Policy F-400 Self-Pay Pricing Policy

Attachment A Special Pricing - Seat Elevation and Special Programs

Introduction

The following are guidelines for the self-pay and special program pricing of Seat Elevators (HCPCS E2300) and how to apply discounts to equipment when a special program approval has been received.

Payer Denied/Non-Covered Seat Elevator

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.
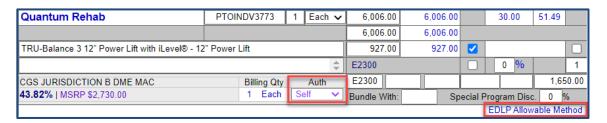
Self-Pay Everyday Low Price (EDLP) for Seat Elevators

NSM offers established pricing for the bases identified in the seat elevator program to our clients that are self-paying for seat elevation. The everyday low price (EDLP) is the price NSM must quote the client and the amount the client will privately pay. NSM cannot charge any other price when an EDLP price exists unless discount approval has been given through a special program. Any seat elevator not identified in the program must follow the Standard Self-Pay Pricing.

Seat Elevation EDLP Chart – August 2021

Models	MSRP	Everyday Low Price (EDLP)
Q6 Edge 2.0 Q6 Edge 3 Q6 Edge 3 Stretto Q6 Edge HD Quantum 4Front	$2,600	$1,650
Invacare TDX SP2 Invacare Aviva Storm RX or FX Motion Concepts ROVI	$2,495	$1,450
Permobil F3 or M3	$3,466	$1,450
Permobil M300 HD	$3,365	$2,000
Quickie Q700 M Sedeo Ergo Quickie Q700M, 500M, 400M, 300M Sedeo Pro	$3,250	$1,650
Quickie Q500H Sedeo Pro	$3,315	$2,000
Amylior (Amysystems) Altrack M3, R3 or P3	$2,995	$1,500

In the detail screen, when "Self" is selected as the Auth status, if the seat elevator is identified as part of the EDLP program and is being provided at the same time as the power wheelchair, the allowable will automatically update to the EDLP. An indicator will appear indicating the EDLP allowable method was used. If a power wheelchair base is not selected on the same work order, manually update the allowable to the appropriate EDLP.

Quantum Rehab	PTOINDV3773	1	Each ⌄	6,006.00	6,006.00		30.00	51.49	
				6,006.00	6,006.00				
TRU-Balance 3 12" Power Lift with iLevel® - 12" Power Lift				927.00	927.00	☑			☐
			⇕	E2300		☐	0 %		1
CGS JURISDICTION B DME MAC		Billing Qty	Auth	E2300					1,650.00
43.82% | MSRP $2,730.00		1 Each	Self ⌄	Bundle With:		Special Program Disc.	0 %		
									EDLP Allowable Method

Special Programs

Permobil Foundation, Quantum Cares and Team Gleason are special programs that will help pay for Seat Elevators and other denied items such as Power Standing and Electronics. 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 is 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 payertab.
   a. For most programs both the approval and updated vendor quote must be received prior to purchasing equipment.
3. If the program discounts the full cost, the client balance will be $0.00 in all scenarios. The cost must be updated in detail.
4. If the program discounts a percent of the cost, the cost in detail should be manually reduced by the same percentage and the client balance should manually be reduced by the same percentage off MSRP. *This scenario applies when there is no published EDLP. If there is a published EDLP, see step 5*. No additional discount can be applied.
   a. Example: Program discounts 50% off cost.
   Cost = $927. Updated cost = $927 - 50% = $463.50
   MSRP = $2000. Client payment = $2000 – 50% = $1000.
5. If the program discounts a percent of the cost and the item has a published Self-Pay Everyday Low Price (EDLP), the client balance can be further discounted off EDLP by half of the special program approved percentage. No additional discount can be applied.
   a. Example: Program discounts 50% off cost.
   Cost = $927. Updated cost = $927-50% = $463.50
   EDLP = $1650. Client payment = $1650 – 25% = $1,237.50.
   b. In this scenario, enter the percentage of the program approval discount in the Special Program Disc. Field. Once updated, the allowable will reflect the applicable discounted pricing for cost and client balance.

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			⇕	E2300		☐	0 %		1
CGS JURISDICTION B DME MAC		Billing Qty	Auth	E2300					1,237.50
62.55% | MSRP $2,730.00		1 Each	Self ⌄	Bundle With:		Special Program Disc.	50 %		
									EDLP Allowable Method