



INTERNATIONAL
IV NUTRITIONAL THERAPY
GLOBAL PHYSICIAN EDUCATION

Billing, Coding and Business

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IV's and Billing

- Billing Issues:
 - Coding
 - Details follow
 - **Medical necessity**
 - Established with reasonable H&P, labs etc.
 - Must be a recognized Tx for the Dx used
 - Associated services and coding
 - E&M services associated / prior to
 - J-codes to identify drugs / additives used

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IV's and Billing:

- **Medical necessity**
 - Most IV's we do are considered investigational
 - If billing you should consider this: If you were a MD in a hospital would you be ordering this IV. (If no then it is NOT medically necessary)

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IV's and Billing

- IV Codes:
 - 96365 Intravenous infusion for therapy, prophylaxis, or diagnosis (specify substance or drug); initial, up to 1 hour
 - 96366 Each additional hour
 - 96367 Additional sequential infusion, up to 1 hour
- **MUST** have a MEDICAL INDICATION to use.

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IV's and Billing

- IV Push Codes:
 - 96374 Intravenous push, single or initial substance/drug
 - 96375 Each additional sequential intravenous push of a new substance/drug
 - 96376 Each additional sequential intravenous push of the same substance/drug

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IV's and Billing

- 96365-96368: for therapy, prophylactic, and diagnostic injections and infusions
 - Used with "J" codes to identify the drug
 - Dx code must indicate a recognized medical indication
 - Hypokalemia
 - GBS
 - Specific infection
 - Etc...

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IV's and Billing

- 96365 First hour
- 95366 Additional hours
 - Greater than 30 minutes beyond the first hour

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IV's and Billing

Indications:

- Dehydration
- Serious Infection (cellulitis, pneumonia...)
- Hypokalemia, -natremia, -magnesemia (Dx with chem panel)
- Iron deficiency anemia

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IV's and Billing

- Associated E&M billing and codes:
- If the patient is seen for a documented E&M (or phys-med) visit, with its own chart note and supporting diagnosis codes you can bill for the E&M service – even if the patient is paying out of pocket for the IV portion.

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J-Codes

calcium gluc.	J0610	Vit B6 per 100 mg	J3415	IV Admin kit, per day	04224
calcium cl / gp / lc	J0620	Vit B-12, per 1000 mcg	J3420	Diphenhydramine per 1ml	J1200
calcitonin, up to 400 units	J0630	Vit K per 1 mg	J3430	HEPARIN FLUSH, 10 UNITS	J1642
calcitriol, 0.1 mcg	J0636	ketorolac trom. per 15 mg	J1885	Huber Needle	02107
DMSO 50%, to 50 ml	J1212	Ringers, up to 1000 mL	J7120	insulin, per 5 units	J1815
diphenhydramine per 1ml	J1200	NS (250ml)	J7050	Ondansetron per 1 mg	J2405
EDTA-Ca-Na2, to 1000mg	J0600	NS (500 ml=1 unit)	J7040	PHENERGAN, up to 50mg	J2550
magnesium per 1ml	J3475	NS (1 liter)	J7030	Testosterone per 100 mg	J3150
potassium chloride per 1ml	J3480	DSW (500ml = 1 unit)	J7060	Unclassified drugs	J3490
Vit B-1,100 mg	J3411	DSW (1 liter)	J7070	Unclassified Antineoplastic	J9999

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USA rules on Hoods and compounding

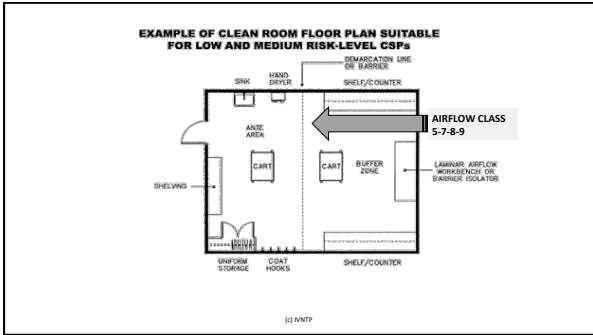
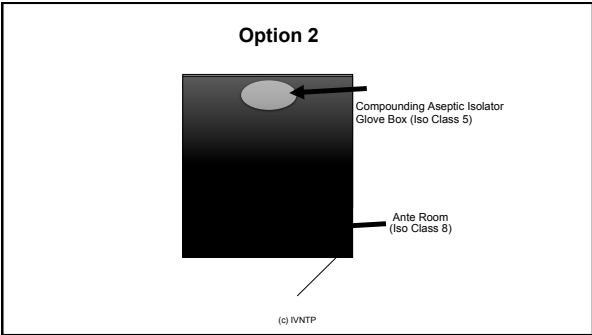
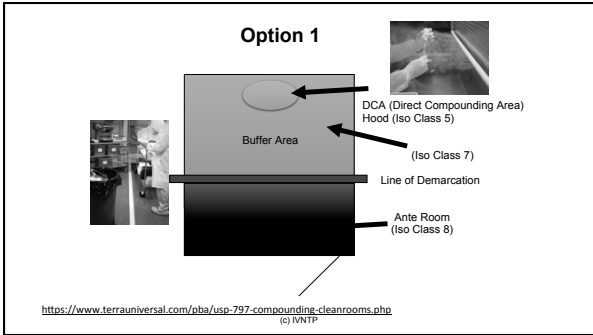
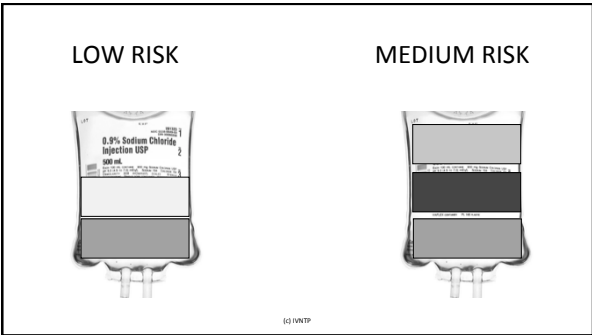
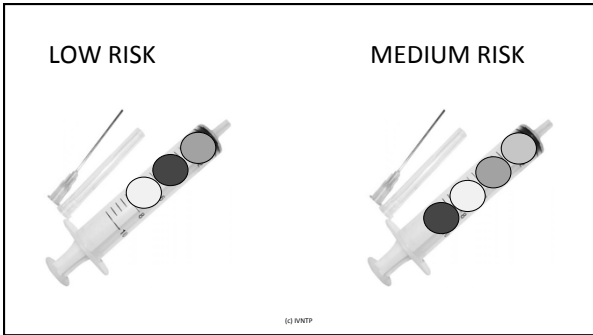
- Pharmacy consultants have informed us we no longer escape the compounding rules of 503A which require such controls as a hood
- 503A :appears physicians are now in the compounding business, and under the low-medium risk compounding category .

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Prep area of hood

- Sink and prep area can be in the same room with an appropriate "line of demarcation, or barrier curtain (such as a clean room "CURTAIN" type barrier or enough space).
- [DIAGRAM IN "FIGURE-1" AT THIS SITE FROM USP. – This shows a clear diagram of a "mixed use room"] http://www.pharmacopeia.cn/v29240/usp29nf24s0_c797s42.html#usp29nf24s0_c797fg1
- **NOTE: The "DCA" and the "PEC" can be part of the compounding hood.**

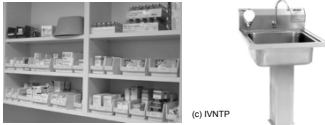
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**Recommended Cleanroom Clothing Standards
Non-Aseptic Cleanrooms**

CLASS 1000 CLASS 3	CLASS 10000 CLASS 4	CLASS 100000 CLASS 5
Hood	Hood	Hood
Hair Cover	Hair Cover	Hair Cover
Overall	Overall	Overall
Mitts	Mitts	Mitts
Face Cover	Face Cover	Face Cover
Gloves	Gloves	Gloves
Recommended Frequency of Change - Per Entry	Recommended Frequency of Change - Per Entry	Recommended Frequency of Change - Daily

CLASS 100000 CLASS 6	CLASS 1000000 CLASS 7	CLASS 10000000 CLASS 8
Hood, Cap, or Hair Cover	Cap or Hair Cover	Cap or Hair Cover
Overall or Frock	Frock	Frock
Boots or Footwear	Boots or Footwear	Boots or Footwear
Facial Cover (optional)	Facial Cover (optional)	Facial Cover (optional)
Gloves	Gloves (optional)	Gloves (optional)
Recommended Frequency of Change - 1-3 Times/Week	Recommended Frequency of Change - 2 Times/Week	Recommended Frequency of Change - 2 Times/Week



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Minimum Gowning Requirements

	ISO Class 8	ISO Class 7	ISO Class 6	ISO Class 5	ISO Class 4
Hair Cover	x	x	x	x	x
Hood				x	x
Beard Cover	x	x	x	x	x
Face Mask		x	x	x	x
Frock	x	x			
Overall			x	x	x
Shoe Covers	x	x	x	x	x
Boots		© UF		x	x

University of Florida Presentation

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Following proper hood maintenance

- Check with supplier but generally:
 - Pre-filter changes every 3 months.
 - Inspections done annually by approved asepsis air quality testing in your area.
 - HEPA-Filter change every 2 years.
- To do this properly cost is \$30-50,000
- \$8,000-10,000 per year in maintenance, inspections and certification

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What does all this mean!!??

- #1 was pharmacies
- #2 was hospitals
- #3 NOW YOU
- Many currently don't understand regulations and likely will see price come down to help with compliance.
- Ontario must meet regulations

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Business of IV's (Brief)

- **How much to charge?**
 - Supplies cost? Sharps? Emergency supplies, etc.
 - Labor costs?
 - Space cost? i.e. \$3500 per month (you are using 1/3 sq. feet for IV)
 - Your risk and professional training
- **How many IV's are you running at a time?**
 - Blocking out schedule
 - Example: 1 IV may take 30 min to 5 hours. Profit may be \$60-300.
 - If you are only doing 1 or 2 IV's likely you are making much less than having 15 or 30 minute visits.
 - Supplies are expiring
- **Most clinics are losing money doing IV's!**
 - Why?
 - Not blocking schedules
 - Over ordering supplies
 - Not sitting down to understand their overhead costs.

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Business of IV's (Brief)

- **Most clinics UNDER CHARGE for their services!!!!**
 - Hurts everyone
 - Example I hear all the time.
 - Say I charge \$250 for IVC 50 or even 75 grams
 - Cost alone for just supplies is \$95 - 175.
 - Your profit: \$75-115 for 2-4 hours.....PROBLEM!!!!
 - What about the sharps, labor, your time, risk..... Now profit is likely breaking even or even losing
 - Average cost of IVs. Can't tell you 100% because you have different supplies, different labor, you value your time differently, and you market area.
 - Short bags 30 minutes \$140 - 200
 - 1-2 hour bag: \$200 - 400
 - Long bags: \$400 - 4000
- **Just don't undercharge.....(Injections and IV's for \$75-95...REALLY you are worth the same as a hairdresser?????)**

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Business of IV's (Brief)

- **Making profit on IV's**
 - Blocking schedules
 - 7-21 IV during a day say Monday, Wednesday, Thursday
 - Order supplies based on what you see needed.
 - This is a full time job the busier you get.
 - Order bulk if possible for patients who have signed up.
- **NO INSURANCE** ☹
- **When starting off...have the patients prepay for a Series of IV's.**

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How do I make it work?

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You need to have these things covered:

- **Skills:** Your training
- **Tools:** Your furniture, supplies, etc.
- **Procedures:** what and why
- **Results**

AND.....

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How do you communicate to the patient they are getting better?

You need to understand a treatment formula:

Methods/Tools + Skills = QQM:
Qualitative, Quantitative,
Measurable

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IIVNTP Group Membership

is by invitation only and is limited exclusively to physicians with certifiable credentials in IV therapy.

What you need to do to join:

IF YOU WISH TO ASK TO JOIN YOU MUST INCLUDE THE FOLLOWING INFORMATION IN YOUR REQUEST:

1. Your full name
2. The medical school you went to and the year you graduated.
3. The state you are licensed in and your license number.
4. Your specific education credentials in IV micronutrient therapy, including when, where, and from whom. Note: this means formal board approved education.
5. RN's may apply as read only, and must have an DO/MD/ND oversight

IF YOU DO NOT SEND THIS INFORMATION YOU WILL NOT BE ADMITTED TO THE GROUP. WHEN YOU PUSH "JOIN" YOU ARE ASKED "Why do you wish to join?"--IGNORE THAT QUESTION AND SEND THE INFORMATION LISTED ABOVE.

By asking to join and providing this information please note it is assumed you are allowing validation of what you wrote.

groups.yahoo.com/group/iivm

Webinars:

Advanced IV Therapies

<https://www.livntrivtherapy.com/products/advanced-iv-therapy-strategies-new-2019/>

Chelation

<https://www.livntrivtherapy.com/product/heavy-metal-toxicology-from-a-z/>

Resource page:

<https://www.livntrivtherapy.com/consult/>

Introductions to: webinars, 5-30 min discussions

Business

IV Consults <https://www.livntrivtherapy.com/consult/>

THANK YOU

