

Instructions for Practice Impact Calculator

The attached Excel spreadsheet will help you estimate the impact the proposed Medicare payment cuts will have on your cardiology practice. The spreadsheet lists national average Medicare payments for 2009 and proposed 2010 national average Medicare payments for 200 CPT codes cardiologists bill to Medicare most often. The codes are listed in numerical order, with separate rows for professional and technical components, as appropriate. This is not an exhaustive list, but it does account for the vast majority of services cardiologists provide to Medicare beneficiaries.

To approximate the impact of the proposed payment cuts on your practice you'll need to enter information into columns labeled "In Office Medicare Frequency" and "Out of Office Medicare Frequency." For each CPT code, enter the number of times your practice performed that service for Medicare patients in the office into the "In Office Medicare Frequency" column. Enter the number of times your practice performed the service for Medicare patients in outside of the office (in the hospital or an ASC, for example) in the "Out of Office Medicare Frequency" column. The spreadsheet will calculate the total change in payments for each service and then total the impact at the bottom of the sheet.

Once you've calculated the total impact for your practice, include that figure in the practice profile template and bring it along to the ACC Legislative Conference, so you'll be able to let your Members of Congress know how much the proposed changes will cost your practice and your community.

Please keep in mind that the proposed 2010 payments shown on the spreadsheet do not include the across the board 21.5% cut to the Medicare conversion factor that will take effect on January 1 if Congress fails to prevent it. Also, remember that this spreadsheet shows only the impact on Medicare payments. Many private payers follow along with Medicare's payment trends, so reduced Medicare payments could be only the beginning.

If you have any difficulties with the spreadsheet or have any questions, please call Rebecca Kelly at 202-375-6398 or Brian Whitman at 202-375-6396.



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Practice Profile

Name of practice _____

Number of physicians _____

Number of staff _____

Practice locations _____

Services practice provides _____
(e.g., EKGs, stress testing, echocardiography in the office, etc.)

Number of patients and number of Medicare patients _____

Estimated impact of proposed Medicare cuts (from spreadsheet) _____

Actions your practice would have to take if cuts go through

