance.”

Chartier-Kastler E and Denys P,
Neurourol and Urodyn 2011;
30:21-31

Physician writes you a prescription



Patient Name:	_____
Address:	_____
Rx:	SpeediCath coude # _____
	5 x 30 days = 150
Dx:	urine retention
Do Not Refill	_____ M.D.
Refill	_____ Times D.E.A. Number _____
Date	_____ Print Last Name _____

What is required on the R_x for catheters?

#1: Include the following on each prescription:

Patient Name: _____
Address: _____

Rx **SpeediCath Compact Set** # _____
5 x 30 days = 150
Dx: urine retention

Do Not Refill _____ M.D.
Refill _____ Times D.E.A. Number _____
Date _____ Print Last Name _____




Type of catheter (straight, coudé, kit/closed system)

Brand of catheter

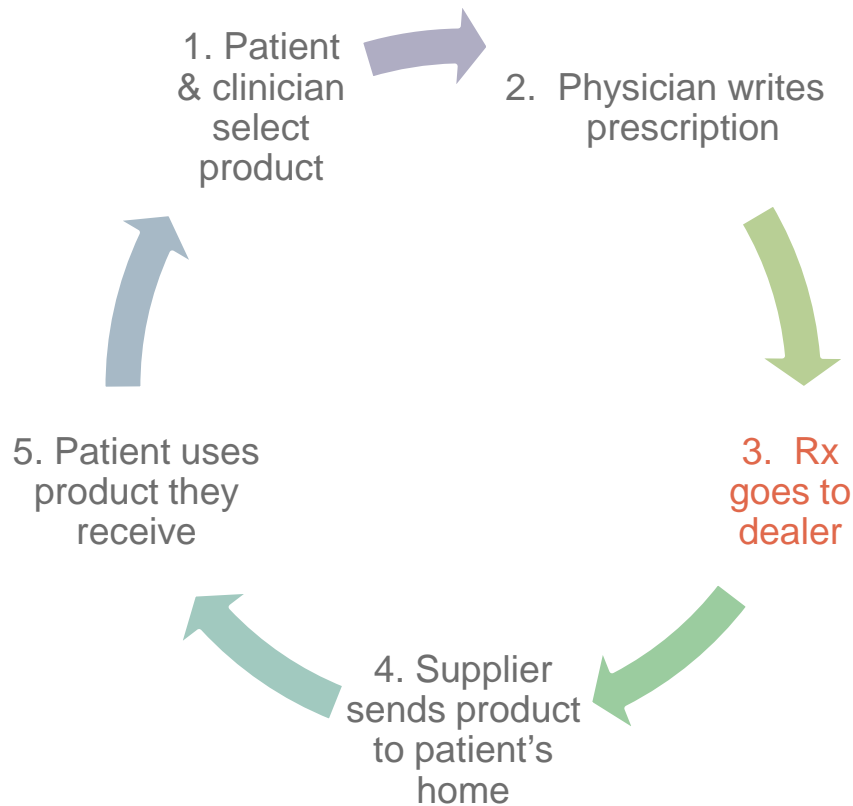
Total catheters needed per month
(not just catheterizations/day)

Note the exact “**dispense as written**” (DAW) language required by your state Pharmacy Board
(or it’s up to the dealer to choose the catheter)

#2: Enroll your patients in Coloplast Care (free education, samples, support to all catheter users)

-  Fax - send Patient Enrollment Form to 1-800-501-8533
-  Email - send request to samples@coloplast.com
-  Call - contact Coloplast Consumer Care at 1-888-726-7872

Doctor sends prescription to your dealer



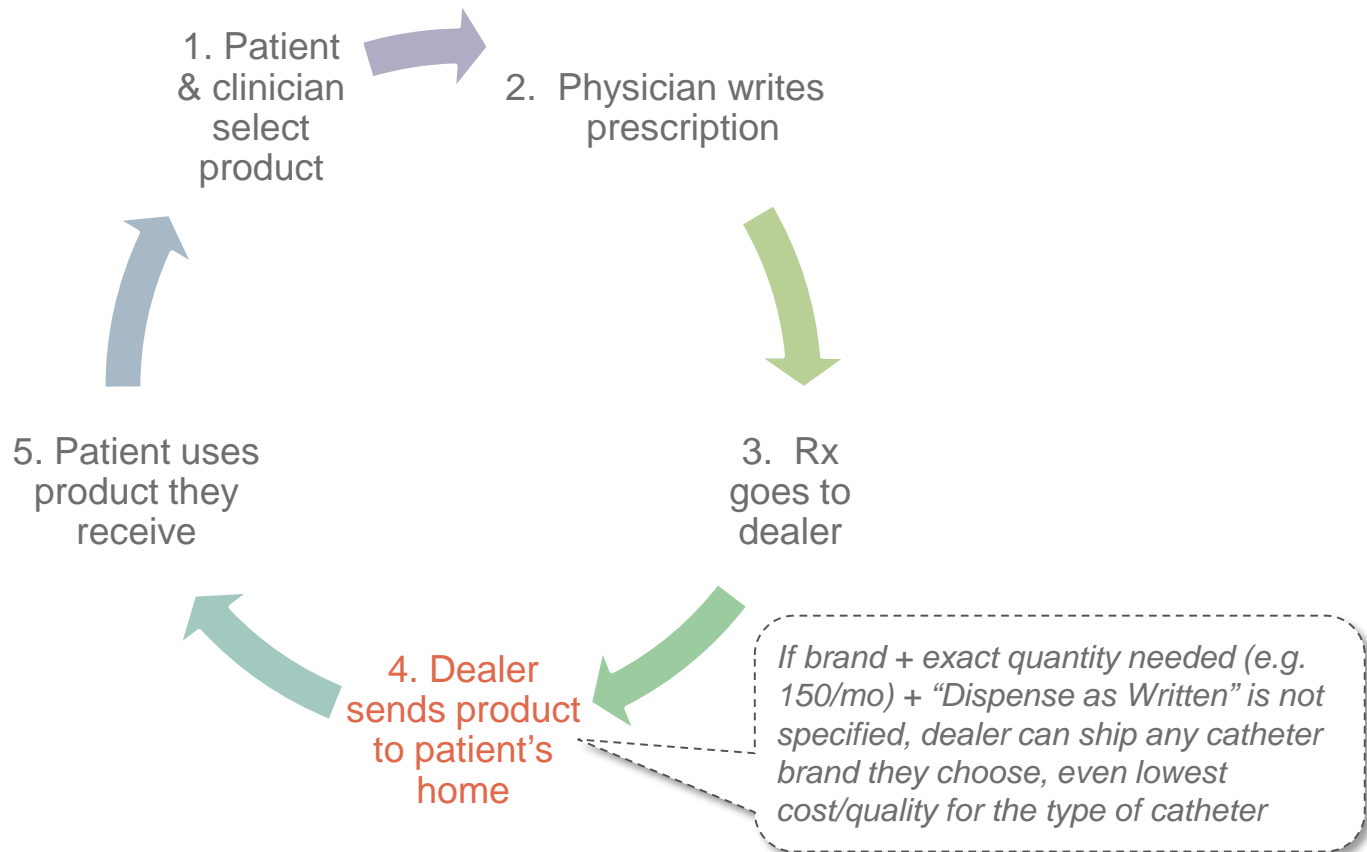
Supplier files insurance claim and files documents:

- Needs R_x to send product
- Keeps chart notes on file
- Needs to renew R_x yearly

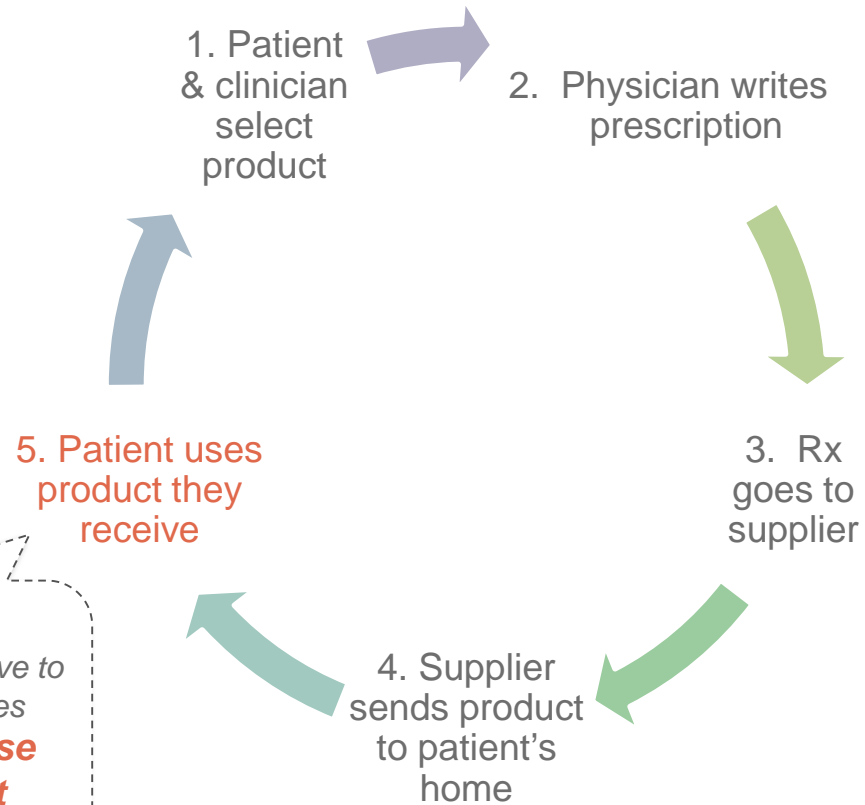
If prefer a specific brand, tell your supplier

Tell your clinician/doctor if you aren't getting the catheter you want

Dealer sends product to your home



Product arrives at your home



*Users are often unaware of options or that you don't have to take what the dealer chooses for you—**YOU can choose the catheter YOU want***

You can choose the catheter you want and your doctor or nurse can help you if you aren't getting what you want



1. You & clinician select product

2. Physician writes prescription

3. Rx goes to supplier

4. The supplier sends product to your home

5. You use the product you receive

- *If your dealer sends you a catheter you do NOT want, contact your Dealer to ask for the catheter you DO want*
- *Take one of your catheters with you to your next doctor visit if it's soon, or call your doctor's office to tell them you got a different catheter than the one you wanted*



Be your own best advocate

Do you take my insurance/ Medicare/Medicaid plan?



Are there other/new catheter options that might work better for me?

Do you accept assignment for **my preferred brand** of catheter?

How to get the intermittent catheter you want

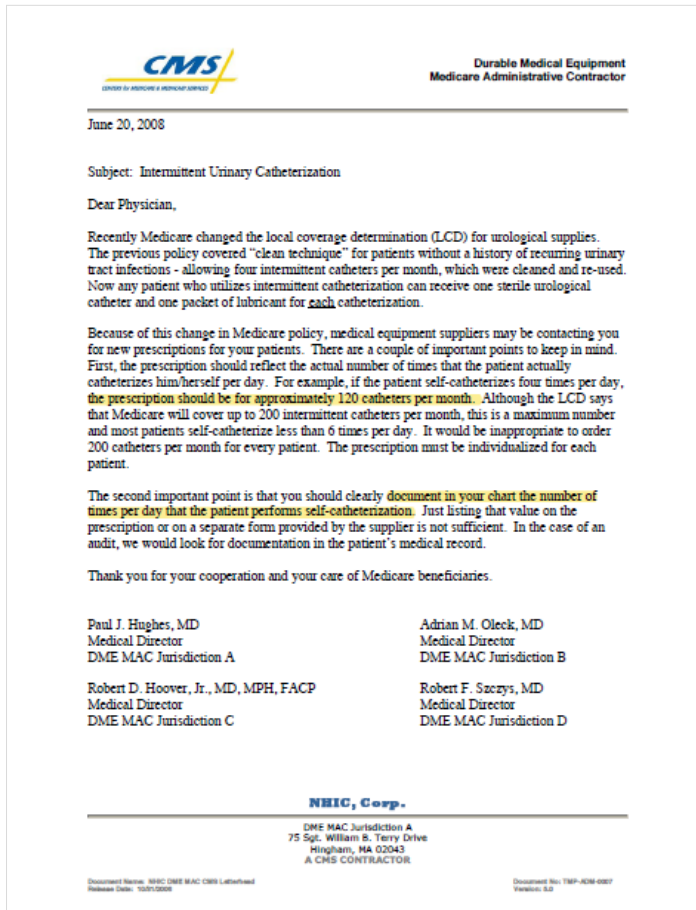
You can often choose your dealer

- Ask them if they are in network for your insurance
- Ask if they take “assignment” for the product you prefer
- Some dealers have contracts with private/Medicaid programs and may have better results if they need to appeal an initial denial. Larger catheter manufacturers often know about this and can inform you about different suppliers who carry their products as needed.

Other steps you can take to ensure you get the catheter you want?

- If the dealer says you need a new prescription, contact your doctor—often required when changing from straight catheters to coudés or sets / closed systems
- Know your insurance coverage—if you have something other than Medicare ask them:
 - Does my insurance cover single-use? (a new catheter every time)
 - What are the number of catheters “allowable” per month?

The Centers for Medicare and Medicaid Services expanded catheters allowed per month for single use on April 1, 2008



Many other insurers have expanded policies

- CMS issued a change in policy for Medicare, following initiatives already initiated for Medicaid and the VA system
- Increased allowable number of catheters per month to follow catheter labels for single use
- Medicare now allows a new catheter for each time you catheterize, up to 200/month; other insurance may have different numbers they allow per month, but most have expanded coverage
- You may need to get a new prescription from your doctor for insurance to cover single use
- **Hydrophilic** and **uncoated catheters** were both included and **covered the same**



Reimbursement for medical products used at home is set by a complex system with several influencers

1. Healthcare Common Procedure Coding System (**HCPCS**) is verified by Pricing, Data Analysis and Coding (**PDAC**)
2. Centers for Medicare & Medicaid Services (**CMS**) defines the language for each HCPCS code, and each state Medicaid sets coverage levels
3. HCPCS coding is **standard across all insurers**. Many insurers follow CMS guidelines, though others, especially **private insurers**, may adopt their own coverage policies and limits for urological supplies



Reimbursement Categories for Catheters: Guided by HCPCS Healthcare Common Procedure Coding System

There are 3 reimbursement categories for intermittent catheters

Straight catheters, with or without coating	A4351
Coudé (curved tip) catheters, with or without coating	A4352
Sterile catheter kits, or closed systems (sets—cath & bag)	A4353
<i>Packet of sterile lubricant</i>	<i>A4332</i>

NOT required for hydrophilic (pre-coated) catheters

One packet is covered for every catheter provided with separate, additional reimbursement and co-pay (if applicable)

HCPCS coding is standard across all insurers. Many insurers follow CMS guidelines / allowables, though others, especially private insurers, may adopt their own coverage policies and limits for urological supplies. If initially denied coverage, you can often appeal denials for expanded coverage.

Each HCPCS code covers all catheter brands

Types or categories of catheters, with HCPCS code (Healthcare Common Procedure Coding System)

A4351 <i>(same reimbursed amount)*</i>	A4352 <i>(same reimbursed amount)</i>	A4353 <i>(same reimbursed amount)</i>
<p>Straight, with or without coating</p> <ul style="list-style-type: none"> • Coloplast SpeediCath® • Bard Clean-Cath® • Cure Catheter® Straight Tip • Hollister Apogee • Kendall Dover™ • Rochester Medical Magic³® • Teleflex Rusch Easy Cath™ • Wellspect LoFric® • Red Rubber (latex, opaque) 	<p>Coudé (curved tip), with or without coating</p> <ul style="list-style-type: none"> • Coloplast SpeediCath® Coudé • Coloplast Self-Cath® Coudé • Bard® Coudé Tip Latex • Hollister Apogee Coudé • Kendall Dover™ Coudé • Teleflex Rusch Easy Cath™ Coudé • Wellspect LoFric® Coudé • Red Rubber coudé 	<p>Sterile kits, or closed systems (CS)**</p> <ul style="list-style-type: none"> • Coloplast SpeediCath® Compact Set • Coloplast SureCath® • Bard Touchless® • Cure Catheter® CS • Hollister Advance Plus • Kendall Dover™ • Rochester Medical Hydro Personal Catheter® • Teleflex Rusch Pocket Pac IC™ • Wellspect LoFric® Hydro Kit • Red Rubber Closed System
<p>A4332: <i>one sterile packet of lubricant per catheterization (uncoated cath)</i></p>		

Dealers pay different prices for each catheter brand to Manufacturers

*Exceptions include state of California MediCal and Texas state Medicaid as they reimburse a higher amount for hydrophilic coated catheters over uncoated catheters
 **Products listed include insertion and/or collection supplies as defined by CMS and PDAC

Economics for an individual using straight catheters

(Example: Medicare—catheters in the same category are covered exactly the same)

Dealer accepts “assignment”

Self-Cath[®] / red rubber

“Straight,” uncoated cath w/out lube

\$1.80

Reimbursement “allowable”

– \$1.44

Insurance pays to dealer

\$.36

Individual co-pay to dealer

Exactly the same
out-of-pocket
co-pay
for catheter user

SpeediCath[®]

“Straight”, hydrophilic coated catheter

\$1.80

– \$1.44

\$.36

IF...the dealer does **NOT** take assignment or is out-of-network for your insurance, you could be charged more than **\$1.50** each catheter.

Medicare often has the highest reimbursed value; reflects 2012 ~value
Most Medicaid plans do not require a co-pay from the individual

What can catheter users do?

- Talk to your clinician about your catheter regimen to find out if there are any issues that can be improved and/or if you need a new prescription to get the catheter you want
- Ask about catheter options that are new, more convenient or easier to use
- Manufacturers are always introducing new options for catheter users—look for new options every year...if you don't yet love your catheter, there are many options available you can check out at:
 - Manufacturer websites
 - Abilities expos

Be your own advocate—get the catheter YOU want!

How to Stay Involved

- Sign up for United Spinal's webinar newsletter at <http://www.spinalcord.org/webinar-archive/> and to view past webinars.
- Check out United Spinal's New Mobility magazine which covers everything active wheelchair users need to know. Visit www.newmobility.com.

QUESTIONS



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