

# How Diagnostic Telemedicine Solutions Improve Eye Care Results Within The Diabetes Population

**Speaker:**

**John Bartolovich**, Healthcare Economics and  
Reimbursement Manager at Topcon Healthcare



# Learning Objectives

- ✓ The Diabetes Eye Exam care gap
- ✓ How to use teleophthalmology for diabetic retinopathy screening at point of care
- ✓ The COVID-19 impact on patient care
- ✓ Review CPT reimbursement, HEDIS / Star measure improvement, and Risk Adjustment from using teleophthalmology

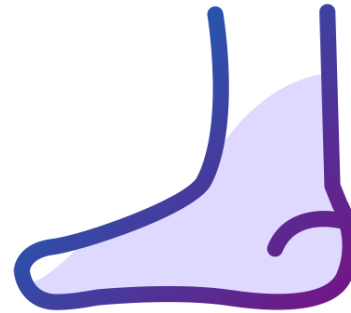
# Diabetes in the U.S. – Over 30 Million patients<sup>1</sup>



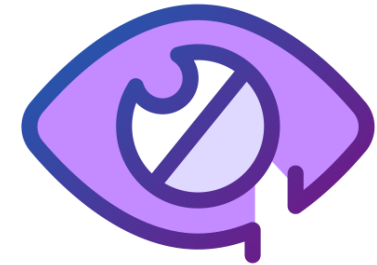
KIDNEY  
DISEASE



HEART  
DISEASE



LOSS OF TOES,  
FEET, OR LEGS



VISION LOSS

<sup>1</sup> 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 among US adults<sup>4</sup>
- More than 2 in 5 Americans with diabetes have some stage of diabetic retinopathy<sup>1</sup>
- No symptoms in the early stages of the disease<sup>1</sup>
- 95% of vision loss can be prevented with early detection<sup>3</sup>
- Up to 50% of Americans with diabetes were not tested for Diabetic Retinopathy<sup>2</sup>



Normal



DR

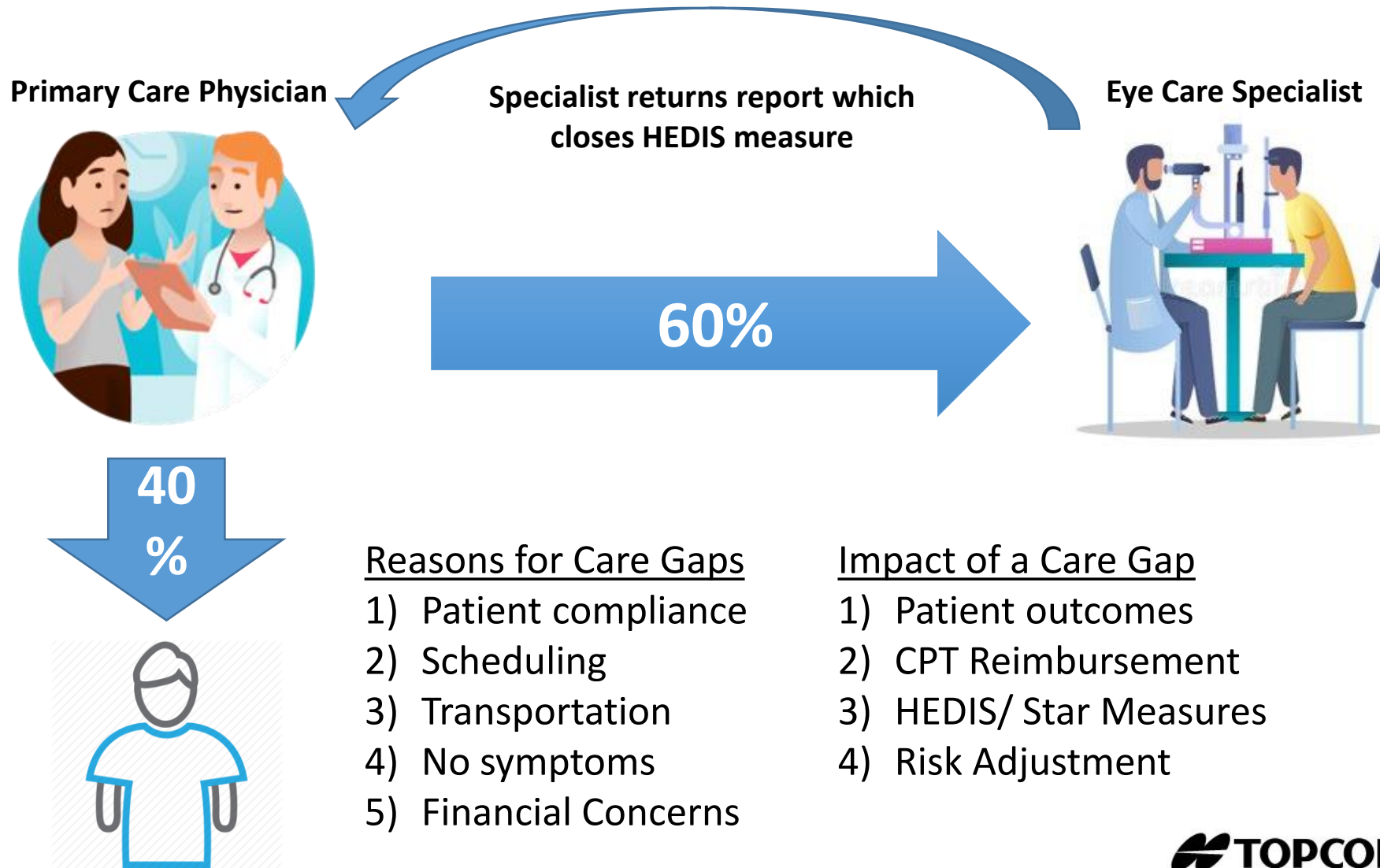
<sup>1</sup> National Eye Institute website, "Diabetic Retinopathy", Accessed December 12, 2019, <https://www.nei.nih.gov/learn-about-eye-health/eye-conditions-and-diseases/diabetic-retinopathy>

<sup>2</sup> 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

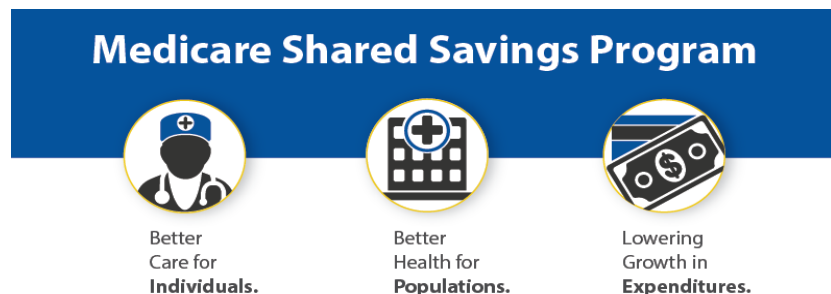
<sup>3</sup> American Academy of Ophthalmology website, "Sixty Percent of Americans with Diabetes Skip Annual Sight-Saving Exams", Accessed December 12, 2019, <https://www.aao.org/newsroom/news-releases/detail/sixty-percent-americans-with-diabetes-skip-exams>

<sup>4</sup> [https://www.cdc.gov/visionhealth/basics/ced/index.html#:~:text=Diabetic%20retinopathy%20\(DR\)%20is%20a,of%20blindness%20in%20American%20adults.](https://www.cdc.gov/visionhealth/basics/ced/index.html#:~:text=Diabetic%20retinopathy%20(DR)%20is%20a,of%20blindness%20in%20American%20adults.)

# Diabetes Eye Exam Care Gap



# Diabetes Eye Exam Care Gap



- ACO-41: Diabetes: Eye Exam
- 2018 Performance data average
- **52%**

- C13: Diabetes Care – Eye Exam
- 2018 Report Card Average
- **72%**

# COVID-19 Impact on Patient Care

- In March 2020, U.S. Centers for Disease Control and Prevention advised physicians to prioritize urgent and emergency visits and procedures and postpone routine visits, such as eyecare visits<sup>1</sup>
- This had a negative impact on diabetics and diabetic retinopathy
  - Study conducted in patients with diabetic macular edema received only 15% of intravitreal injections between March and May 2020<sup>2</sup>
  - By contrast, 75% of injections were administered to treat age-related macular degeneration<sup>2</sup>

<sup>1</sup> Centers for Disease Control and Prevention website, "Information for Healthcare Professionals about Coronavirus (COVID-19)", Accessed April 30, 2020, [https://www.cdc.gov/coronavirus/2019-ncov/hcp/index.html?CDC\\_AA\\_refVal=https%3A%2F%2Fwww.cdc.gov%2Fcoronavirus%2F2019-ncov%2Fhealthcare-facilities%2Findex.html](https://www.cdc.gov/coronavirus/2019-ncov/hcp/index.html?CDC_AA_refVal=https%3A%2F%2Fwww.cdc.gov%2Fcoronavirus%2F2019-ncov%2Fhealthcare-facilities%2Findex.html)

<sup>2</sup><https://link.springer.com/article/10.1007%2Fs11892-021-01411-6#citeas>



# Impact of Undiagnosed Diabetic Retinopathy

- Negatively impacts patient outcomes<sup>1</sup>
- Diabetic retinopathy at later stages reduces a patient's quality of life<sup>1</sup>
- 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 \$10,000 annually<sup>2</sup>

<sup>1</sup> 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.

<sup>2</sup> <https://www.jmcp.org/doi/pdf/10.18553/jmcp.2020.19245>



# Point-of-Care Testing



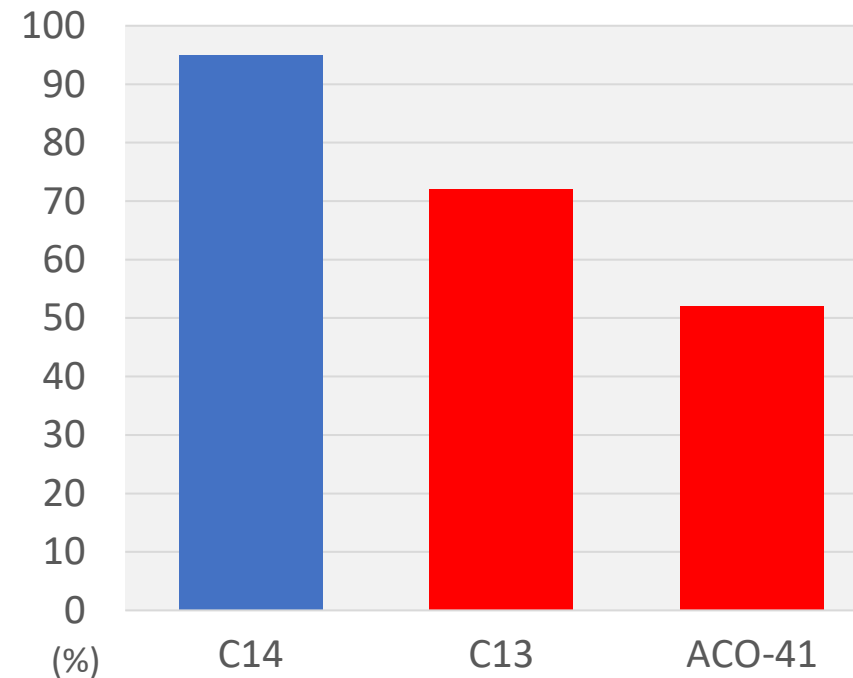
# Improving Access to Care

C14: Diabetes Care –  
Kidney Disease Monitoring

95%

of Medicare Advantage plan  
members with diabetes had a  
kidney function test in 2018

Screening for Complications



# Diabetic Retinopathy Screening at Point of Care

- **Indian Health Service-Joslin Vision Network (IHS-JVN)<sup>1</sup>**
  - 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<sup>2</sup>**
  - Reliably determined the level of diabetic retinopathy
  - Opportunity to engage with patients
  - Patients' responses to non-mydriatic teleretinal imaging are universally positive

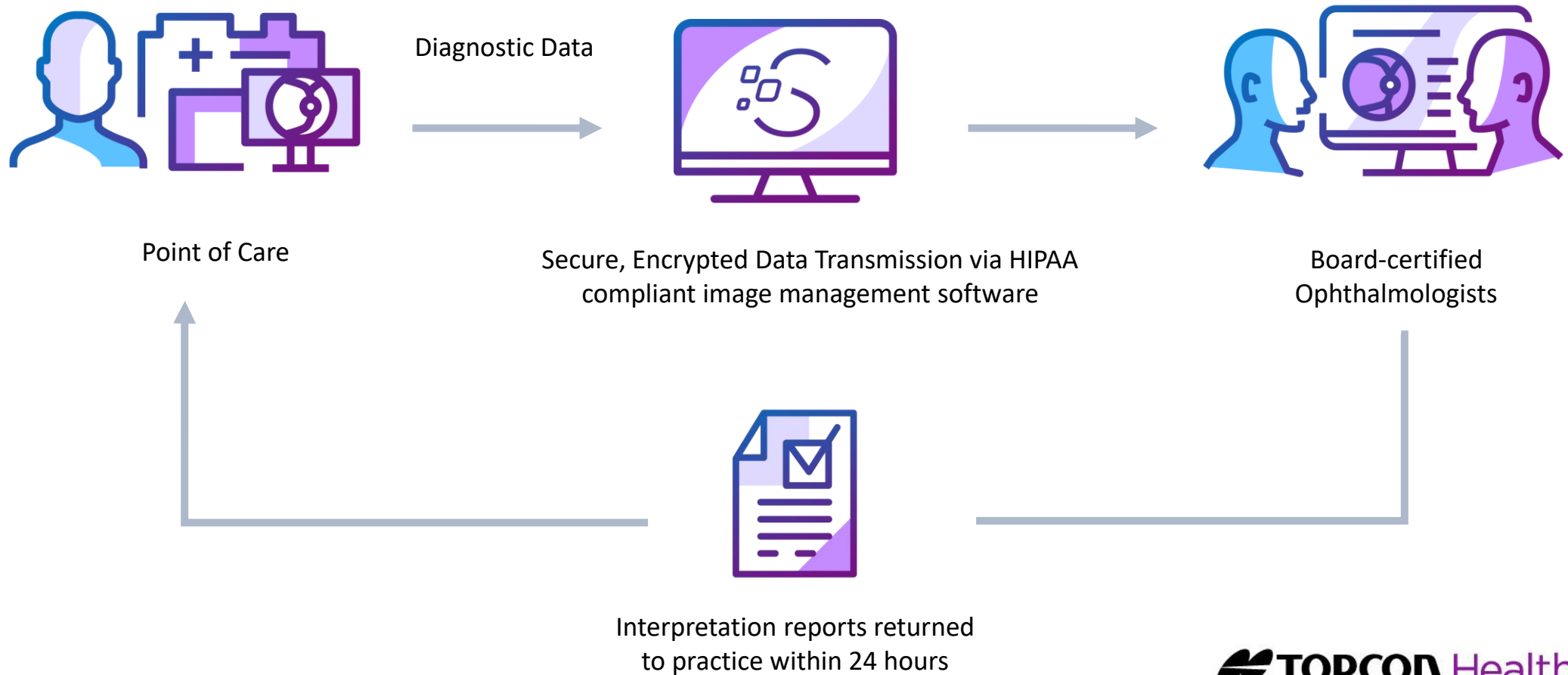
<sup>1</sup> Indian Health Service. "IHS-Joslin Vision Network Teleophthalmology Program", <https://www.ihs.gov/teleophthalmology/>. Accessed January 2, 2020.

<sup>2</sup> 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 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](http://www.crozerkeystone.org)

# Topcon 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

- Fundus Photography is considered medically necessary for patients with diabetes by most payers
- Primary Care Practice will submit the global CPT code
  - 92250 - Medicare allowable      \$39.78
  - 92228 - Medicare allowable      \$31.06
- Practice will submit a CPT II code that meets the HEDIS specifications
  - Indicates services were performed by a qualified vision provider
  - Documents closure of the Diabetes Eye Exam
- Must include an ICD 10 that supports a diagnosis of diabetes



# Financial Impact to the Practice

- One HEDIS quality measure can be worth \$17 million to a plan with just 100,000 members.<sup>1</sup>
- The two largest Medicare Advantage plans by enrollment have \$5.6 billion in bonus money on the table in 2021.<sup>2</sup>
- 81% of Medicare Advantage enrollees are plans that receive a bonus payment from Medicare on star quality ratings.<sup>2</sup>
- The bonus pool from the federal government to Medicare Advantage insurers has quadrupled from \$3.1 billion in 2015 to \$11.6 billion in 2021.<sup>2</sup>
- Achieving a 4.75 and above Star rating can be worth as much as \$100 PMPY

<sup>1</sup> <https://carenational.com/how-do-hedis-scores-affect-health-plan-reimbursement/>.

<sup>2</sup> <https://www.kff.org/medicare/issue-brief/medicare-advantage-in-2021-star-ratings-and-bonuses/>

# Topcon Screen Solution

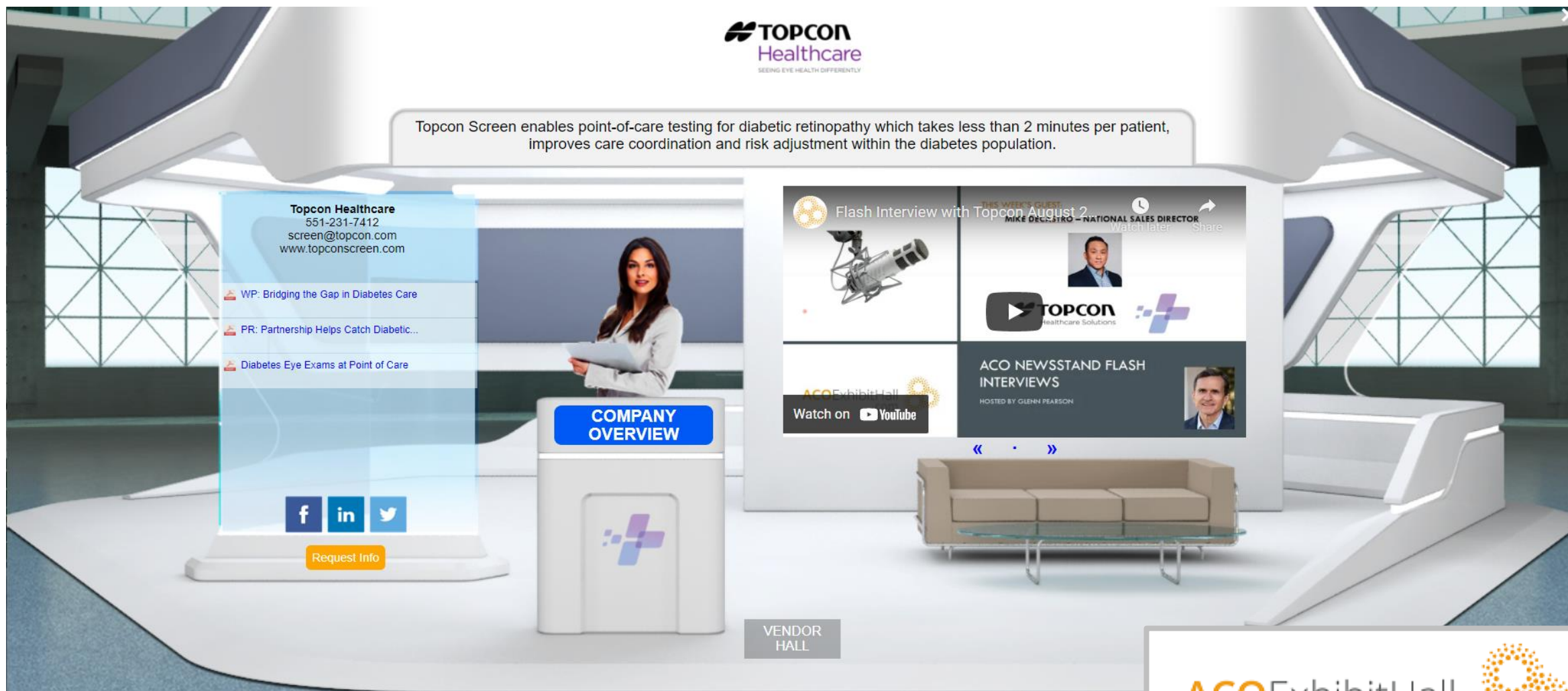
Fundus Camera	Diagnostic Report
<ul style="list-style-type: none"><li>• Option to Purchase</li><li>• Option to Lease</li><li>• Zero Capital Option</li></ul>	<ul style="list-style-type: none"><li>• Per patient exam fee</li><li>• NO Software fees</li><li>• NO training fees</li></ul>

Success Begins with our Onboarding Program:

- Determine workflow
- Determine reimbursement
- No risk for denied claim during first 90 days

# Q&A

# Visit our Virtual Booth at **ACOExhibitHall.com**



# Thank you

John Bartolovich  
234-212-4193  
[jbartolovich@topcon.com](mailto:jbartolovich@topcon.com)

