



Great Story That Will Make You Smile!



The Dallas County Medical Society contacted NTENT last week informing us that they received over 2 Million face mask and asked if we needed any for our members. With the cost associated with COVID19 and the cost of PPE, we requested 500 or what they could spare. Based on what other groups our size were receiving, the DCMS asked NTENT to take 65,000 KN95 masks at no cost! We graciously accepted the gift and off to retrieve our gift we went. We rented a 17 ft U-Haul truck, a 10 x 10 storage room, and the help of a few strong muscles to lift all 76 cases of masks. We are excited to offer our members **"KN95 Masks for FREE"**! Yes, I said **FREE**. We have enough masks to offer each of our members up to 700 masks for free.

Over the next 30 days we will schedule two days per week for you to pick up your masks Contact Kathie Norris knorris@ntent.org and let us know which day you want to pick up your masks and roughly how many.

Here are available days and time to pick up your masks at 17300 Preston Rd, Ste 1690 Dallas, TX Times are between **10:00 AM and 3:00 PM**

Monday October 5th
Thursday October 8th

Monday October 12th
Thursday October 15th

Monday October 19th
Thursday October 22th

Monday October 26th
Thursday October 29th



Click [here](#) for a printable list of your pick up options.

New agreement with Elite Hearing Network

Effective October 1, 2020

It has been a rough year with COVID-19, UHC dropping reimbursement rates and as if that were not enough, Oticon threatening to terminate their relationship with Elite and Phonak preventing Elite from offering "The Paradise" for the first couple of weeks. We have had a bumpy road along the way so we wanted to share some information that will affect your practice in a positive way. In June this year, NTENT and Elite partnered together to enhance our agreement that would benefit our members in a more positive way. We are happy to announce the new agreement is effective 10/01/2020 and details are outlined below.

NTENT members will begin to receive **3-6% rebate** on hearing aids purchased through Elite Hearing Network.

If your total spend is **more than 90% with Elite**, your rebate from NTENT will be equal to **6%** of net aids purchased through Elite.

If your total spend is **less than 90% with Elite**, your rebate from NTENT will be equal to **3%** of net aids purchased through Elite.

The more you purchase through Elite, the more you will receive. This program will be based on a fiscal year and all purchases made through September 2020 will be rebated on the old agreement.

It is important to know that NTENT advocates on your behalf and Elite advocates on our behalf. We are lucky to have a partner that understands our daily challenges and helps us overcome those challenges so that we can continue to serve our patient's needs. We look forward to a great 2021. We appreciate you and thank you for your continued trust in NTENT.

GPO Partners Updates

It has been a tough year for all including our GPO partners. Prior to the pandemic, NTENT entered into three agreements which did not get the attentions they deserved.

ADCO – Hearing Aid Supplies

ADCO is a hearing aid supplies company that is veteran owned and has a local representation in DFW. ADCO offers a tiered based discount which are outlined below. If you in need of any hearing aid supplies, I encourage you to reach out to Tony Gomez to start a conversation. All hearing aid supplies ordered through ADCO earn you a rebate at the end of the year. Please click [here](#) for the ADCO and NTENT Partnership handout.

- Free shipping on orders over \$100
- 10% - 13% off of catalog price (depending on NTENT's group volume)
- Guaranteed same-day order processing when orders are received by 5 PM EST
- Guaranteed credit terms for all NTENT members
- Free drop shipping to patients.

Tony Gomez

Sales & Account Manager – Texas Region

720-534-9023

tony@adcohearing.com

www.adcopros.com

[ADCO Hearing Products - 2020 Professional Catalog](#)

Johnson and Johnson - Acclarent Balloons

NTENT signed an agreement with Acclarent balloons to offer our members a discount and a tiered rebate at the end of the year. A price sheet is available so you can compare prices with your current pricing.

FUEL – Allergy Edge

NTENT entered into an agreement with FUEL for their Allergy Edge software and their digital marketing services (website development and marketing materials). If you are looking to add allergy to your practice, consider a demo with FUEL's Allergy Edge software. Allergy Edge and digital marketing will earn you a rebate at the end of the year. Please click [here](#) for the Fuel digital handout

David Baker | Regional Director | Fuel Medical Group
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Aetna - Helpful Hint

Please review contract abstracts located on the NTENT website annually to update yourself on the contract language. For instance, Aetna has a lesser of language in the contract. They will pay the lesser of - 85% of your billed services or the posted fee schedule.

Example: Your bill \$100 and the fee schedule is \$95.00. Aetna will reimburse you \$85(85% of \$100 is less than the posted fee schedule of \$95)

You can find all of our contracts and abstracts at ntent.org

BCBS TRS Agreement

At its Feb. 21, 2020 meeting, the TRS board selected BCBSTX to serve as the new health plan administrator for TRS-ActiveCare medical benefits. The contract took effect Sept. 1, 2020. For more information, please click [here](#).

UHC

Many of you have appealed the recent amendment to UHC to change your fee schedule's effective August 1, 2020. Some of you have received denials on those appeals based on UHC's response from their Health Economics team stating that they are disadvantaged against their competitors and wanting to bring parity. I wanted to share with you the letter that I will send to UHC as a last effort to keep my fee schedules from going lower than they already are.

Regards,
John M Moore, MD

Please click [here](#) to view Dr. Moore's letter.

NTENT does not have a direct agreement with UHC, the agreement is direct with the physician so in turn we do not have access to the fee schedule and therefore is no longer posted on the NTENT website. To obtain your fee schedule, effective date or product participation, you can send the request to UHC email networkhelp@uhc.com.

Please make sure the request is on your company letterhead and includes the physician name, NPI, TIN and the authorized signer has signed the request. All requests should be answered within 48 hours.

