



Office Updates

John Boone, MD VP of Strategic Development

We are proud to announce that John Boone, MD has joined NTENT as our new VP of Strategic Development.

Dr. Boone is currently a partner in a 25+ ENT single specialty private practice in the Upper Midwest. He is the active President of Twin Cities ENT. Dr. Boone is passionately engaged in work to allow high quality independent physicians opportunities to share in the value that we add to the marketplace.

Dr. Boone is originally from Oklahoma and received his medical school training at the University of Oklahoma and ENT training at UT San Antonio. He is married and has four children ages 6,4,3,2.

He is excited to introduce NTENT to even more physicians around the country and to help continue the growth of services and value NTENT provides to its current and future members.

NTENT Statewide Group Health Program Project

In June of 2018, the Department of Labor (DOL) released final regulations expanding opportunities for association health plans (AHPs). At that time, we began to explore the possibility of NTENT sponsoring an association health plan for our members. We have spent considerable time working with an outside consulting firm (Arthur J. Gallagher) in looking at both the practical and legal requirements for an AHP and were excited about the possibility of bringing this opportunity to our members. During this process, we have also been monitoring a significant lawsuit, in which eleven states and the District of Columbia sued the DOL in an effort to vacate the DOL's final regulations. Unfortunately, the court ruled against the DOL and vacated portions of the final AHP regulations. While we believe that NTENT can still legally form an AHP under existing law (because it is a "bona fide association" under longstanding rules), carrier interest in AHPs has waned as a result of the court's ruling. Even though this ruling will slow us down, we will continue to look for a good carrier partner.

TMLT - Preferred Discount

NTENT members will continue to get the best rates in Texas for 2019-2020 at a savings of **52%** off standard Texas rates. (In 2014 we were at 38% savings)

In addition to the network discount, many of our NTENT members are taking advantage of other TMLT discounts including a 20% for experience, 6% for CME participation, and 5% for practice reviews. This gets them to a total of 83% off the normal Texas rate. Here is the current total discount provided to all members in the network.

EXP Discount: \$361,382 (200 members)
CME Discounts: \$33,062 (76 members)
Practice Review Discounts: \$52,406 (103 members)

If you are interested in taking advantage of these additional discounts, email Kathie Norris at knorris@ntent.org.

Do you have another IPA?

Some of our members have more than one IPA and here are some important tips on things you should know.

1. Check with NTENT prior to signing any other IPA opt in.
2. When you sign any opt in with another IPA that is a binding agreement and you will be switched from NTENT to the other IPA and it is a timely process to make the switch back to NTENT.
3. All demographic changes should be given to NTENT at least 30 days prior to the change.

Insurance Updates

Hearing Aid Sheet

For the new and updated hearing aid sheet for insurance payors please click [here](#)

Aetna (DFW Market)

New agreement **effective 7/1/2019**. Please review the contract and abstract on the NTENT website for details. Below are a few of the important new changes to know.

- Hearing Aids are now reimbursed at 65% of billed charges to a max benefit of \$6,000.00.
- Balance billing allowed with an advanced waiver signed by patient that includes the following: *patient name, DOB, DOS, total charges, benefit coverage, member responsibility, specific code and description of device, member signature and date.*
- Members can now choose to participate in Medicare advantage products.

Meratain health is an Aetna company and our providers are in network but claims must be sent to Meritain. For more information please click [here](#).

BCBS (DFW Market)

Revised Sleep Study Pre Auth Requirements for H-E-B Partners with Blue Choice PPO

Effective 8/01/2019, BCBSTX has made some changes to the codes that require preauthorization for H-E-B partners. For more information on the announcement and preauthorization list, click [here](#).

Cigna (DFW Market)

Cigna Fee Schedule is now posted on the NTENT website with an effective date of 5/29/2019.

Effective 8/19/2019, Cigna will deny claims for drug-eluting stents following sinus surgery as being experimental, investigational, and unproven. This update aligns with Cigna's current medical coverage policy, Drug-Eluting Devices for Use Following Endoscopic Sinus Surgery (0481). The affected Healthcare Common Procedure Coding System (HCPCS) codes are C1874, C1875, C1876, C1877, C2617, and C2625. To review these updates please click [here](#) for more information.

UHC (DFW Market)

Starting 6/1/2019 UnitedHealthcare is revising the Consultation Services Policy and will no longer reimburse CPT codes 99241-99255. This change aligns UnitedHealthcare with the Centers for Medicare and Medicaid Services (CMS). Please click [here](#) for more

information.

Healthcare Highways

NTENT partnered with Healthcare Highways for their commercial product effective 12/01/2018 and they are looking for interested ENT physicians for a Medicare advantage product with Mutual of Omaha. NTENT does not require participation in any Medicare advantage product but you can take advantage of simplified credentialing and an additional reimbursement. NTENT members will receive 105% of Dallas Medicare rates effective 1/1/2020 for the Medicare advantage product if awarded to Healthcare Highways.

If you are interested in this product, please complete the letter of intent below and send it back by fax 972-525-8992 or email ntentoperations@ntent.org at your earliest convenience.

[Healthcare Highways MA Abstract](#)

[Healthcare Highways MA letter of intent to join](#)

Upcoming Meetings

UHC Provider Expo

UHC is having a Provider Information Expo where you can learn more about the latest UHC information, programs and more. There are seven complimentary expos, click [here](#) to find the attached letter so that you can find the location closest to your area.

Elite Hearing Network Member Training

We are planning a training event with Elite Hearing Network that will cover billing, new hearing products and other topics. We will send an invitation once date is finalized.

Clinical Integration Efforts

Patient Satisfaction Surveys QM2 - SEngage

Collecting patient satisfaction is a requirement of your membership with NTENT. If you are not currently collecting this data then please call our office 972-599-7865 to get this started. There are non electronic options available.

We are proud to announce once again that NTENT members are above the national average when it comes to our patient satisfaction.

RegENT

NTENT continues to work with Regent and FigMD to connect with our members in order to collect the data required for quality reporting and MIPS. If you are ready to start working with Reg-ENT, please reach out to Dwight Lee @ dleemd@ntent.org or Kathie Norris @ knorris@ntent.org.

Highlighting our NEWEST GPO Partners

Optim, LLC (www.optim-llc.com)

Optim LLC, a premier manufacturer of proprietary flexible endoscopes for use in the visual diagnosis for Ear-Nose-and-Throat ("ENT") disorders, issued a [press release](#) that

on May 23rd that it has been chosen by NTENT as the preferred vendor partner for new and replacement ENT endoscopy equipment. NTENT members will receive discounts on all new equipment and repair services at a preferred rate. As part of the new agreement, if you currently own a black ENTity scope you can upgrade to a new silver ENTityXL at a promotional price of \$4250 until the end of 2019. For more information visit their website (www.optim-llc.com) or [click here for a contact, pricing and more information](#).

Hemostasis, LLC

Hemostasis LLC has partnered with NTENT for their in office product, BleedArrest. BleedArrest ER is a product that quickly stops problematic bleeding in seconds--faster than conventional methods of control with no pain, biocompatible dissolvable, 100% plant based and easy to use. For your free sample of 5 BleedArrest ER Foam Sponge, please contact our office via email ntentoperations@ntent.org and we will have a representative deliver your box and tell you a little more about BleedArrest. Please visit their website at www.hemostasisllc.com or [click here for pricing information](#).

Group Purchasing Partners

NTENT Property and Casualty Insurance Program

NTENT members are saving on average of **30%** by using our preferred program with Boyd, Shackelford, Barnett & Dixon Insurance Agency for property and casualty insurance through "Hartford". The more NTENT groups use this program, the larger discounts we will obtain going forward. For your free estimate call our NTENT representative, Casey Williams.

Contact Casey Williams - casey@bsbins.com - o. 972-905-0170 - c. 512-947-8196

Elite Hearing Network

Currently NTENT physicians are receiving a significant savings on hearing aids purchased through our partner, Elite Hearing Network. Elite Hearing Network offers to NTENT members only an exclusive price on all of the major hearing aids. Let us know if you would like more information on this program.

US Medical IT

USMedical IT provides outsourced IT and support as well as other critical IT services at a special discount to NTENT members. US Medical IT has years of experience with *HIPAA Compliance, Security, Microsoft Cloud Services & Business Intelligence*.

Contact Stephen Cracknell - Stephen.cracknell@usmedicalit.com - o. 214.390.9252

Instrument Specialists, Inc.

Instrument Specialists, Inc. offers repairs or new hand held surgical instruments to flexible and rigid endoscopes, surgical cameras, pneumatic hand-pieces and more. Contact ISI at **800-537-1945**

The Coding Institute

Each month NTENT will offer a 7 day free trial for The Coding Institute's SuperCoder. The code can be found on our website the first of every month. This is an opportunity for you to try SuperCoder prior to purchasing. All of The Coding Institute products are available to NTENT members at 25% discount. When ordering items, please use our exclusive code: **NTENT25**.

972-599-7865
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