Practice Success

5 Steps to Getting Patient Portion Estimates You Can Trust





Presenter Information

Ashley Olds

- 14 years of dental experience.
- Certified Dentrix Ascend Trainer for 2.5 years.
- Dentrix Ascend Trainer of the Year for 2022.
- "I have a true passion for getting offices acquainted with their Ascend program and establishing a workflow that will not only work for them but let them excel in all areas from patient care to profitability."



In this webinar:



Adding a New Insurance Carrier



Adding a New Insurance Plan



Building & Applying Fee Schedules



Setting Up Coverage Exceptions



Setting Up
Predetermination Alerts



Adding a New Insurance Carrier

Introduction

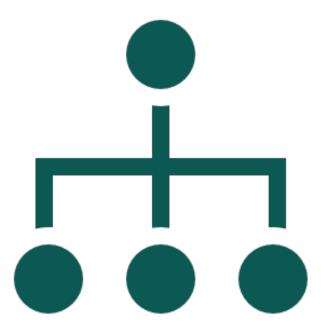
In this section we will discuss:

- Carriers work at the organization level.
- The Henry Schein One carrier database.
- Rights recommended for insurance carriers.
- Recommendations for a clean carrier database.
- Steps to ensure a carrier is recognized as in-network.



Organization or Location?

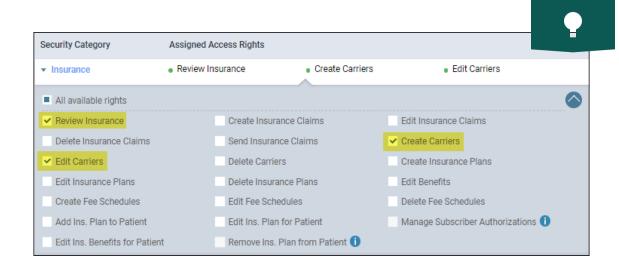
- When you add a carrier, insurance plan, or fee schedule, it is available to your entire organization.
- However, fee schedules are applied at the <u>location level</u>.



User Rights

We recommend you:

- Limit the number of people who can add carriers and plans
- Keep your data clean and accurate





Note: Team members without rights to add insurance plan elements can still attach insurance to patients.

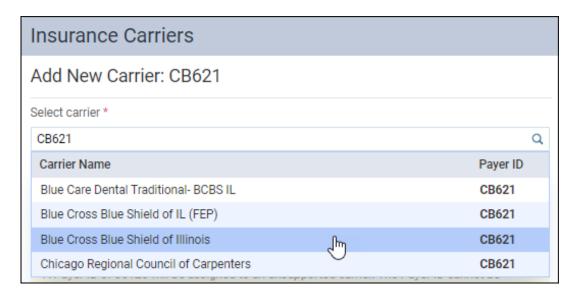


Carrier Database



Important:

- Henry Schein One maintains a database of supported payers.
- The database is updated regularly.
- Selecting a carrier from the list of supported payers ensures that your practice has up-to-date information for that carrier.



PJANIA ASI Adding a New Carrier

Click here to watch Adding a New Carrier

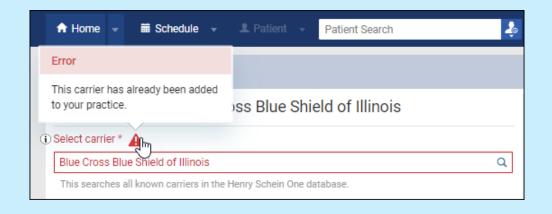




Avoiding Duplicate Insurance Carriers

- Look to see if the carrier has already been added to your practice!
- Search before you click
 Add Carrier.
- Ascend will warn you as a precautionary backup.





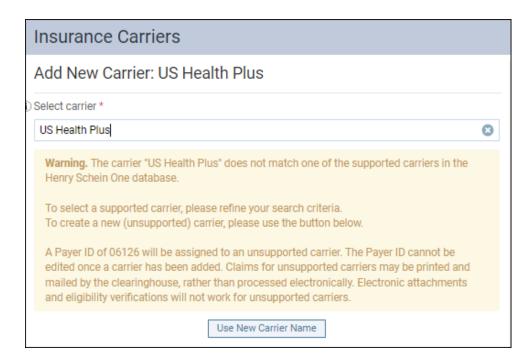
Unsupported Payers

Carrier NOT in HSOne database (06126)

 If you type or modify the carrier name, it becomes an unsupported insurance carrier.

This means that:

- The clearinghouse will print and mail a hard copy of the claim to the payer.
- You cannot add electronic attachments. If there are attachments, you will have to mail them yourself.





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Using the Payer Search Tool

Click here to watch <u>Using the Payer Search Tool</u>





Linking the Carrier Website to Insurance Eligibility

- Fill out the carrier Website field.
- Do not include "http://" or "https://" at the beginning of the website address.
- Click the carrier name to access and log in to the insurance carrier's website for verification.

Insurance Carriers Edit Carrier: Blue Cross Blue Shield of Texas Does not accept Automated Eligibilities CB900 Accepts Electronic Attachments Available Procedures Expected period of Insurance claim resolution days Phone number Ext Fax number (800) 451-0287 (XXX) XXX-XXXX Website www.bcbstx.com/provider/claims/index.html **Claim Form Options** Printed claim format American Dental Association, 2012 version •



Customizing Overdue Claim Timeframes

- How long before you consider claims overdue?
- The default turnaround time is 14 days, but you can customize this time frame for each insurance carrier.
- Set the number of days in the Expected period of Insurance claim resolution field.





Verify Your Billing Setup

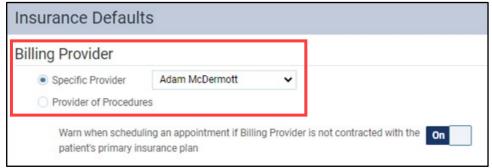
After adding a carrier, you must link it to the **Contracted With** list. To do this, first verify your billing setup.

1. From the **Settings** menu, select **Insurance Defaults**.

If you have multiple sites, each location has its own Insurance Defaults.

2. Verify your Billing Setup under Billing Provider.





Note: Requires the Review Insurance Defaults right.



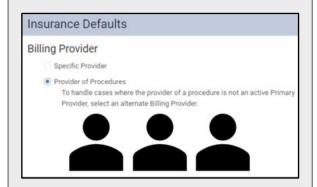
Which Billing Setup Do You Use?

Insurance Defaults Billing Provider Specific Provider Alpine Dental LLC Provider of Procedures Your location is selected as the Specific Provider.



Most Common Billing Methods

Bill by Multiple Providers



Multiple people are selected as the Provider of Procedures.

- The treating provider is the billing provider on the claim.
- Procedure fees are based on the fee schedule attached to each provider.

How to Verify Your Billing Setup

Bill by Location

Verify your setup on the **Location Information** page.



Bill by Provider

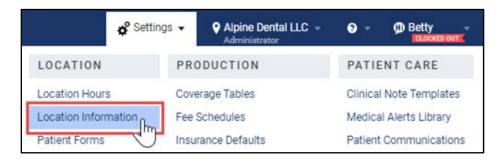


Verify your setup on the **User Account** page.



Verify your setup on the **Location Information** page.

- 1. From the **Settings** menu, select Location information.
- Make sure the Use this. location as a claim provider **for insurance** switcher is set to Yes.



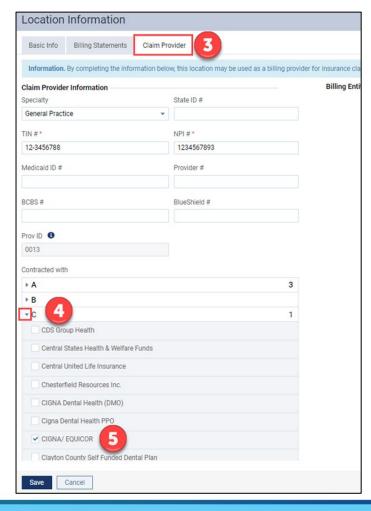
Location	Information		[Use this location as a claim provider for insurance Yes			
Basic Info	Billing Statements	Claim Provider					
Location Information				Organization Informa	ation ————		
Location logo	Location name *		Abbreviation	Organization name			
	Alpine Dental LLC			Table 1991			
	Address *			Customer ID	Organization login		
	70 W. Canyon Crest	t Rd					

Note: Requires the **Review Location Information** right.



Bill by Location

- 3. Select the **Claim Provider** tab.
- 4. Under Contracted with, click the **arrow dropdown** next to a letter to see the list of insurance carriers.
- 5. Verify that the correct insurance carrier(s) are selected. Edit as needed and click **Save**.



Bill by Provider



: Get In-Network

Verify your setup on the **User Accounts** page.

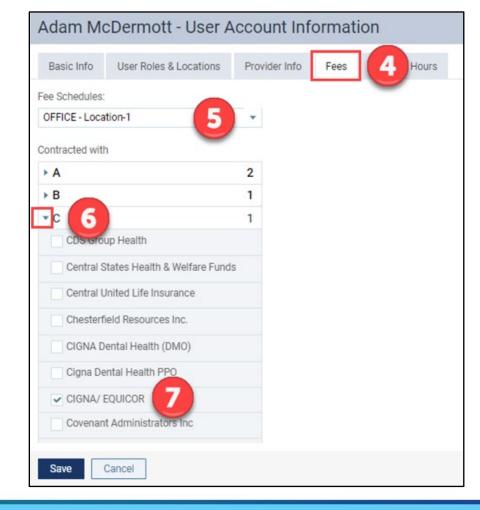
- From the **Settings** menu, select User Accounts.
- 2. Search for and select the provider.





Bill by Provider 🐣

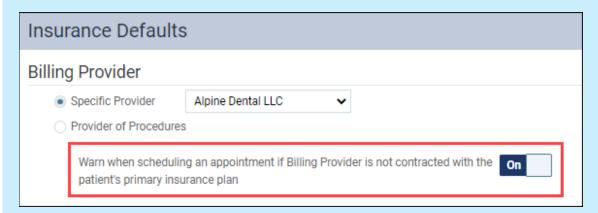
- 4. Select the **Fees** tab.
- 5. Verify that the office fee schedule is selected.
- 6. Under Contracted with, expand a letter to see the list of insurance carriers.
- 7. Verify that the correct insurance carrier(s) are selected. Edit as needed and click **Save**.

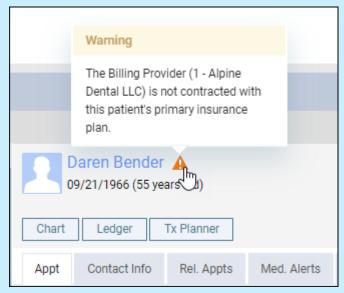




Billing Provider Not Contracted Warnings

- Enable the warning on the Insurance Defaults page.
- Look for the orange warning triangle next to the patient's name in the appointment panel and Insurance Information page.
- Click the triangle to see who the billing provider is.







RECAP Adding a New Insurance Carrier

- Henry Schein One maintains a carrier database.
- Carriers are shared by the entire organization.
- We recommend you limit rights for carrier creation.
- Always check for duplicates before adding a new carrier.
- You must complete the billing provider Contracted With portion to place a carrier in-network.



If you have questions, submit them in the question box.

Where to Get Help

Webpage

Payor Search - Dental Insurance Eligibility

Video

Adding Insurance Carriers and Plans

Articles

- Adding insurance carriers
- Setting up a location or an entity as a billing provider
- Setting Up RCM Rights in Dentrix Ascend





Adding a New Insurance Plan

Introduction

Insurance Plan

Carrier Fee Schedule

Benefits & Deductibles

Coverage
Percentage and
Exceptions

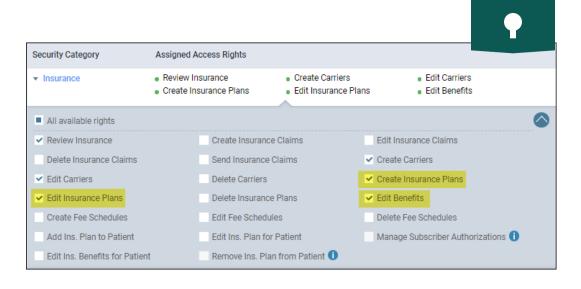
Predetermination Alerts



User Rights

The team members designated to create and maintain insurance plans will need the following rights:

- Edit Insurance Plans
- Create Insurance Plans
- Edit Benefits



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Adding a New Insurance Plan

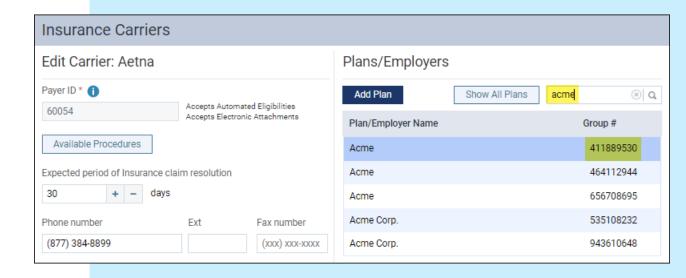
Click here to watch Adding a New Insurance Plan





How to Avoid Creating a Duplicate Plan

- Add all plan information, including group number.
- Search for the plan before adding a new plan!





Attaching New Insurance to a Patient

- 1. Use the **Plan Search** box to search for an insurance plan.
- 2. If there are no search results, click **Add New Carrier or Plan**.

Note: Requires the additional Add Ins. Plan to Patient right.

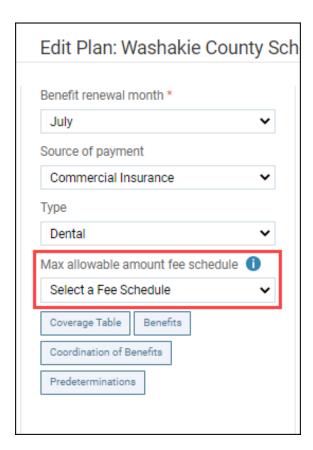


Carrier Fee Schedule

 The fee schedule in the insurance plan represents the contracted amount the carrier agrees to pay for each procedure.

If left blank:

- The UCR fee applies.
- There will be no write-off.
- The guarantor and insurance portion estimates will be wrong.





Deductibles and Benefits

Deductibles and Benefits											
Deductibles											
	Annual Individual		Annual Family		Lifetime Individual						
	Required		Required			Required					
Preventive											
Basic		50.00		100.00							
Major											
Ortho											
Benefits											
	Annual Individual		Annual Family		Lifetime Ortho						
Maximum		1,200.00				1,500.00					
Save Cancel											

Note: You must save the plan before you can edit the Benefits table.

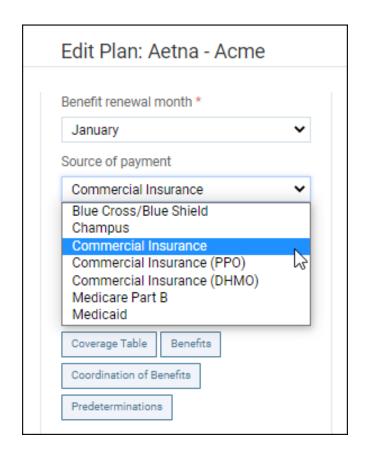


Source of Payment

Commonly set to Commercial Insurance

Notes on Medicaid:

- Patients whose insurance plans have "Medicaid" as the Source of Payment will not receive billing statements, as it is illegal in many states to send billing statements to Medicaid patients.
- You can still build a plan for Medicaid in case the patient consents to paying for a non-covered service.







RECAP Adding a New Insurance Plan

- The insurance plan is the link to multiple insurance factors.
- Plans are shared by the entire organization.
- We recommend you limit rights for plan creation.
- Always check for duplicates.



If you have questions, submit them in the question box.

Where to Get Help

Video

Adding Insurance Carriers and Plans

Articles

- Adding insurance plans
- Updating insurance plan information
- Editing the deductibles and benefits of insurance plans

Blog

"Use It or Lose It": Use a Monthly
 Communication Plan to Fill Your Schedule

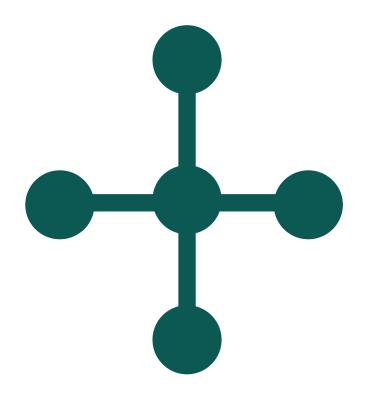




Building & Applying Fee Schedules

Introduction

- Fee schedules are global (available to all your organization) but attached at the location level.
- You can attach a fee schedule to:
 - a provider
 - an insurance plan
 - a location in your organization
 - a patient (as a discount plan)
- Locations should have different fee schedules if the carrier changes payments by region.





User Rights

The team members tasked with creating and maintaining fee schedules will need the following rights:

- Create Fee Schedules
- Edit Fee Schedules





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Building & Applying Fee Schedules

Click here to watch Building and Applying Fee Schedules





Fee Schedule Naming Recommendations

- Be as descriptive as possible.
- Develop a plan, and stick to it.

Popular naming formats:

- "Payer Name Location Name"
- "Location Carrier"

Fee Schedules List of Fee Schedules Create New ACS - Alpine ACS - Cottonwood Aetna - Alpine Aetna - Cottonwood Allied Benefit Systems - Alpine Allied Benefit Systems - Cottonwood Alpine - AARP Alpine - ABN Alpine - AFLAC Alpine - Ameritas Alpine - BCBSWY Alpine - Concord Alpine Discount Fee Schedule American Heritage - Alpine

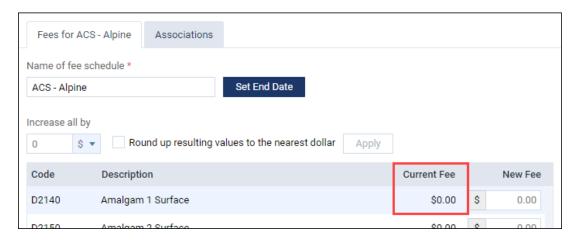
Payer - Location

Location - Payer

Zero Value Warning

- If an office has 0.00 in a fee schedule, the whole amount for that procedure gets written off.
- This leads to inaccurate insurance and guarantor portion estimates in the Treatment Planner.





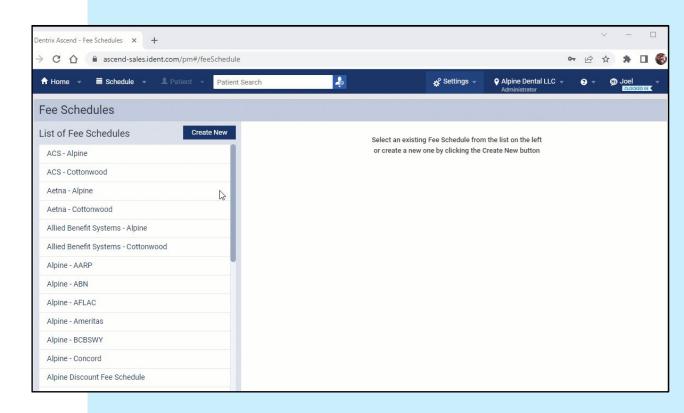






Shortcut to find a specific procedure

• Use Ctrl+f to search



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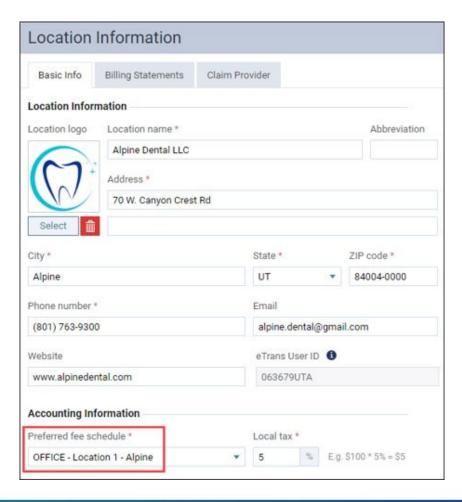
Importing Fee Schedules from File

Click here to watch Importing Fee Schedules from File



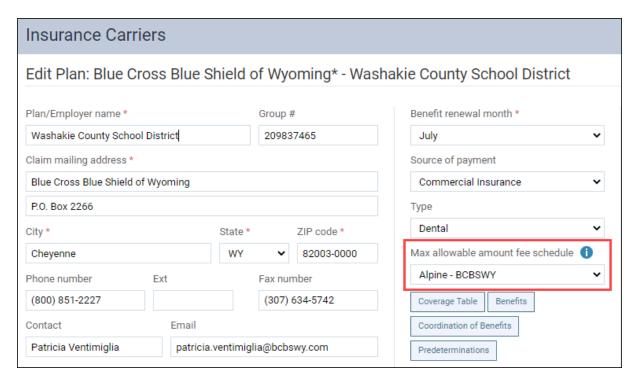
UCR Fee Schedule

- There must always be one in the Location Information page.
- Dentrix Ascend automatically creates a default fee schedule for each location.



Carrier Fee Schedule

- Applied in the Insurance
 Plan page.
- This is the fee schedule for in-network carriers.
- Required if you to want calculate a write-off.





Where do you get the procedure amount?

Procedure amount in the Ledger or the Treatment Planner



- If <u>billing by provider</u>, the UCR fee schedule located under User Accounts.
- If <u>billing by location</u>, the UCR fee schedule located in Location Information.



Note: There is not currently a way to post the fee associated with a carrier fee schedule.

Enter Procedure (+)						
Transaction date	09/06/2022					
Provider	DDS1 - Adam McDermott					
Status	Completed ▼					
Procedure *	D2392 - Posterior Resin Composite 2s					
Bill to insurance	On					
Amount	\$ 234.00					
Tooth *	15					

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PPO Insurance Recap

Click here to watch the PPO Insurance Recap

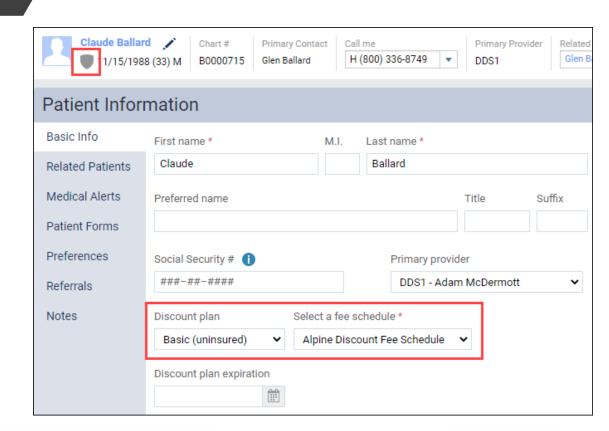


Patient Discount Plan

(Also known as in-house benefit or membership plans.)

Patient discount plans can be:

- Offered to uninsured patients only.
- Entered in the Basic Info tab of the Patient Information page.

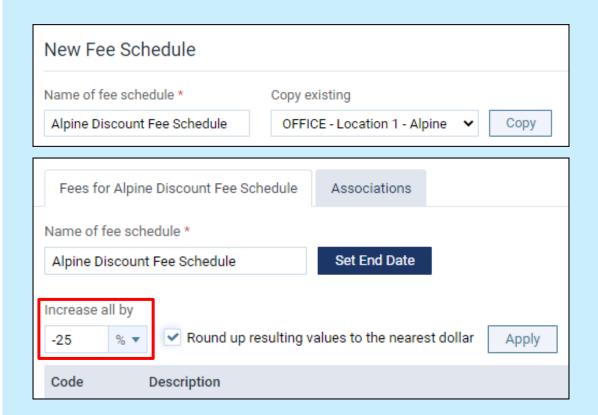






Easily create a discount version of an existing fee schedule

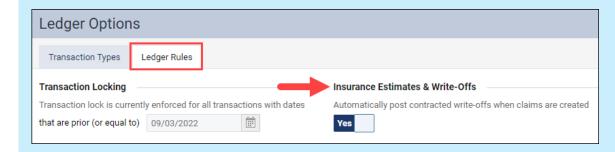
- 1. Create a new fee schedule by copying your location fee schedule.
- 2. Apply a *negative* percentage in the **Increase all by** field.

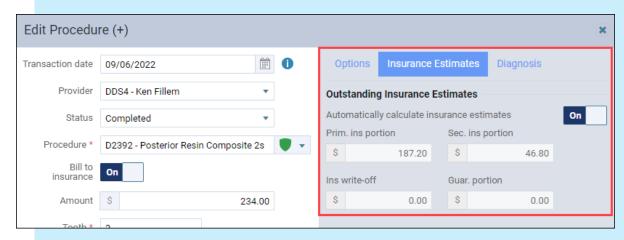




Automatically view insurance estimates and write-offs in the Ledger

- 1. From the **Settings** menu, select **Ledger Options**.
- On the Ledger Rules tab, toggle the Automatically post contracted write-offs when claims are created switcher to Yes.





Portion estimates immediately visible



RECAP Building & Applying Fee Schedules

- Fee schedules are shared by the entire organization but applied at the location level.
- Each location needs its own fee schedule.
- You can import fee schedules from CSV file.
- UCR fees live in the **Location Information** page; Carrier fees live in each **Insurance Plan** page.
- You can see the UCR fee decision in the Insurance
 Defaults page.



If you have questions, submit them in the question box.

Where to Get Help

Videos

- Updating Fee Schedules from File
- Attaching Fee Schedules to In-Network Insurance Plans
- Importing Copayment Coverage Tables

Articles

- Creating fee schedules
- How to Set up a New Patient Discount





Setting Up Coverage Exceptions

User Rights

The team members tasked with creating and maintaining coverage tables will need the following rights:

- Edit Insurance Plans
- Manage coverage tables (for templates)

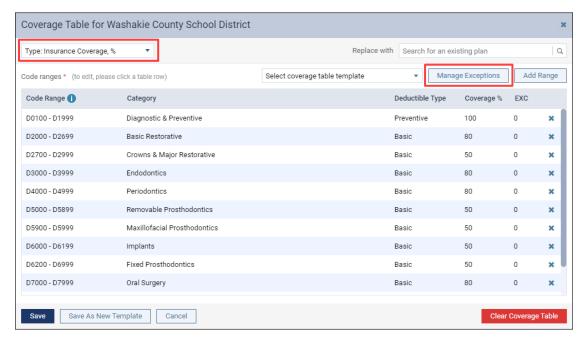






Coverage Tables

- A coverage table references:
 - covered procedures
 - either the <u>percentage covered</u> or the patient copayment
- Here you can add exceptions like not covered, downgrades, and age limitations.
- In conjunction with deductibles and benefits, a coverage table allows for accurate insurance estimates.



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Importing a Coverage Table from Template

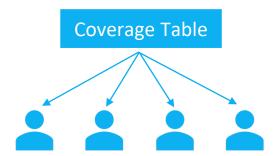
Click here to watch <u>Importing a Coverage Table from Template</u>



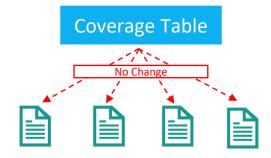
Important



 Changing a plan's coverage table affects all the patients covered by that insurance plan.



 Changing a plan's coverage table does not update the fees associated with treatment-planned procedures.





Naming Ideas for Coverage Table Templates

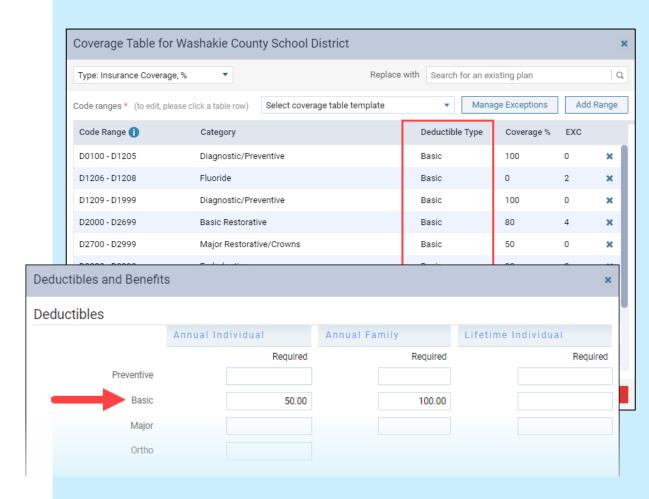
- Some default tables come with Ascend.
- Let the name reflect the coverage customization.
- Commonly the name reflects the coverage and exceptions in each area or region.





Change all the deductible types to Basic

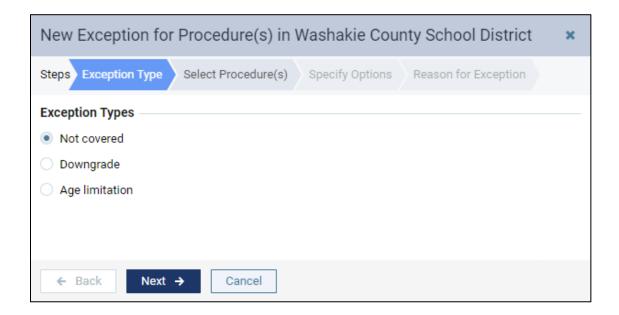
- Most carriers have only one deductible type.
- If a patient comes in for multiple procedure types, they will only be charged one deductible.



Managing Exceptions

Common Exceptions:

- Procedures not covered
- Downgraded procedures
- Procedure age limits



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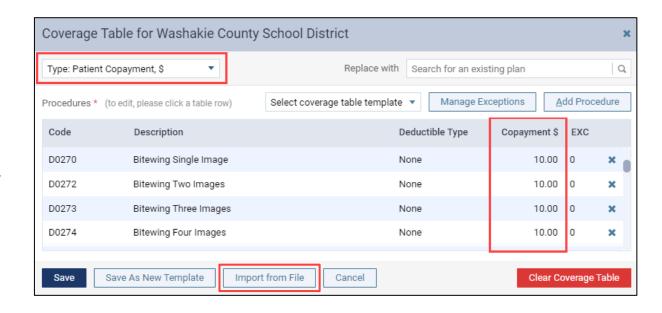
Adding Coverage Exceptions

Click here to watch Adding Coverage Exceptions



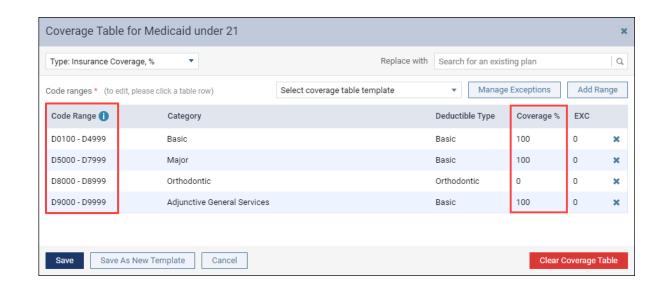
HMO fixed copay plans

- Change the type to Patient Copayment, \$.
- Procedure code ranges change to individual procedure codes.
- Specify the patient copay for each procedure code.
- You can import copayments from a CSV file.



Medicaid

- Set coverage percentages to 100% to **not** charge the patient.
- Add custom ranges with 0% coverage to charge for procedures not covered.





RECAP Setting Up Coverage Exceptions

- Coverage tables allow you to account for carrier limitations and restrictions.
- Coverage templates are shared by the entire organization.
- Coverage tables can be customized for each specific insurance plan.
- Coverage tables are key to implementing HMO fixed copay plans.



If you have questions, submit them in the question box.

Where to Get Help

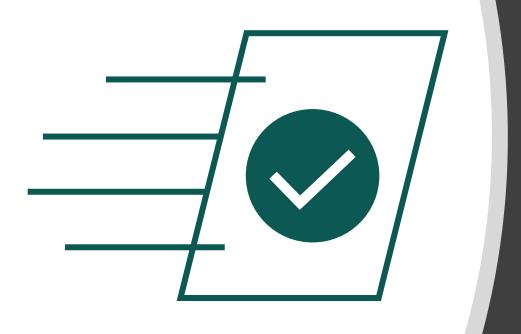
Videos

Creating a Percentage-based Insurance
 Coverage Table Template

Articles

- Understanding how insurance estimates are calculated
- Adding exceptions in coverage tables
- How to Use an In-House Benefits Plan with Dentrix Ascend





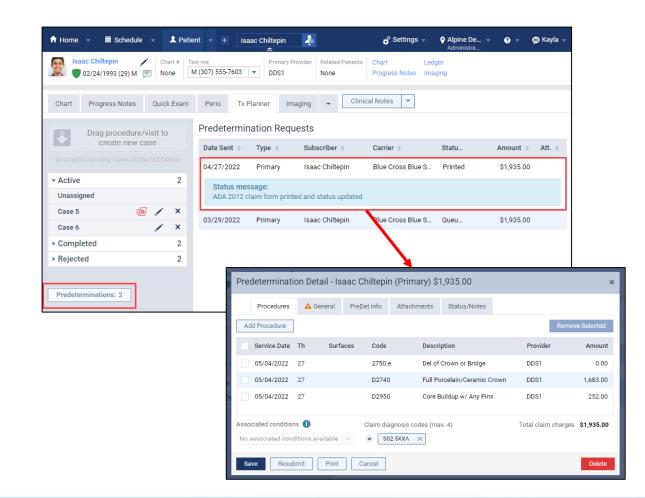
Setting Up Predetermination Alerts

Setting Up Coverage Exceptions Setting Up Predetermination Alerts

Introduction

A predetermination:

- Is a written estimate from an insurance carrier
- Ensures the proposed service is covered by the dental plan
- Allows the patient to understand their financial responsibility
- Expedites claim payment



User Rights



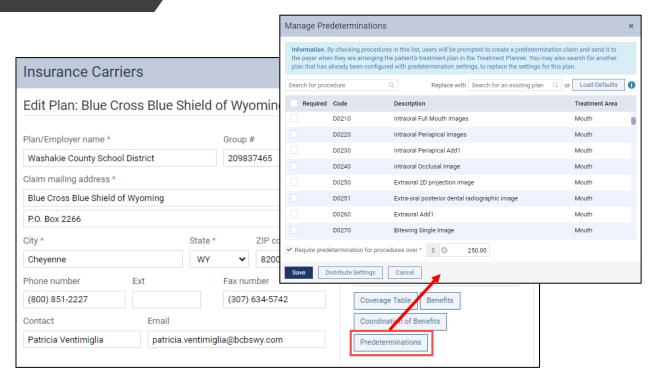
The team members tasked with setting up predetermination alerts will need the following right:

Edit Insurance Plans

· modranico	Review Insurance Create Insurance Plans Create Fee Schedules		Create Carriers Edit Insurance Plans Edit Fee Schedules		Edit Carriers Edit Benefits Add Ins. Plan to Patient	
All available rights	;					
✓ Review Insurance		Create Insurar	nce Claims	Edit Ins	surance Claims	
Delete Insurance (Claims	Send Insurance Claims		Create	Create Carriers	
✓ Edit Carriers		Delete Carriers	s	Create	Insurance Plans	
✓ Edit Insurance Pla	ns	Delete Insurance Plans		✓ Edit Be	Edit Benefits	
✓ Create Fee Sched	ules	✓ Edit Fee Sched	dules	Delete	Fee Schedules	
✓ Add Ins. Plan to P	atient	Edit Ins. Plan f	for Patient	Manag	e Subscriber Authorizations 🕕	
Edit Ins. Benefits f	or Patient	Remove Ins. P	Plan from Patient 🕕			

Manage Predeterminations

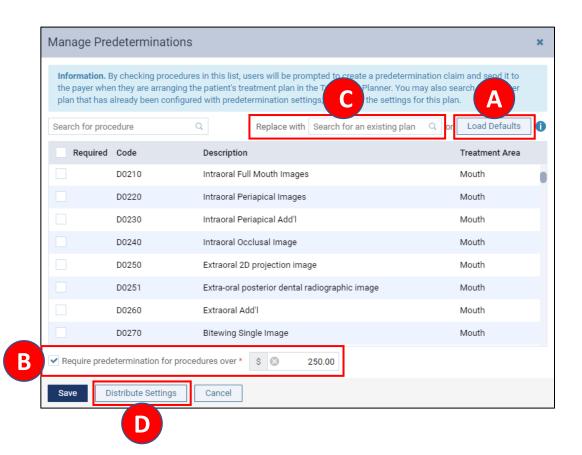
- For each insurance plan, select which procedures need a predetermination claim created.
- Predetermination reminders appear in the Treatment Planner.



Selection Tools

Ascend provides tools to make procedure selection quicker.

- A. Load Defaults
- B. Required predetermination for procedures over \$ amount
- C. Replace with existing plan
- D. Distribute Settings to other plans belonging to this carrier





DENTRASCEND

Viewing Predetermination Reminders

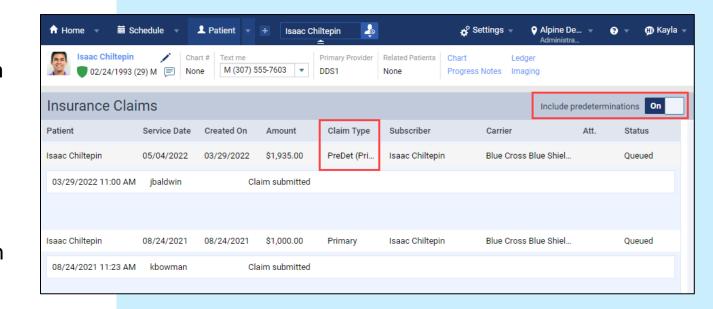
Click here to watch <u>Viewing Predetermination Reminders</u>





Including Predeterminations on the Insurance Claims Page

- Toggle the Include predeterminations switcher to On.
- "PreDet" appears in the Claim Type column.





RECAP Setting Up Predetermination Alerts

- Predetermination management is specific to each insurance plan.
- Management tools let you import or distribute configurations among insurance plans.
- Predetermination reminders appear in the Treatment Planner.



If you have questions, submit them in the question box.

Where to Get Help

Video

Setting Up Predetermination Reminders

Article

• <u>Creating predeterminations</u>



RECAP





Adding a New Insurance Plan



Building & Applying Fee Schedules



Setting Up Coverage Exceptions



Setting Up
Predetermination Alerts