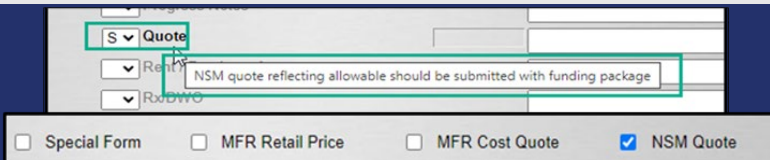# T.I.P Corner

QUALITY - TRAINING - IMPROVEMENT - PROCESS

Determining Correct Quotes

There are several different quote types. Some quotes are obtained from the manufacturer and others we create internally through the reports tab. The quote pay rule is determined by each payers' individual requirements. It is essential that we are identifying the correct quotes needed and scanning them in appropriately. This ensures accurate authorizations and prevents reimbursement inconsistencies.

Interpreting Quote Types:

- ❖ <u>MFR Retail Price</u>: Reflecting **M**anufacturer **S**uggested **R**etail **P**ricing (MSRP), directly from the MFR (vendor)
- ❖ <u>MFR Cost Quote</u>: Reflecting the primary discount only, directly from MFR
- ❖ <u>Allowable Quote</u>: NSM quote reflecting the expected reimbursement for each billable line item
- ❖ <u>Billed Charge</u>: NSM quote reflecting the UCR (Upcharge/Billed Charge)
- ❖ NSM Quote: This can be a number of quote types that are created internally through the reports tab in Mobility Advisor.
  - o In the payer tab, hovering over the "Quote" pay rule will provide additional details (if info is in UPD)
  - o The boxes at the bottom of the payer tab, if checked, indicate the needed quote types - Hovering over name will display additional info if available in the UPD
- ❖ Special Form: If this box is selected, the payer has a special form that is required, typically a PA Coversheet (hover over name for specifics)

Tips & Tricks:

- ✓ If the appropriate MFR quotes are not scanned in, we can request a new quote
  - ● Under the activity tab, email the person who requested/confirmed quotes
    - ● Ex. "Primary Cost only quote needed for Quantum please, thank you"
- ✓ Do not satisfy the 'Quote' pay rule until **_all_** required quotes have been scanned.
  - ● Avoids delays at submission
  - ● Prevents deferrals for pricing/proper quotes
  - ● Prevents inaccurate No PA required decisions
- ✓ Ensure quotes/pricing is consistent throughout the funding packet
  - ● If pricing is provided on the PA coversheet, we want to ensure the quote reflects that same pricing
- ✓ Avoid providing additional quotes that are not specifically required
  - ● This keeps the packet clean and easier to follow
- ✓ MFG Cost Quotes should only reflect primary discounts
  - ● Any 2ndary discounts should not be reflected, unless specifically noted in the payers UPD
- ✓ We should **_never_** white-out or redact information/pricing on the MFR quote
  - ● We would need to request an updated/correct quote
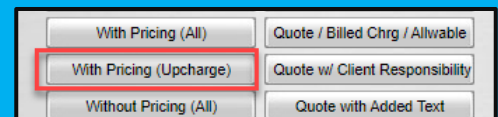 - ● If HCPCs are required for a specific payer, we can add HCPC information only

FAQ's:

-The specific quote information is not in the UPD or MA, which quote should I use?

A) Please follow the link below for the steps to take in identifying the correct quote. <u>Obtaining the proper quotes</u>
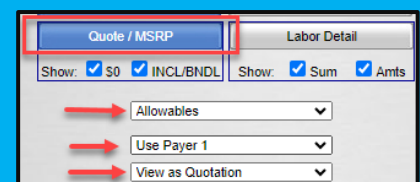
-Which quote do I select for 'Billed Charge' in the reports tab?

A) For billed charge quotes we need to select the 'With Pricing (Upcharge)' quote. (Please note that Billed Charge/UCR/Upcharge are used interchangeably)

- Which is the appropriate quote to use for 'NSM with Allowable'?

A) For allowable quotes we would use the 'Quote/MSRP', making sure that the drop downs below reflect 'Allowables', correct payer and 'View as Quotation'

For more helpful tips:
<u>Helpful Tips</u>