

How telemedicine solutions can improve care coordination within the diabetes population

January 29, 2020 | 12 PM EDT

Speaker:

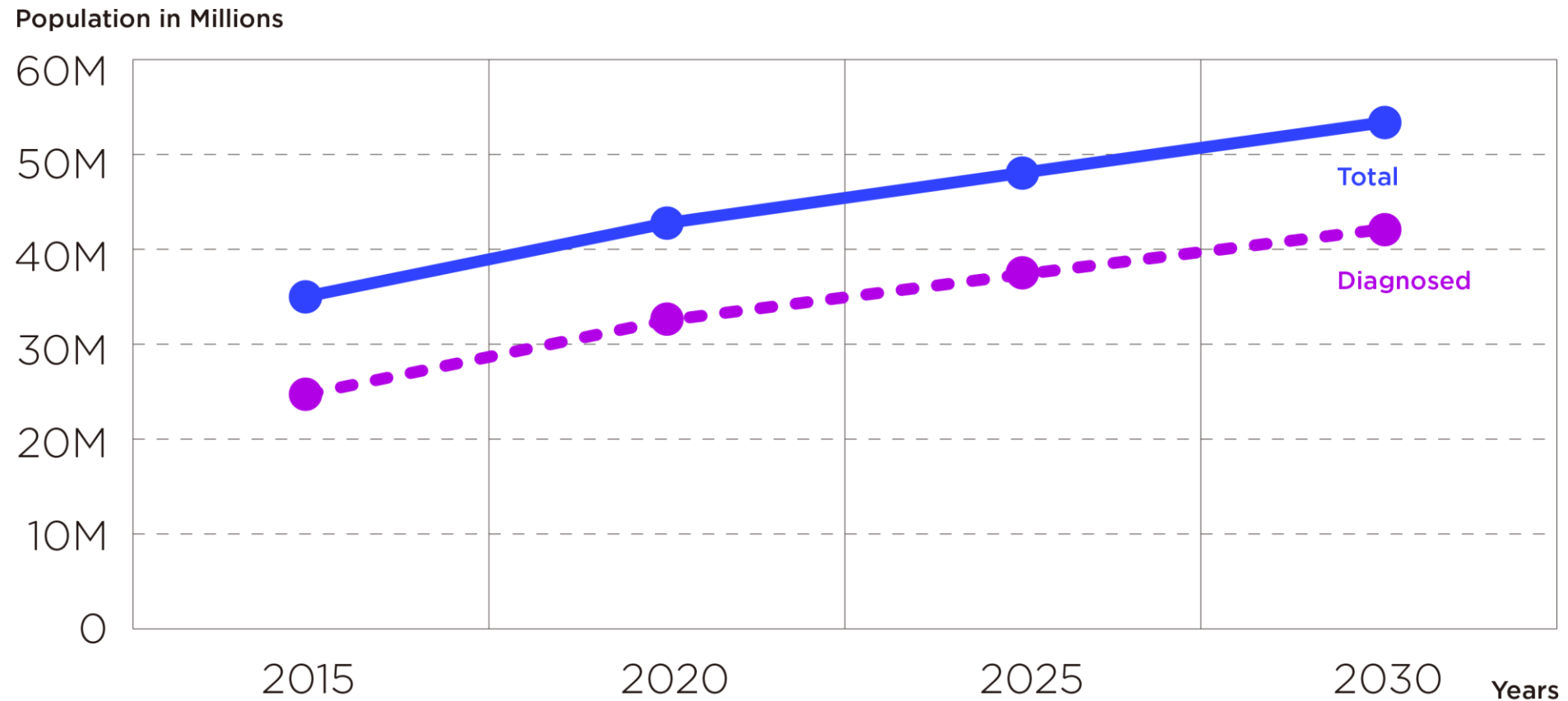
Peter Boomer, Healthcare Economics and
Reimbursement Manager at Topcon Healthcare



Learning Objectives

- ✓ The Diabetes Eye Exam care gap
- ✓ Discuss the benefits of implementing a telemedicine solution for diabetic retinopathy screening at the point-of-care
- ✓ Review examples of how point-of-care testing for retinopathy improves care coordination and patient outcomes
- ✓ Discuss CPT reimbursement, HEDIS / Star measure improvement, and Risk Adjustment

Diabetes in the U.S.



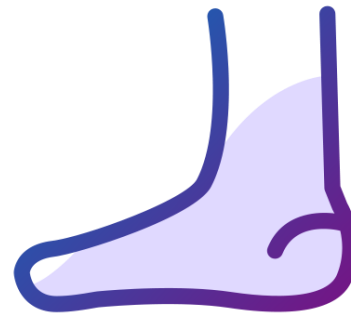
Diabetes in the U.S. – A Growing Population Health Challenge



KIDNEY
DISEASE



HEART
DISEASE



LOSS OF TOES,
FEET, OR LEGS



VISION LOSS

¹ Centers for Disease Control and Prevention website, “National Diabetes Statistics Report”, Accessed December 12, 2019, <https://www.cdc.gov/diabetes/data/statistics/statistics-report.html>

Diabetic Retinopathy

- Most common cause of vision loss for people with diabetes¹
- More than 2 in 5 Americans with diabetes have some stage of diabetic retinopathy¹
- No symptoms in the early stages of the disease¹
- 95% of vision loss can be prevented with early detection³
- 50% of Americans with diabetes were not tested for Diabetic Retinopathy²



Normal



DR

¹ National Eye Institute website, "Diabetic Retinopathy", Accessed December 12, 2019, <https://www.nei.nih.gov/learn-about-eye-health/eye-conditions-and-diseases/diabetic-retinopathy>

² Lee DJ, Kumar N, Feuer WJ, et al. Dilated eye examination screening guideline compliance among patients with diabetes without a diabetic retinopathy diagnosis: the role of geographic access. *BMJ Open Diabetes Research and Care* 2014;2:e000031.doi:10.1136/bmjdr-2014-000031

³ American Academy of Ophthalmology website, "Sixty Percent of Americans with Diabetes Skip Annual Sight-Saving Exams", Accessed December 12, 2019, <https://www.aao.org/newsroom/news-releases/detail/sixty-percent-americans-with-diabetes-skip-exams>

Care Gaps

- **Reasons:**

- Patient workflow
- Patient compliance
- No symptoms
- Access to specialist
- Financial concerns
- Transportation

- **Impact:**

- Patient outcomes, engagement and satisfaction
- Utilization costs
- Reimbursement
- HEDIS / Star measures
- Risk Adjustment

Point-of-Care Testing in the Primary Care Setting



Diabetes Eye Exam Care Gap

ACO-41:

Diabetes: Eye Exam

52%

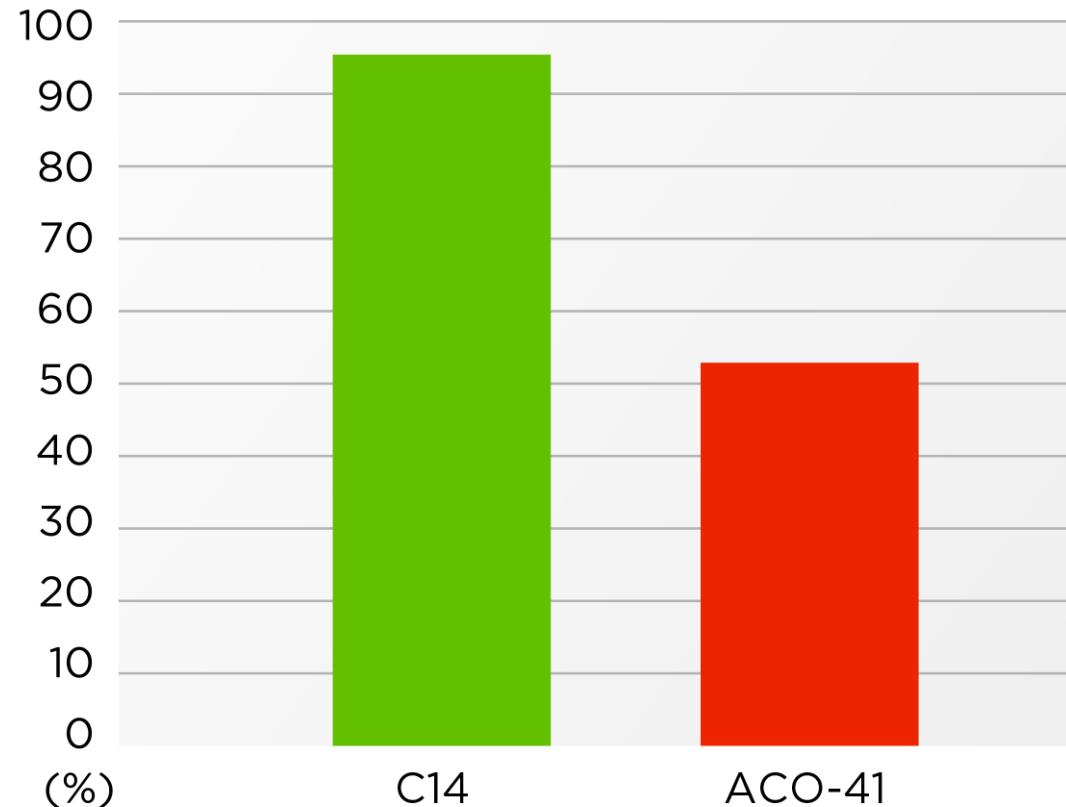
Point-of-Care Testing Reaches More Patients

C14: Diabetes Care –
Kidney Disease Monitoring

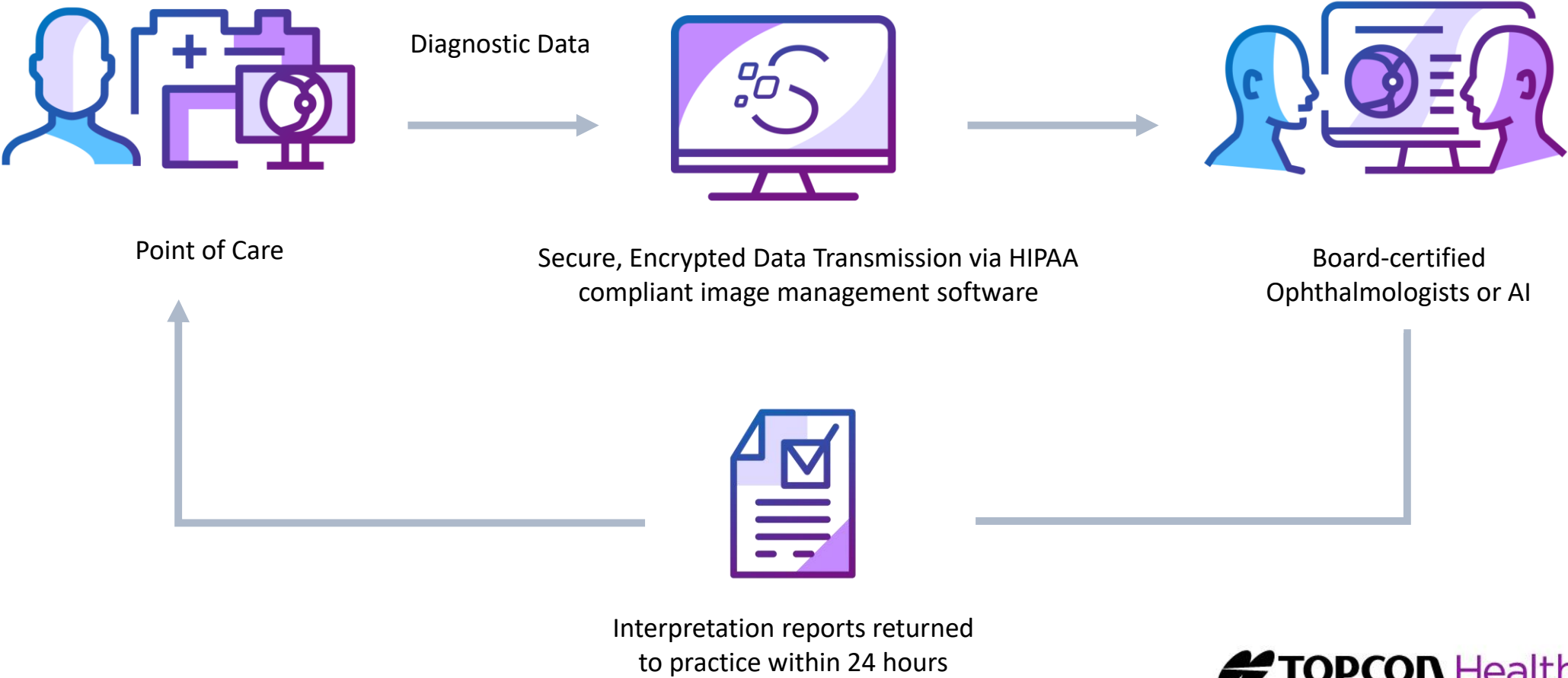
95%

ACO-41:
Diabetes: Eye Exam

52%



Diabetic Retinopathy Screening at the Point-of-Care



Diabetic Retinopathy Screening at the Point-of-Care

- **Indian Health Service-Joslin Vision Network (IHS-JVN)**¹
 - Established in 2000 to use telemedicine technology to provide high quality, cost-effective, annual diabetic eye exams
 - This program has significantly contributed to a decrease in diabetes related vision loss and blindness
- **Veterans Administration**²
 - Reliably determined the level of diabetic retinopathy
 - Opportunity to engage with patients
 - Patients' responses to non-mydriatic teleretinal imaging are universally positive

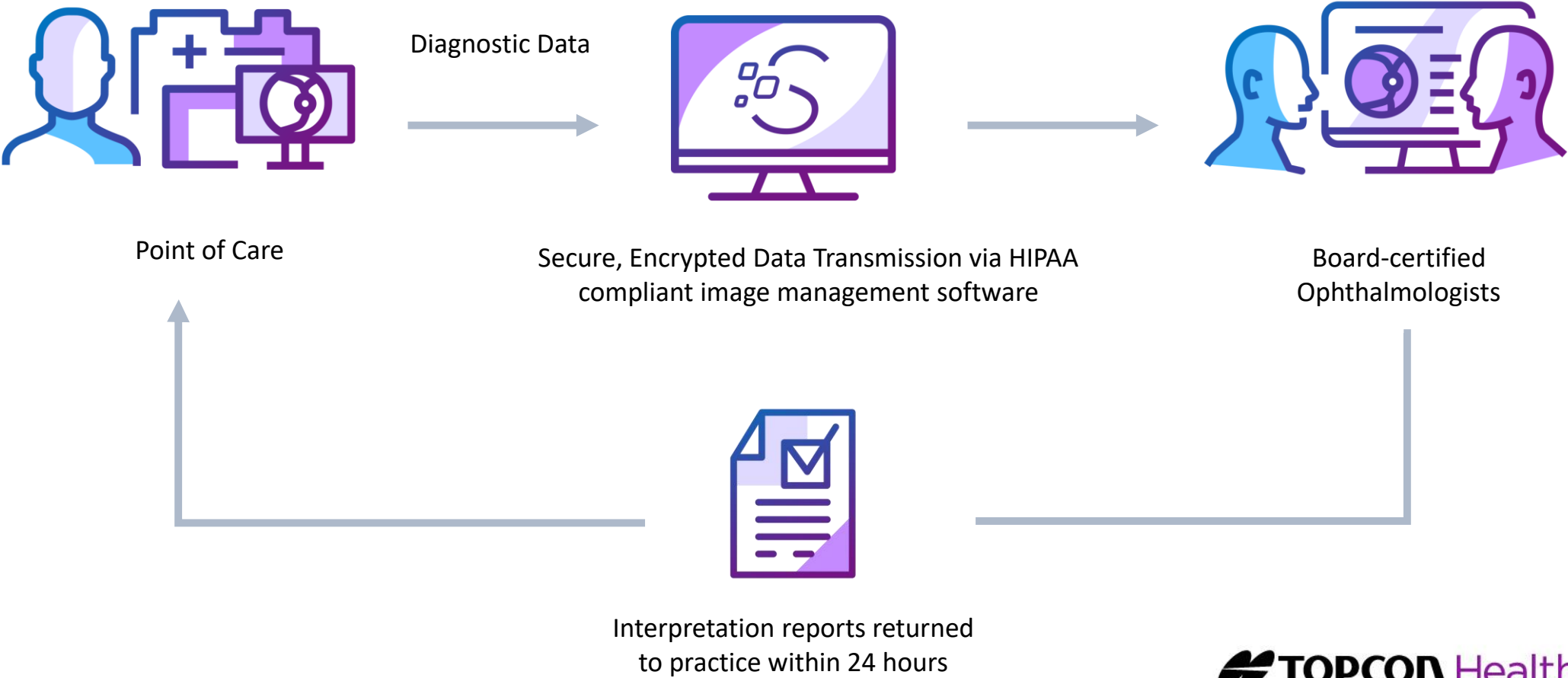
¹ Indian Health Service. "IHS-Joslin Vision Network Teleophthalmology Program", <https://www.ihs.gov/teleophthalmology/>. Accessed January 2, 2020.

² Journal of diabetes science and technology (Online). "Teleretinal Imaging to Screen for Diabetic Retinopathy in the Veterans Health Administration", <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2769713/>. Accessed January 2, 2020.

Crozer-Keystone Health System

- Partnered with Vantage EyeCare and Topcon Healthcare to screen patients at the point-of-care
- Placed Topcon TRC-NW400 tabletop retinal camera in two primary care practices
 - Of the first 80 patients screened, 30 (nearly 37%) had abnormal studies
- Benefits
 - Gives patients the opportunity to get screened in their offices during primary care visits
 - Provides quality, convenience and value for the patients
- This is an effective front-line defense against diabetic retinopathy
- www.crozerkeystone.org

Diabetic Retinopathy Screening Workflow



Solutions for Non-mydriatic Retinal Cameras

SIGNAL Handheld Camera:

- Portable
- Technique driven
- Wi-Fi enabled



TRC-NW400 Tabletop Camera:

- Robotic camera automatically captures both eyes
- Completed screen in under 2 min



Reimbursement for Fundus Photography

- Many payers consider retinopathy tele-screening medically necessary
- Most payers will provide some type of reimbursement for this service
- Practice can bill a global CPT code
 - 92250 or 92227
- Practice will submit a CPT II code
 - HEDIS / Star measure improvement
- Must include an ICD 10 that supports diabetes
 - This establishes the medical necessity
 - Improves HCC documentation within the diabetes population

Impact of Undiagnosed Diabetic Retinopathy

- Negatively impacts patient outcomes¹
- Diabetic retinopathy at later stages reduces a patient's quality of life¹
- Insufficient HCC documentation of a complication
- Later stage retinopathy increases utilization costs
- Requires urgent medical treatments upon diagnosis
 - Injection Eye Drug - \$300
 - Fluorescein ICG Angiography - \$650
 - Ocular Photo Dynamic Therapy - \$1,200
 - Injection, verteporfin, 0.1 - \$2,700
- Treatment costs can exceed \$5,000 annually

¹ Kamran, Jannat & Jafroudi, Shirin & Leili, Ehsan & Chafjiri, Sedighi & Paryad, Ezat. (2017). Quality of Life in Patients with Diabetic Retinopathy. Journal of Holistic Nursing and Midwifery. 27. 69-77. 10.18869/acadpub.hnmj.27.1.69.

Common Barriers to Implementation

- **Most common reasons practices stall implementation**
 - Cost of purchasing a retinal camera and associated software contracts
 - Uncertainty around reimbursement
 - Workflow impact / additional work

Topcon Removes These Barriers

Common barriers to implementation	Topcon Screen Solution
Cost of purchasing a retinal camera and associated software contracts	No upfront or capital investment: Option to do a month-by-month camera equipment lease
Uncertainty around reimbursement	Full support of Topcon's reimbursement resources
Concern about impact on existing workflow	Complete, easy-to-implement solution that fits into existing workflow Reduces chart chasing

Getting Started with Topcon Screen

Topcon Screen solution

- Camera options to fit every practice
- No startup costs or long-term contracts
- Reimbursement support
- 90-Day pilot
 - Determine workflow
 - Determine reimbursement
 - No risk for denied claim or unreadable images



Questions and Discussion

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Stop by our ACOExhibitHall.com Virtual Booth:



Topcon Screen enables point of care testing for diabetic retinopathy which takes less than 2 minutes per patient, improves care coordination and risk adjustment within the diabetes population.

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 [WhitePaper: Topcon Screen Bridges the Gap in Diabetes Care](#)

 [Press Release: Partnership Helps Catch Diabetic Retinopathy](#)



**COMPANY
OVERVIEW**



Thank you

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 **TOPCON Healthcare**
SEEING EYE HEALTH DIFFERENTLY

