



## Policy F-400 Self-Pay Pricing Policy Attachment A Special Pricing - Seat Elevation

### Introduction

The following are guidelines for the self-pay and special program pricing of Seat Elevators (HCPC E2300).

### Payer Denied/Non-Covered

1. If the seat elevator is routinely covered with qualifying justification by a payer, but has been denied, the Client will be charged the payer allowable.
  - a. Any applicable waivers must be obtained.
2. If the seat elevator is routinely non-covered and/or denied or there is no payer coverage for the seat elevator, Self-Pay pricing guidelines apply.

### Self-Pay Everyday Low Price

NSM offers established pricing for the bases identified in the seat elevator program to our clients that are self-paying for this item. The everyday low price is the price the client will privately pay. Any seat elevator not identified in the program will follow the Standard Self Pay Pricing.

PWC Bases	Elevation Height	Speed at Full Elevation	Active Suspension at Full Elevation	MSRP	Everyday Low Price (EDLP)
Q6 Edge 2.0	12"	4.5 mph	No- Front Suspension Locks	\$2,600	\$1,650
Q6 Edge3	12"	4.5 mph	No- Front Suspension Locks (will have some compression of the springs)		
Q6 Edge HD	10"	4.5 mph	No- Front Suspension Locks		
Quantum 4Front	10"	3.2 mph	YES		\$1,650
Invacare TDX SP2	12"	Half Speed (2.9 mph)	YES	\$2,495	\$1,450
Motion Concepts ROVI	12"	Half Speed (2.5-3.1 mph)	YES		
Permobil F3	12"	3.2 mph (new F3)	YES	\$3,466	\$1,450
Permobil M3	12"	3.2 mph	YES		\$1,450
Permobil M300 HD	8"	Does not drive at any elevation		\$3,365	\$2,000
Quickie Q700M Sedeo Ergo	12"	C-Me: 3mph (Users less than 250lbs) 2.4mph (Users 251-300lbs)		\$3,250	\$1,650
Quickie Q700M Sedeo Pro	12"	C-Me: 3mph (Users less than 250lbs) 2.4mph (Users 251-300lbs)		\$3,250	\$1,650

**Note- The Everyday Low Price is the amount billed to the customer who is private pay for the Seat Elevator.**

## Special Programs

Permobil Foundation, Quantum Cares and Team Gleason are special programs that will help pay for Seat Elevators. When a client has applied and is rewarded approval by one of these programs, the following guidelines must be followed.

1. Permobil Foundation, Quantum Cares or Team Gleason must be added as a payer on the order.
  - a. The allowable for these payers will be \$0. We are not collecting any payment from these payers.
  - b. The billing system will be turned off for these payers, so claims will not be sent in error.
2. The approval from the program must be scanned into the order and referenced in the payer tab.
3. If the program discounts the full cost, the client balance will be \$0.00.
4. If the program discounts a percent of the cost, the client balance can be reduced by the same percentage off of MSRP. No additional discount can be applied.
  - a. Example: Program discounts 50% off cost. MSRP = \$2000. Client payment =  $\$2000 - 50\% = \$1000$ .