LID LESIONS AND LASERS IN PRIMARY EYE CARE

BUILDING PROTOCOLS FOR CAPTURING, CARING, AND CODING OPTOMETRIC SURGICAL PROCEDURES

KYLE D KLUTE, OD, FAAO

GOOD LIFE EYECARE

OMAHA, NE & GLENWOOD, IA



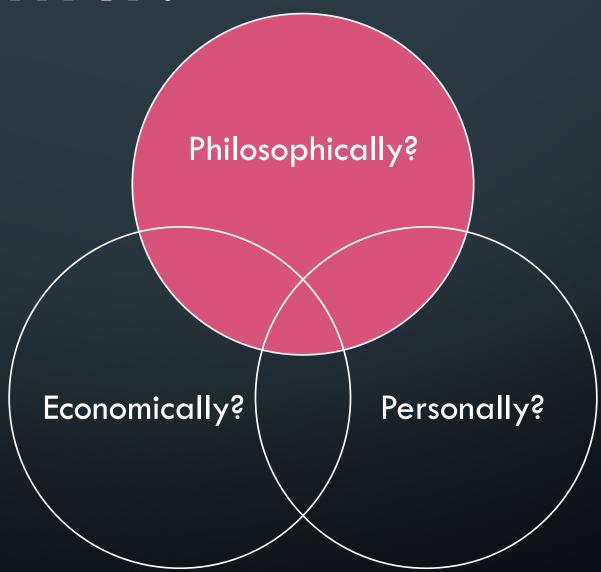


LIDS LESION REMOVAL & LASERS: IS IT WORTH IT?





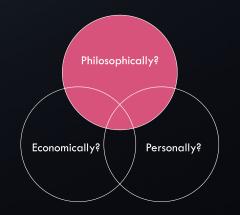




WHAT IS PRIMARY EYE CARE?

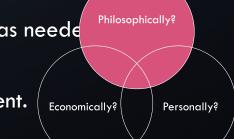


"Primary eye care is the provision of appropriate, accessible, and affordable care that meets patients' eye care needs in a comprehensive and competent manner"



WHAT IS PRIMARY EYE CARE?

- Educating patients about maintaining and promoting healthy vision.
- Performing a comprehensive examination of the visual system.
- Screening for eye diseases and conditions affecting vision that may be asymptomatic.
- Recognizing ocular manifestations of systemic diseases and systemic effects of ocular medications.
- Making a differential diagnosis and definitive diagnosis for any detected abnormalities.
- Performing refractions.
- Fitting and prescribing optical aids, such as glasses and contact lenses.
- Deciding on a treatment plan and treating patients' eye care needs with appropriate therapies.
- Counseling and educating patients about their eye disease conditions.
- Recognizing and managing local and systemic effects of drug therapy.
- Determining when to triage patients for more specialized care and referring to specialists as needed
 and appropriate.
- Coordinating care with other physicians involved in the patient's overall medical management.
- Performing surgery when necessary.



ACCESS TO EYECARE CONTROVERSY



Ophthalmology*



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REPORTS · Articles in Press, August 05, 2024

Geographic Access to Eye Care in the United States

Jovany J. Franco, MD ○ 1 🖾 · Roberto Pineda, II, MD 2,3

Affiliations & Notes ✓ Article Info ✓













ABSTRACT

Using service area analysis, we demonstrate nearly all Americans live within an accessible distance (i.e., 60 minutes) of an ophthalmologist and optometrist; we also characterize the geographic areas that remain without facile access to care.

Keywords

ophthalmology · optometry · access to care · demographics · geodemographics · service area analysis · network analysis · travel time · census · Medicare · rural health · health disparities · scope of practice · geocoding





LUMIFY' A redness

reliever like no other



Reduces redness

Virtually no

Clinically proven



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The News Feed







Published August 14, 2024 • By Staff

Misleading Study Overstates Ophthalmology Access, Undercounts ODs

In an attempt to demonstrate parity between the professions, researchers included only CMS-enrolled providers—excluding one-third of practicing optometrists—and ignored the influence of MD subspecialization and appointment availability.

Two ophthalmologists recently conducted an analysis of geographic access to eve care across the United States, as travel burden of eyecare is commonly cited as a reason for optometric scope expansion. The results purport to show that almost all Americans live within an hour's drive to both an ophthalmologist and optometrist. However, a flawed research design undermines the validity of these claims: in addition to misrepresenting the number of optometrists in practice across the country, the study also neglected various factors aside from drive time that influence access to care.



This study found that among CMS-enrolled providers, there are currently 52.60 ophthalmologists and 100.55 optometrists per million Americans, with state-level variations. However, when including those not enrolled with Medicare, the actual number of practicing ODs is much higher. Photo: Getty Images.

The most glaring methodological flaw in this research, according to Richard Edlow, OD, known as "The Eyeconomist," is its reliance on data from providers enrolled in the Doctors and Clinicians National File from the Centers for Medicare & Medicaid Services (CMS) and the assumption that this is an accurate accounting of eyecare professionals in the US. In total, the study geocoded locations for 17,417 ophthalmologists (30,770 addresses) and 33,291 optometrists (46,099 addresses).

onally?

SAFETY AND EFFICACY PERFORMANCE FOR ODS

 "The outcomes of over 146,403 laser procedures performed by optometrists across the US have shown only two negative outcomes, equating to 0.001%."

 "These metrics outline the effectiveness of these procedures performed by optometrists and show strong support for future optometric scope expansion."



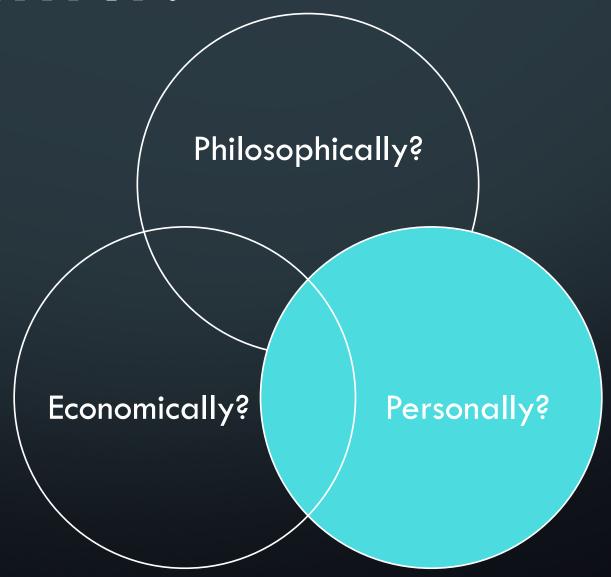
Current scope of practice for optometrists in many countries include topical and oral medication with injectable and lasers being added more recently to scope in the United States (US), Canada, the United Kingdom (UK) and New Zealand (NZ). This expanded scope of optometric practice improves access to eyecare and is critical since an ageing population with a higher prevalence of vision disorders and higher healthcare costs looms. Expanded scope has been shown alongside strong safety records. This review paper aims to investigate the expansion of optometric scope of practice regarding lasers and injectables in the US, UK, Canada, Australia and NZ. The design and delivery of post-graduation educational programs, curriculum frameworks for advanced skills and the metrics of laser procedures performed by optometrists will be discussed. The State of Oklahoma in the US

ersonally?



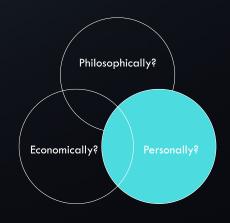






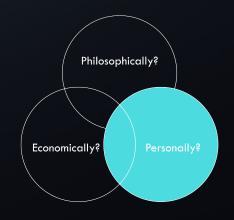


DO I HAVE WHAT IT TAKES?

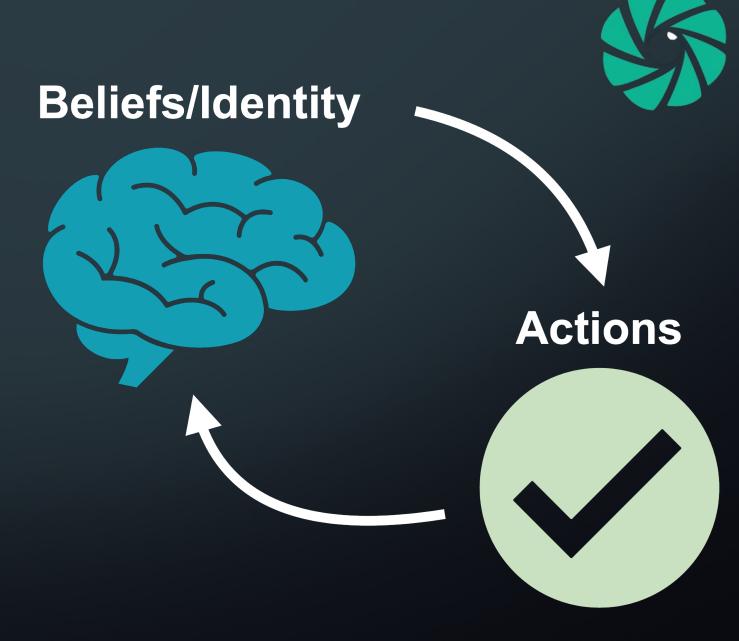




HOW DO WE CHANGE? HOW DO WE IMPROVE?



BEHAVIORAL CHANGE REQUIRES BOTH



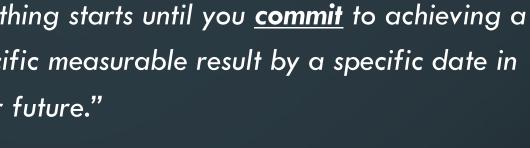




Your building blocks of growth: commitment, courage, capability, and confidence.

Cartoons by Hamish MacDonald

"Nothing starts until you commit to achieving a specific measurable result by a specific date in your future."

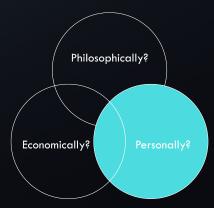


After you've made the commitment, courage is required because you have to take action before you've acquired the capability to achieve the result.

Capability is actually created because of your commitment and courage.

And, finally, **confidence** is the result of these first three stages." - Dan Sullivan



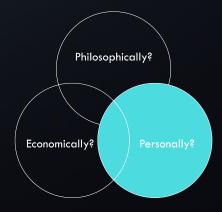


Total Patient
Care Model

Primary Eye
Care







INCREASE MEDICAL CARE IN COMPREHENSIVE EYE CARE IN 7 STEPS

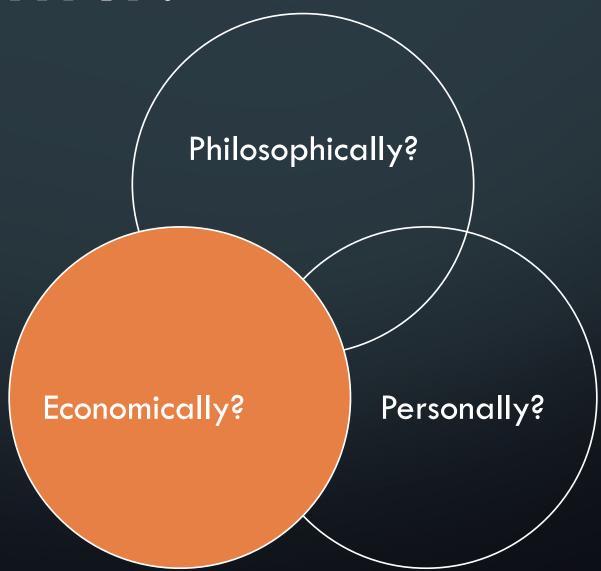


STEP 1	Know Your Numbers
STEP 2	Utilize 99 Codes Appropriately
STEP 3	Implement/Improve Glaucoma Protocol
STEP 4	Implement/Improve Macular Disease Protocols
STEP 5	Implement/Improve DM and Peripheral Disease Protocols
STEP 6	Implement/Improve Ocular Surface Disease Protocols
STEP 7	Make Managed Vision Care Optional With Total Patient Care





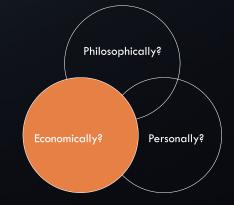


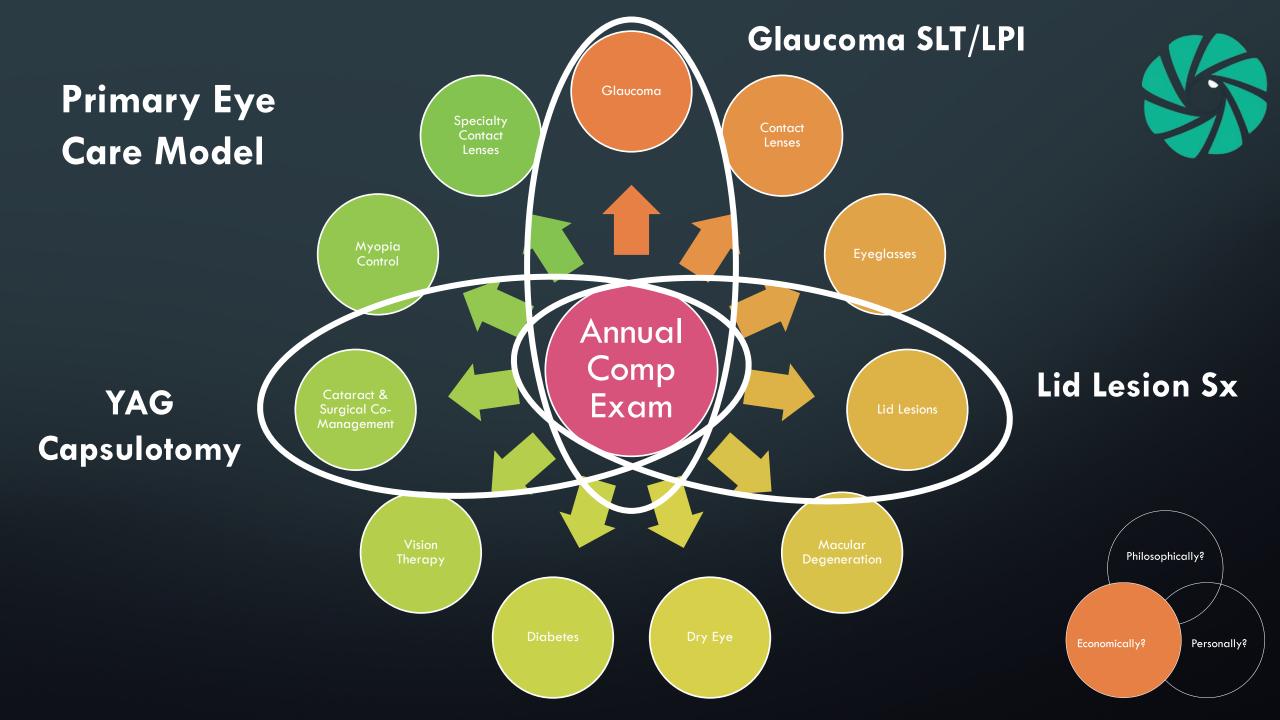


Primary Eye Care Model



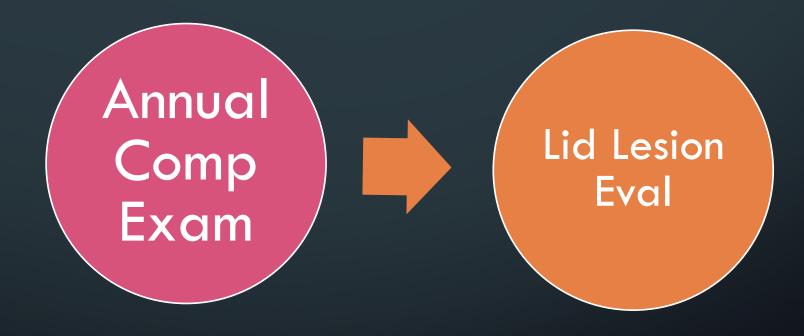


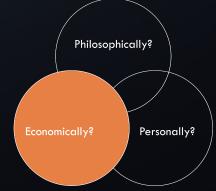




Lid Lesion Removal Builder

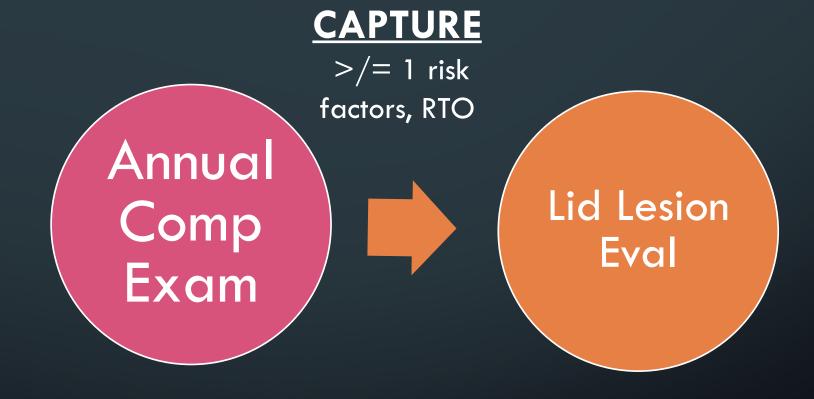


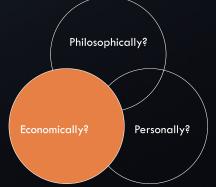




Lid Lesion Removal Builder

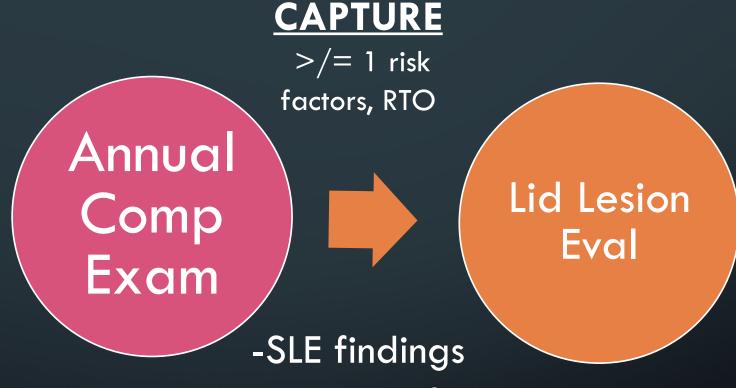




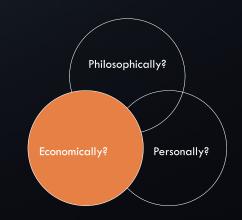


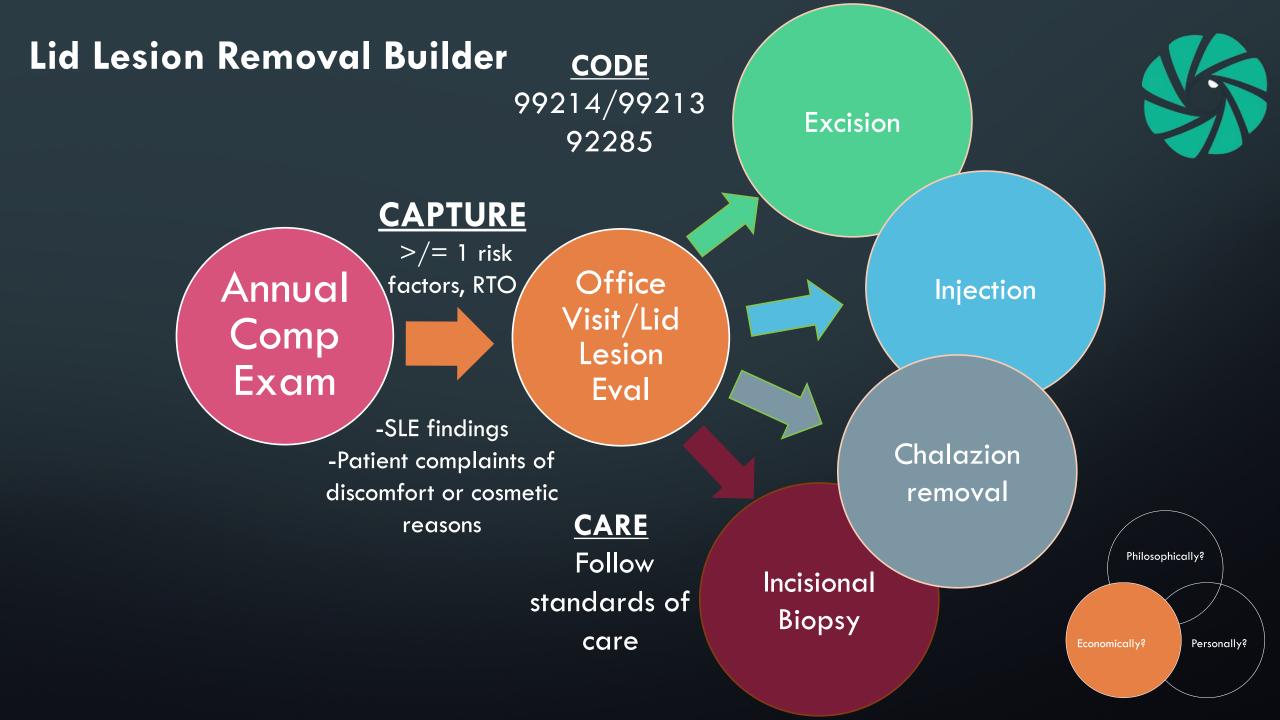
Lid Lesion Removal Builder





-Patient complaints of discomfort or cosmetic reasons





	Problems	Data	Risk	Time
99202 99212	Minimal 1 Self-limited or minor problem	Minimal •Minimal (< 2) or no orders, tests performed, or additional documents analyzed	<u>Minimal</u> Minimal risk of morbidity from additional diagnostic testing or treatment	NP:15-29 mins EP: 10-19 mins
99203 99213	Low •2 or more self-limited or minor problems; or •1 stable chronic illness; or •1 acute, uncomplicated illness or injury	Limited •2 orders, tests performed, or additional documents analyzed, or •assessment requiring an independent historian	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: •OTC medication	NP: 30-45 mins EP: 20-29 mins
99204 99214	Moderate 1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or 2 or more stable chronic illnesses; or 1 undiagnosed new problem with uncertain prognosis; or 1 acute illness with systemic symptoms; or 1 acute complicated injury	Moderate Any 1 of the following: •3 orders, tests performed, or additional documents analyzed •Independent interpretation of a test performed by another physician •Discussion of management or test interpretation with external physician	Moderate Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: •Prescription drug medication •Decision regarding minor surgery with identified patient or procedure risk factors •Decision regarding major surgery without identified patient or procedure risk factors •Diagnosis or treatment significantly limited by social determinants of health	NP: 45-59 mins EP: 30-39 mins
99205 99215	High 1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or 1 acute or chronic illness or injury that poses a threat to life or bodily function	Extensive Any 2 of the following: •3 orders, tests performed, or additional documents analyzed •Independent interpretation of a test performed by another physician •Discussion of management or test interpretation with external physician	High risk of morbidity from additional diagnostic testing or treatment. Examples: •Drug therapy requiring intensive monitoring for toxicity •Decision for elective major surgery with identified patient or procedure risk factors •Decision for emergency major surgery •Decision regarding hospitalization •Decision not to resuscitate or to deescalate care because of poor prognosis	NP: 60-74 mins EP: 40-54 mins

Lid Lesion Removal Builder Excision TURE 1 risk Office s, RTO Injection Visit/Lid Lesion Eval Chalazion removal **CARE**

CODES

11200 Skin tags ≤ 15 lesions11201 skin tags each additional 10 lesions11400-11446 benign lesion (not skin tag)



11900 intralesional; up to 7 lesions
J3301 Drug injected

67800 (single)
67801 (multiple, same eyelid
67805 multiple, different eyelids

Biopsy

11102/11103 Tangential single/each additional 11106/11107 Incisional single/each additional 67810 Incisional of eyelid



Follow standards of care

Lid Lesion Removal Builder Excision Injection Chalazion removal Biopsy

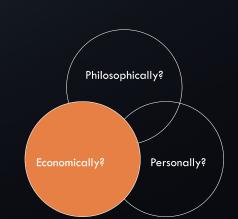
CARE

1 month eval
Global period ~ 10
days

Office
Visit/Lid
Lesion
Eval

CODES

99213/99214 92285



REFER to Oculoplastics

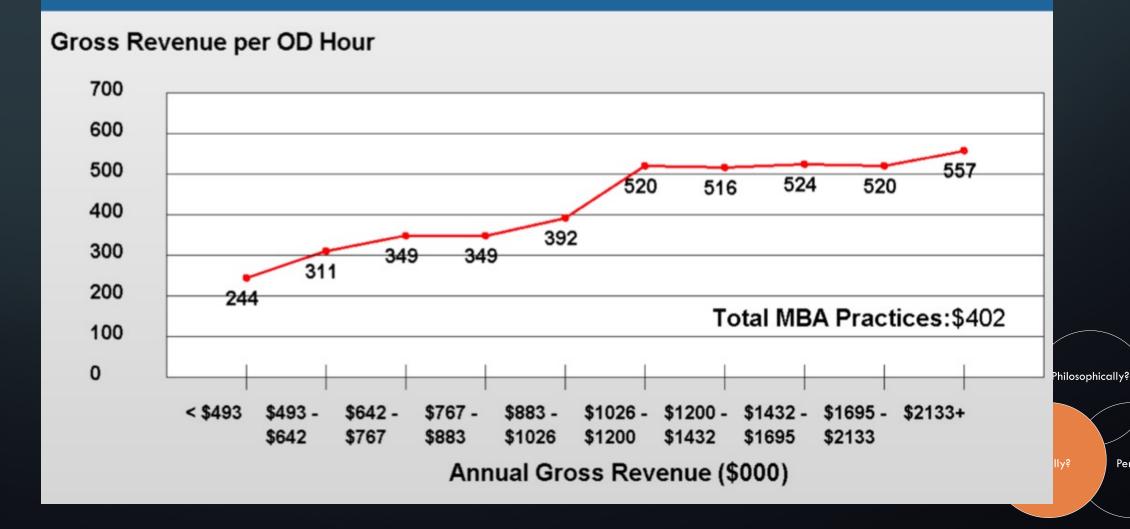
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SETTING YOUR FEES: FIND OUT YOUR \$ PER HOUR



Personally?

Gross Revenue per OD Hour by Practice Size



DED Protocol Visit	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	92015, 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
Disease Eval	30 mins	99214, 0507T, 83861, 83516, 92285	\$128, \$50, \$25, \$25, \$23	\$251
In Office Thermal Treatment	15 mins	0207T/0563T	~\$750	\$750
Disease Eval F/U	15 mins	99214, 0507T, 83861, 83516, 92285	\$128, \$50, \$25, \$25, \$23	\$251 Philosophically?
	1.5 hrs			\$1636/year \$1091 Rev/OD HR \$591/OD HR (In to tx) Personal

Search Medicare fees at: https://www.cms.gov/medicare/physician-fee-schedule/search

GLC Protocol Visit	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	92015, 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
Disease Eval	30 mins	99214, 92133, 92083, 92020	\$128, \$37, \$63, \$28,	\$256
Disease Eval	15 mins	99214, 92133, 92083,	\$128, \$3 <i>7</i> , \$63,	\$228
	1.25 hrs			\$868/year <u>\$694/OD HR</u>

Philosophically?

Personally?

conomically?

Lid Lesion Removal Excision	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	92015, 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
Disease Eval	15 mins	99214, 92285	\$128, \$23	\$1 <i>5</i> 1
Procedure Day	30 mins	11200 11400 - 11446	\$93 \$129 - \$385	\$93 \$129-\$38 <i>5</i>
Disease Eval/FU	15 mins	99213, 92285	\$91, \$23	\$114
Total	1.50 hrs			\$742/year <u>\$495/OD HR</u> \$519/OD HR - \$689/OD HR

Lid Lesion Removal Chalazion	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	92015, 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
Disease Eval	15 mins	99214, 92285	\$128, \$23	\$151
Procedure Day	30 mins	67800	\$128	\$128
Disease Eval/FU	15 mins	99213, 92285	\$91, \$23	\$114
Total	1.50 hrs			\$777/year <u>\$518/OD HR</u>

Procedure Code	Description	Medicare National Ave	Global Period
11200	Removal of skin tags, multiple figrocutaneous tags, up to 15	\$92.87	10
11201	Removal of each additional 10 lesions	\$18.31	10
11400	Excision, other benign lesion, except skin tag (eyelids) 0.5cm	\$128.82	10
11441	Excised diameter 0.6 to 1.0cm	\$175.09	10
11442	Excised diameter 1.1 to 2.0cm	\$194.40	10
11443	Excised diameter 2.1 to 3.0cm	\$229.02	10
11444	Excised diameter 3.1 to 4.0cm	\$284.28	10
11446	Excised diameter > 4.0cm	\$385.14	10
11900	Injection, intralesional; up to and including 7 lesions	\$57.59	0
67800	Excision of chalazion; single	\$128.49	10
67801	Excision of chalazion; multiple, same lid	\$162.44	10
67805	Excision of chalazion; multiple, different lids	\$203.05	10
11102	Tangential biopsy of skin, single lesion	\$100.53	0
11103	Tangential biopsy of skin, each separate/add lesion	\$50.26	0
11106	Incisional biopsy of skin, including closure if needed, single lesion	\$155.45	0
11107	Each separate additional lesion, list each separately	\$71.24	0
67840	Excision of lesion of eyelid (except chalazion)	\$278.62	10

Modifier	Description	Notes
-24	Unrelated E/M service during post op period Ex: red eye eval during po	Use only when completely unrelated eye problem occurs during global period
-25	Separate procedure in addition to E/M service Ex: GLC eval and find a FB	Not recommended, just do procedure on a different day
-50	Bilateral procedures performed at the same session	
-51	Multiple procedures performed at same session	Most lesion removal procedures already have multiple procedure specific codes
-59	Distinct procedural service (non E/M) performed on the same day Ex: skin tag AND chalazion	Needs different organ site; different/separate lesion
-76	Same procedure repeated by same physician on same day	Not likely going to use
-79	Unrelated procedure or service during post op period Ex: special testing for GLC, punctal plugs for DED during PO	Easiest to just wait the 10 days PO

How should we document?

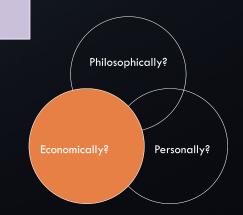


Pre-Sx

InformedConsent

Sx Day

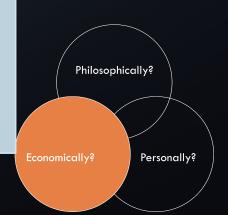
- SupportingDocumentation
- Sx report



Informed Consent

- Consent is a process
- Diagnosis
- Duration and cost of procedure
- Description of procedure in laymen's terms
- Expected outcome
- Potential risks/complications
- Alternative treatments
- Follow-ups and post-op care requirements
- Signature of doctor, patient, and witness





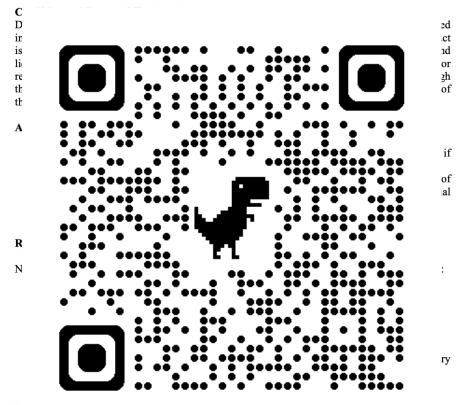
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- Consent is a process
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- Potential risks/complications
- Alternative treatments
- Follow-ups and post-op care requirements
- Signature of doctor, patient, and witness

TAMARA R. FOUNTAIN, M.D.

Ophthalmic Plastic and Reconstructive Surgery

Informed Consent for Incision and Removal of Chalazion or Cyst



C
B

ny
questions answered by Dr. Fountain to my satisfaction. I consent to the incision and drainage of
the chalazion on the right / left upper / lower lid (circle appropriate choice).

Patient Name Signature Date



Philosophically?

cally?

Sx Day

EHR Documentation

Supporting documentation

- Establish medical necessity
 - History, including previous and failed treatments
 - Current symptoms
 - Diagnosis with clinical findings (lesion size, location, # of lesions)
- consent achieved
- Post sx patient education in assessment and plan

Operative Report

- Chronology/narrative of all that ocurred during procedure
 - Drugs administered
 - Complications, when occur
 - Include every detail of procedure
 - Patient toleration of procedure

Philosop<mark>hically?</mark>

How should we document? CHALAZION EXCISION - 67800

Supporting documentation

- Establish medical necessity
 - History, including previous and failed treatments
 - Current symptoms
 - Diagnosis with clinical findings (lesion size, location, # of lesions)
- consent achieved
- Post sx patient education in assessment and plan

Example:

Chalazion removal per Dr. KDK, longstanding (>3months) non resolving chalazion in right eye not responding to warm compresses and topical AB/steroids. Current causing elevation of eyelid with foreign body sensation and discomfort. Lesion is 3mmx3mm in size lateral aspect of eyelid and anterior to tarsal plate. Single lesion. Pt prefers surgical removal, consent was reviewed and signed.

Chalazion excised from lower lid w/o complications. Pt educated on risk of infection and instructed to call office/return to office with signs and symptoms of infection or worsening discomfort. Start AB/steroid qid OD and RTO in 2 weeks to evaluate chalazion. Perform anterior segment photos.



hically?

How should we document? CHALAZION EXCISION - 67800

Example:

Area cleaned with alcohol pad, anesthetized with 0.2cc 1% lidocaine w/epi, clamp secured, feather blade used to incise chalazion, curette used to remove contents. Hemostasis achieved. Procedure completed w/o incident, pt tolerated procedure well.

Can include treatment plan here if prefer rather than typical assessment and plan in the associated encounter documentation.

Operative Report

- Chronology/narrative of all that occured during procedure
 - Drugs administered
 - Complications, when occur
 - Include every detail of procedure
 - Patient toleration of procedure

ophically?

How should we document? LID LESION EXCISION - 11441

Supporting documentation

- Establish medical necessity
 - History, including previous and failed treatments
 - Current symptoms
 - Diagnosis with clinical findings (lesion size, location, # of lesions)
- consent achieved
- Post sx patient education in assessment and plan

Example:

Benign lid lesion removal on left lower lid per Dr. KDK, longstanding (>1 year) non resolving, crusting with periodic mild itching. Sized ~ 1.0 cm at base with elongated stalk inferior to medial lid margin and lash line. Pt prefers surgical removal, consent was reviewed and signed.

Lesion excised from lower lid w/o complications. Pt educated on risk of infection and instructed to call office/return to office with signs and symptoms of infection or worsening discomfort. Start erythromycin ung tid OS/steroid qid OD and RTO in 1 month to evaluate lid lesion. Perform anterior segment photos.

hically?

How should we document? CHALAZION EXCISION - 11441

Example:

Area was prepped with alcohol swab and betadine. Approximately 0.4 cc lidocaine 1% with epi injected around area to provide anesthesia. Lesion was excised down to the level of the orbicularis with RF unit bent tip electrode. No sutures required. AB ointment applied to area. Pt to use 3x/day until tube runs out. Pt. tolerated procedure well.

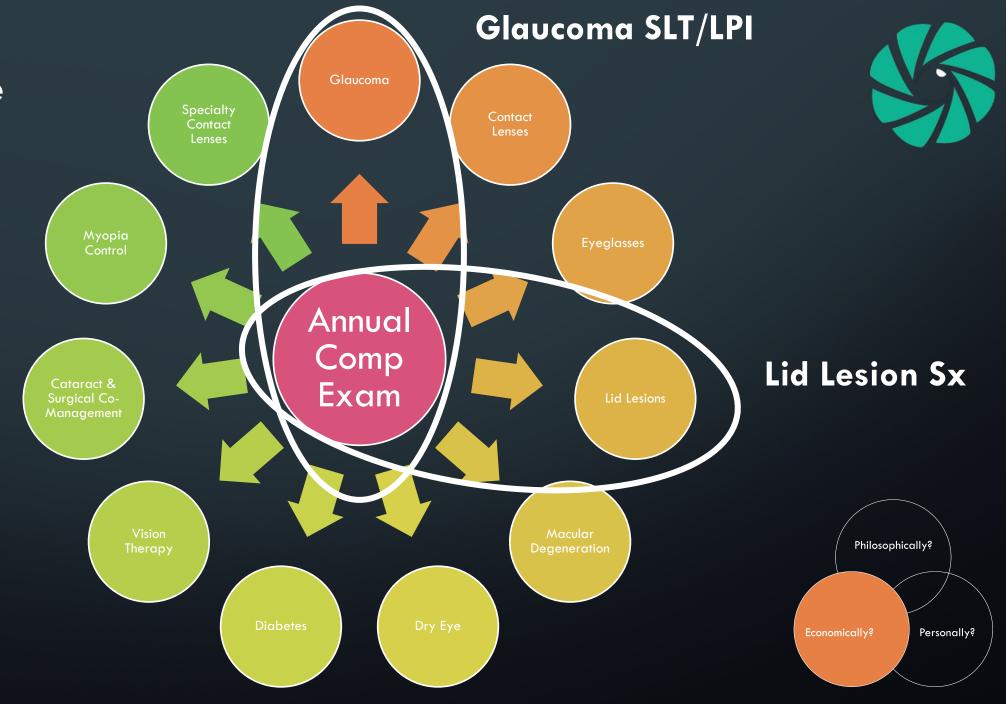
Can include treatment plan here if prefer rather than typical assessment and plan in the associated encounter documentation.

Operative Report

- Chronology/narrative of all that occured during procedure
 - Drugs administered
 - Complications, when occur
 - Include every detail of procedure
 - Patient toleration of procedure



Primary Eye Care Model



Glaucoma **Protocol**

Annual Comp Exam **Capture Triggers**

Family history

IOP elevated

PXS/PDS

Suspicious ONH

RTO in 2-4 weeks

Care

Based upon disease stage and stability

VF-G, OCT-N, Pachs, Gonioscopy, ERG, CV

Moderate GLC

<u>Code</u>

99213/99214

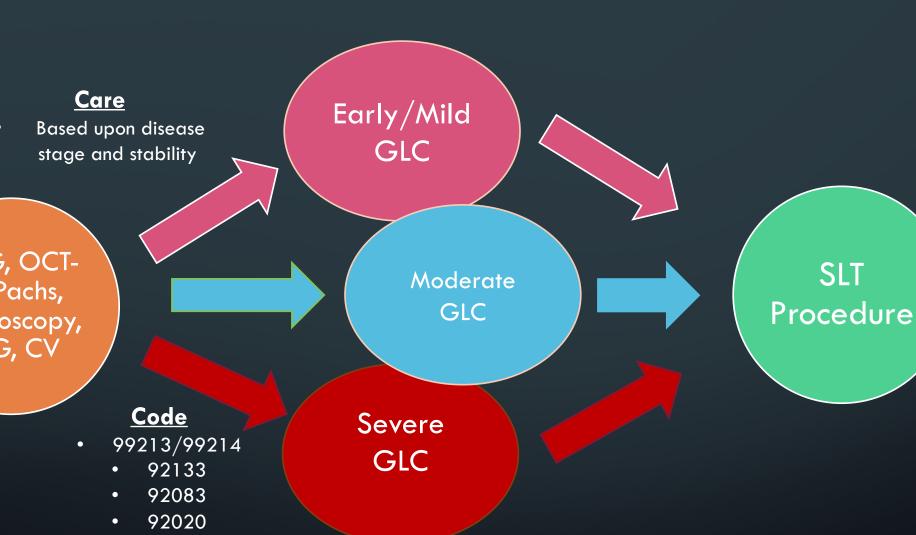
- 92133
- 92083
- 92020

Severe GLC

Early/Mild

GLC

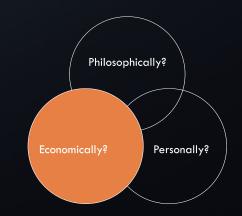
Philosophically?

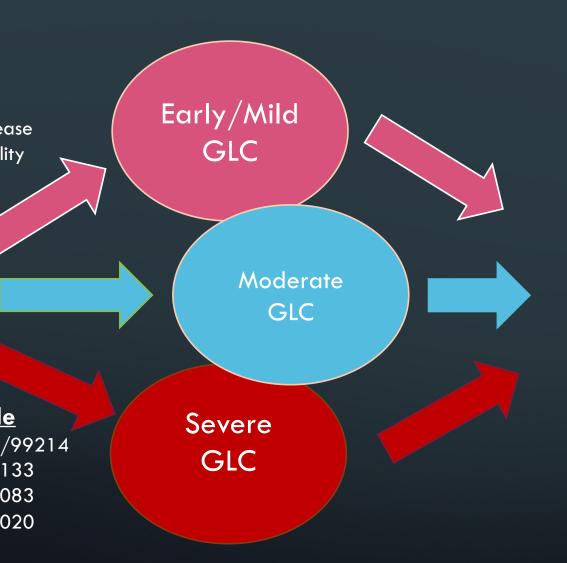




<u>Code</u>

- 65855
- RT, LT
- 10 Day
 Global Period





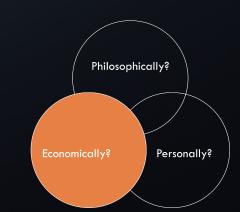


SLT Procedure **CARE** RTO 2-4 weeks

Glaucoma Eval

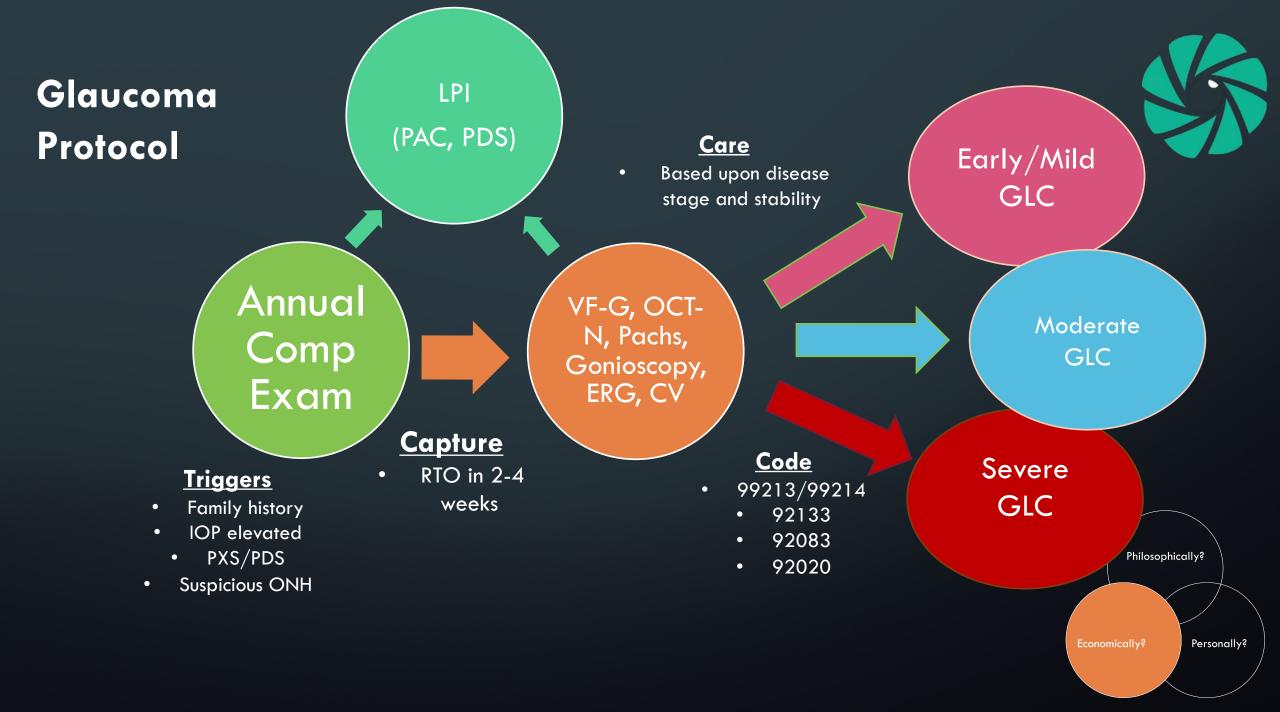
<u>Code</u>

- 65855
- RT, LT
- 10 Day Global Period



GLC Protocol Visit	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	92015, 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
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Disease Eval	15 mins	99214, 92133, 92083,	\$128, \$37, \$63,	\$228
	1.25 hrs			\$868/year \$694/OD HR

GLC Protocol Visit	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	9201 <i>5</i> , 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
Disease Eval	30 mins	99214, 92133, 92083, 92020	\$128, \$37, \$63, \$28	\$256
SLT	15 mins	65855	\$243	\$243
Disease Eval	15 mins	99214, 92133, 92083	\$128, \$37, \$63	\$228
	1.5 hrs			\$1111/year <u>\$741/OD HR</u>





- 66761
- RT, LT
- -50 (both eyes same day)
- Global period 10 days



Glaucoma Protocol

LPI (PAC, PDS)

<u>Care</u>

Based upon disease stage and stability

Early/Mild GLC

Annual Comp Exam

Triggers

<u>Capture</u>

RTO in 2-4

weeks

VF-G, OCT-N, Pachs, Gonioscopy, ERG, CV

Moderate GLC

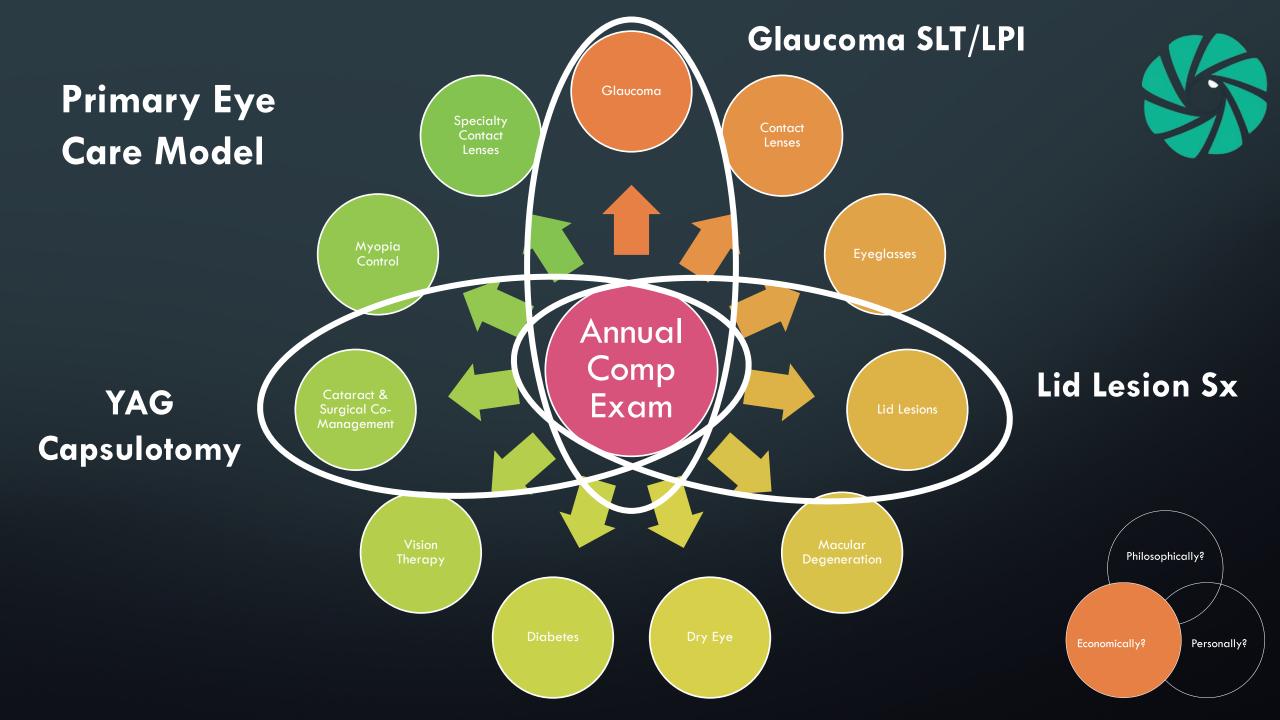
nically?

Personally?

Severe

CIC

GLC Protocol Visit	Time	Services	Fees Medicare	Total
Annual/Comp	30 mins	92015, 92004, 92250	~\$50, \$150, \$37 \$45, \$39	\$84 + \$300 = \$384
Disease Eval	30 mins	99214, 92133, 92083, 92020	\$128, \$37, \$63, \$28	\$256
LPI	15 mins	66761	\$297, ~\$149	\$446
Disease Eval	15 mins	99214, 92133, 92083	\$128, \$37, \$63	\$228
	1.5 hrs			\$1314/year <u>\$876/OD HR</u>



YAG Capsulotomy

CODE 66821 RT, LT 90 Day Global





>/= 1 risk factors, RTO

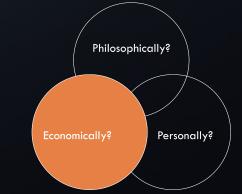
Annual Comp Exam



Capsular
Opacification
Eval

CODE 99214/99213

YAG Capsulotomy



Procedure Code	Description	Medicare National Ave	Global Period	~ REV/OD HR (if ~15 mins)
65855	SLT/ALT	\$243	10	\$972
66761	YAG Peripheral Iridotomy	\$297	10	\$1188
66821	YAG Capsulotomy	\$332	90	\$1328

Modifier	Description	Notes
-24	Unrelated E/M service during post op period Ex: red eye eval during po	Use only when completely unrelated eye problem occurs during global period
-25	Separate procedure in addition to E/M service Ex: GLC eval and find a FB	Not recommended, just do procedure on a different day
-50	Bilateral procedures performed at the same session	
-78	Related Procedure performed during global period of another sx Ex: YAG caps done during global period of CE	Just wait
-79	Unrelated procedure or service during post op period Ex: special testing for GLC, punctal plugs for DED during PO	Easiest to just wait the 10 days PO

conomically? Personally?

Sx Day

EHR Documentation

Supporting documentation

- Establish medical necessity
 - History, including previous and failed treatments
 - Current symptoms
 - Diagnosis with clinical findings (lesion size, location, # of lesions)
- consent achieved
- Post sx patient education in assessment and plan

Operative Report

- Chronology/narrative of all that occurred during procedure
 - Drugs administered
 - Complications, when occur
 - Include every detail of procedure
 - Patient toleration of procedure

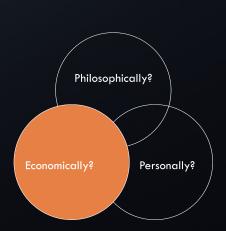
Philosop<mark>hically?</mark>

Medical Necessity Documentation for SLT



Indications: SLT as Primary Tx, POAG pts unresponsive to current therapy

Always include all other risk factors including IOP, angle status, ONH damage, VF defects, stage of glaucoma, potential compliance issues

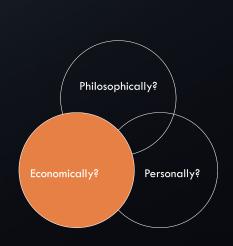


Medical Necessity Documentation for PI



Indications: acute angle closure, primary angle closure suspect/glaucoma,

Always include all other risk factors including IOP, gonioscopy findings, pt symptoms ONH damage, VF defects, stage of glaucoma

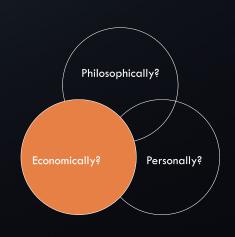


Medical Necessity Documentation for YAG Capsulotomy



Indications: VAs decreased, glare decreased, decreased contrast sensitivity

Always include VAs, glare VAs, pt symptoms



IS IT WORTH IT?



