



Tobacco Treatment: An Overview of Cessation Services for Older Adults and Indiana Medicaid Members

Presenters:

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Rethink Tobacco Indiana

- Funded by the Indiana State Department of Health's **Tobacco Prevention and Cessation Commission**
- Aim to reduce the prevalence of tobacco and nicotine use among persons with mental health conditions, substance use disorders, or co-occurring disorders through the following activities:



Technical Assistance



Policy Development



Education



Specialized Training



Resources



Indiana State
Department of Health

Tobacco Prevention and Cessation

www.in.gov/isdh/tpc



www.RethinkTobaccoIndiana.org

Housekeeping Tips

- All **participants lines will be muted.**
- For audio access, participants can either call into the conference line or listen through their computer. Please **ensure your speakers are on and adjust the volume** accordingly.
- This **webinar is being recorded** and will be available on Rethink Tobacco Indiana's website, along with the slides.
- Use the **Q & A button** to submit questions throughout the webinar to the presenters.

Adjusting Zoom Audio Settings

The screenshot shows a Zoom meeting interface with a 'Choose ONE of the audio conference options' dialog box open. The dialog box has three tabs: 'Phone Call', 'Computer...Connected', and 'Call Me'. The 'Phone Call' tab is selected. It displays a dropdown menu with a US flag, a 'Dial:' label, and three phone numbers: '+1 646 876 9923', '+1 669 900 6833', and '888 788 0099 (Toll Free)'. Below these are two more toll-free numbers: '877 853 5247 (Toll Free)'. The 'Meeting ID: 850 850 5003' and 'Participant ID: 51' are also shown. In the background, a 'Join Audio' button is visible with a green arrow and the text 'Computer Audio Connected'. A context menu is open over the 'Join Audio' button, showing options: 'Select a Microphone', 'Same as System', 'MacBook Pro Microphone (MacBook Pro Microphone)', 'Select a Speaker', 'Same as System', 'MacBook Pro Speakers (MacBook Pro Speakers)', 'Test Speaker & Microphone...', 'Switch to Phone Audio...', 'Leave Computer Audio', and 'Audio Settings...'. The 'Switch to Phone Audio...' option is highlighted. At the bottom of the screen, the Zoom toolbar is visible, with the 'Unmute' button circled in red.

Zoom Meeting ID: 843-548-323

Choose ONE of the audio conference options

Phone Call Computer...Connected Call Me

Dial: +1 646 876 9923
+1 669 900 6833
888 788 0099 (Toll Free)
877 853 5247 (Toll Free)

Meeting ID: 850 850 5003
Participant ID: 51

Join Audio Share Screen Invite Others

Computer Audio Connected

Select a Microphone
Same as System
✓ MacBook Pro Microphone (MacBook Pro Microphone)

Select a Speaker
Same as System
✓ MacBook Pro Speakers (MacBook Pro Speakers)

Test Speaker & Microphone...
Switch to Phone Audio...
Leave Computer Audio
Audio Settings...

Unmute Start Video Invite Manage Participants Share Chat Record Breakout Rooms More End Meeting

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Polling Question #1

Presenter

John Knowles, RN, RHIA

Quality Improvement Advisor

Qsource





Tobacco Treatment

Cessation Services for Older Adults

April 29, 2020

John T Knowles, RN, RHIA | Quality Improvement Advisor





Objectives

- ◆ Tobacco Use Statistics for Medicare Beneficiaries
- ◆ Medicare tobacco counseling
- ◆ Medicare tobacco counseling requirements
- ◆ Coding and Documentation



Medicare Population is Growing

- ◆ Approximately 55 million Americans 65 and Over
- ◆ Number expected to increase to more than 80 million by 2050
- ◆ Number of smokers in Medicare Population will increase as well



Objections

- ◆ “It’s too late for me”
- ◆ “I’ve been doing it my whole life, why quit now”
- ◆ “I hate being told what to do”

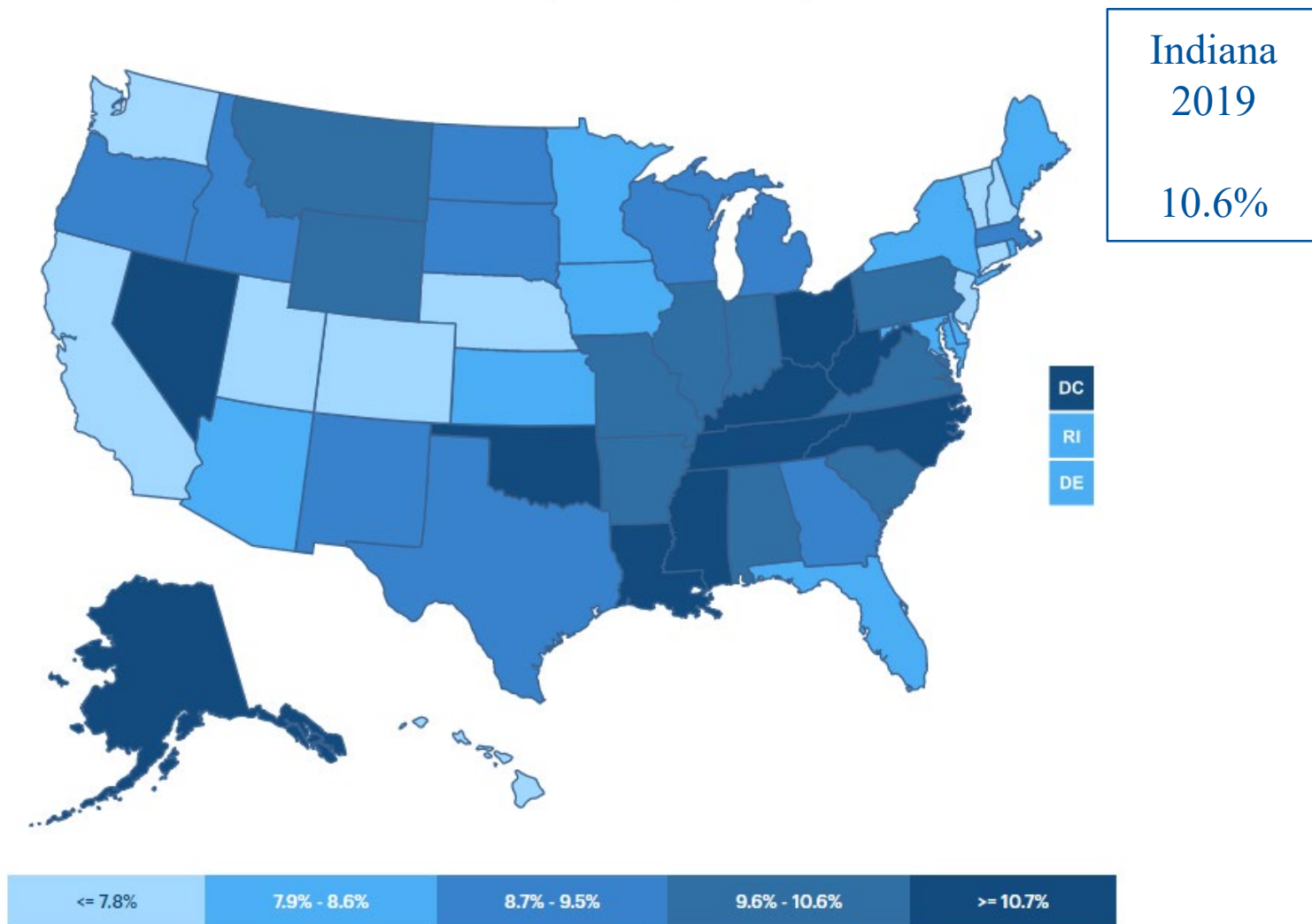


Overcoming Objections

- ◆ Many patients receive “advice” to quit
- ◆ Studies show individuals more likely to quit smoking when offered medications, counseling, or both
- ◆ Passive referral to smoking cessation is not enough
- ◆ 5As - Ask, Advise, Assess, Assist, Arrange
- ◆ AAR – Ask, Advise, Refer

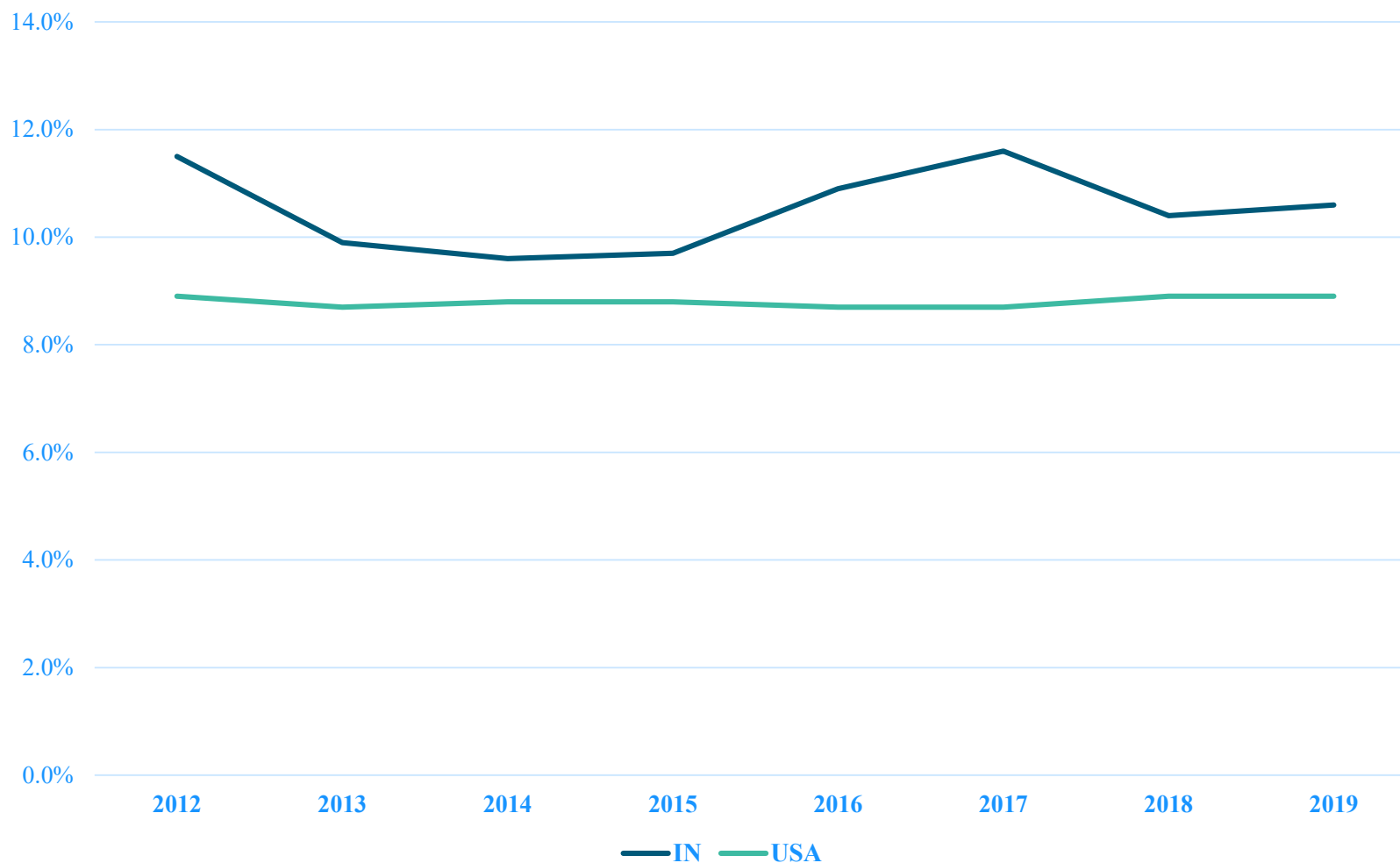
Tobacco Use Statistics for Medicare Beneficiaries

Percentage of the population ages 65 and older who are smokers (reported smoking at least 100 cigarettes in their lifetime and currently smoke daily or some days)



Tobacco Use Statistics for Medicare Beneficiaries

Trend: Smoking – Indiana, United States





Tobacco Counseling Options

- ◆ Medicare covers:
 - Part B covers up to 8 visits (2 attempts up to 4 visits each) of cessation counseling in a 12 month period
 - Part D plans may cover certain prescription drugs for tobacco cessation
- ◆ Medicare does not cover:
 - OTC tobacco cessation treatments



Tobacco Counseling Costs to Beneficiaries

- ◆ No cost for counseling sessions from Medicare participating providers – coinsurance and deductible are waived
- ◆ Medicare Advantage plans must cover this counseling without applying deductibles, copays or coinsurance for in-network providers
- ◆ Cost sharing for Part D covered prescription medications is allowed

Tobacco Counseling Coverage Criteria

- ◆ Medicare beneficiaries are covered if they:
 - Use tobacco, regardless of whether they exhibit signs or symptoms of tobacco-related disease
 - Are competent and alert at the time of counseling
 - Receive counseling furnished by a qualified physician or other Medicare-recognized practitioner

Tobacco Counseling CPT Codes

HCPCS/CPT Code	Type of Counseling	Description
99406	Intermediate	Smoking and tobacco use cessation counseling visit is greater than three minutes, but not more than 10 minutes
99407	Intensive	Smoking and tobacco use cessation counseling visit is greater than 10 minutes

Tobacco Counseling ICD-10 Codes

F17.210	F17.211	F17.213	F17.218	F17.219	F17.220	F17.221
F17.223	F17.228	F17.229	F17.290	F17.291	F17.293	F17.298
F17.299	T65.211A	T65.212A	T65.213A	T65.214A	T65.221A	T65.222A
T65.223A	T65.224A	T65.291A	T65.292A	T65.293A	T65.294A	Z87.891

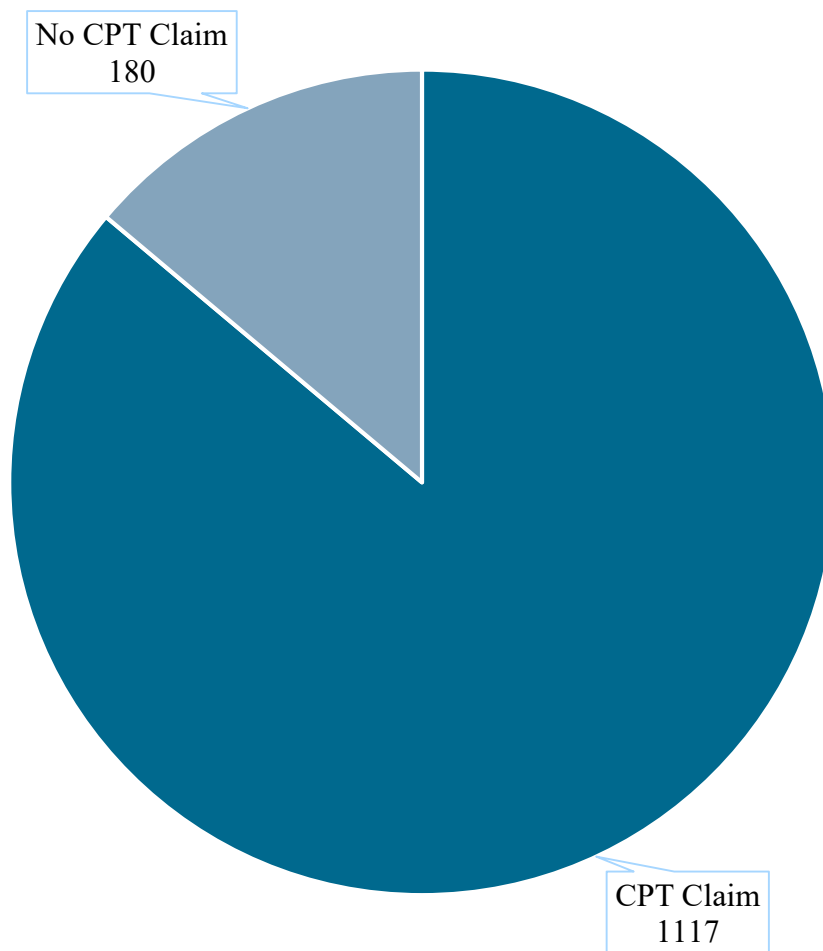
F17 – Nicotine dependence

T65 – Toxic effect of tobacco

Z87 – History of nicotine dependence

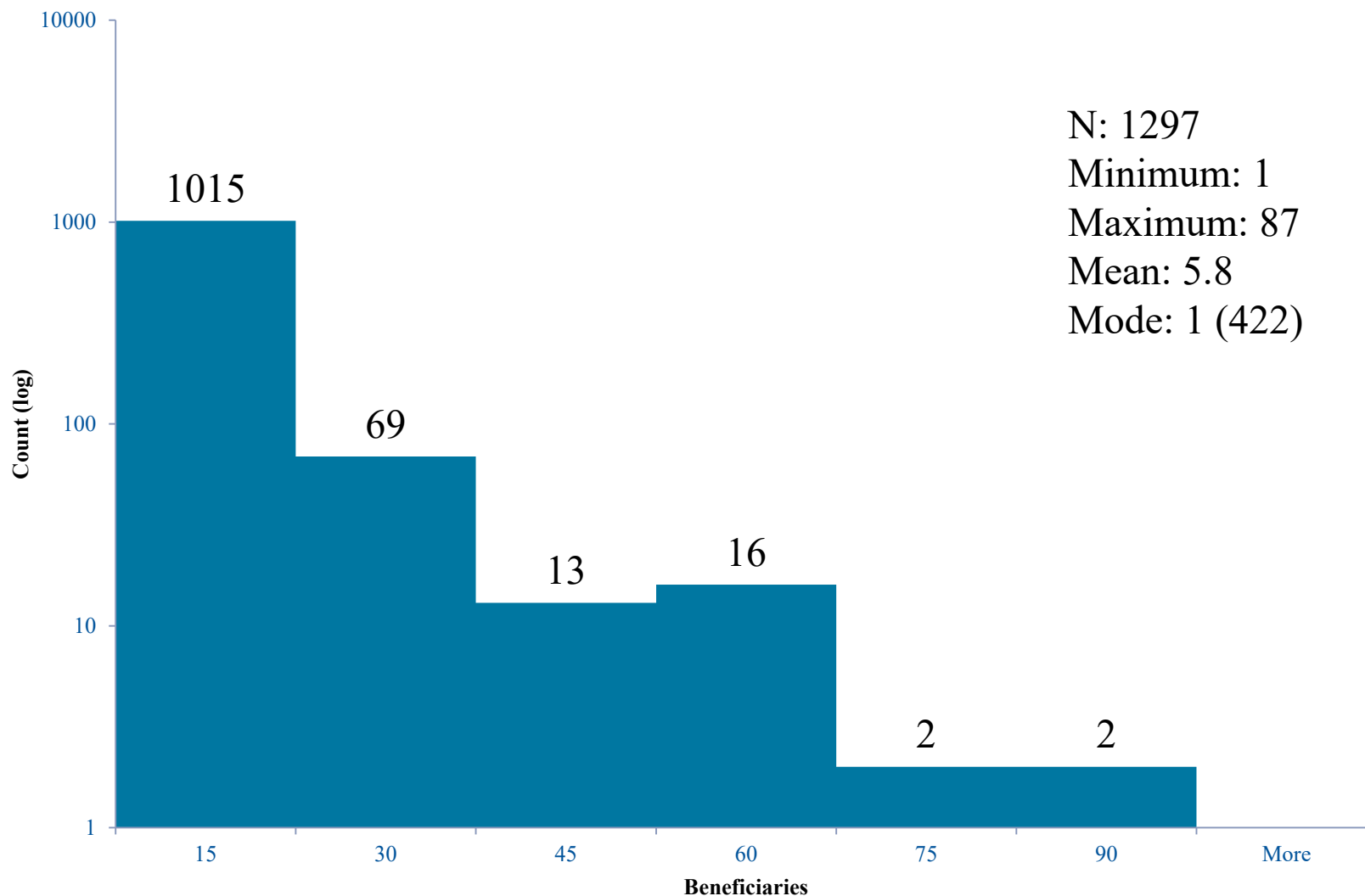
Tobacco Counseling Claims

1 or More Tobacco Cessation ICD-10 Codes (n=1297)



Tobacco Counseling Patients per Provider

Patients per Provider with Smoking Cessation Claims



Tobacco Counseling Documentation

- ◆ Documentation in the medical record must support billing of the cessation code
- ◆ Documentation must include what was discussed and show a significant and separately identifiable service
- ◆ Items to document include elements such as:

Patient's tobacco use	Advised to quit and impact of smoking	Assessed willingness to attempt to quit
Providing methods and skills for cessation	Medication management of smoking cessation drugs	Resources provided
Setting a quit date	Follow-up arranged	Amount of time spent counseling patient



Resources

◆ <https://qpp.cms.gov/>

- Quality Payment Program – Tobacco Use: Screening and Cessation Intervention

◆ <https://millionhearts.hhs.gov/>

- Tobacco cessation tools to help treat patients who use tobacco

Resources

- ◆ **SmokeFree60+ (NIH)**

- www.60plus.smokefree.gov

smokefree60+

- ◆ **National Institute on Aging**

- Quitting Smoking for Older Adults -
www.nia.nih.gov/health/quitting-smoking-older-adults





Contact Information

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Indiana Health Coverage Programs Tobacco Cessation Treatment

Incentives and Covered Services

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Emily Hancock, PharmD, MPA, Pharmacy Program Manager

Indiana Family and Social Services Administration
Office of Medicaid Policy and Planning

April 29, 2020



About the Healthy Indiana Plan Program

- The Healthy Indiana Plan (or “HIP”) is a health insurance program from the state of Indiana that pays for medical expenses and provides incentives for members to be more health conscious.
- HIP provides coverage for qualified low-income Hoosiers who are interested in participating in a low-cost, consumer-driven health care program.
 - HIP Plus
 - HIP Basic



HIP Tobacco Use Surcharge

- The tobacco use surcharge is an additional fee applied to a member's POWER Account Contribution when a member self-reports as a tobacco user.



HIP Tobacco Use Surcharge

Tobacco use includes these products:

- Chewing tobacco
- Cigarettes
- Cigars
- Pipes
- Hookah
- Snuff



HIP Tobacco Use Surcharge

- A member who stops using tobacco can notify their health plan in one of the following methods:
 - Self-attestation to tobacco disuse to their health plan
 - Or call 1-800-GET-HIP9 during health plan selection period



HIP Tobacco Use Surcharge POWER Account Contribution

Income as Percentage of FPL	Monthly PAC Single Individual	Monthly PAC Spouses	PAC with Tobacco Surcharge	Spouse PAC when one has tobacco surcharge	Spouse PAC when both have tobacco surcharge (each)
<22%	\$1.00	\$1.00	\$1.50	\$1.00 & \$1.50	\$1.50
23-50%	\$5.00	\$2.50	\$7.50	\$2.50 & \$3.75	\$3.75
51-75%	\$10.00	\$5.00	\$15.00	\$5.00 & \$7.50	\$7.50
76-100%	\$15.00	\$7.50	\$22.50	\$7.50 & \$11.25	\$11.25
101-138%	\$20.00	\$10.00	\$30.00	\$10.00 & \$15.00	\$15.00



HIP Health Plan Member Incentive Programs

- Each of the four HIP Health Plans has established a member incentive program to encourage healthy behaviors.
- Member incentives may be financial or non-financial.



IHCP Covered Tobacco Cessation Drugs

Nicotine Replacement Therapies

- Nicotine Transdermal Patch
- Nicotine Gum
- Nicotine Lozenge
- Nicotine Oral Inhaler (Rx)
- Nicotine Nasal Spray (Rx)

Non-Nicotine Cessation Meds

- Bupropion SR Oral Tablet (Rx)
- Varenicline Oral Tablet (Rx)



Why IHCP Tobacco Cessation Pharmacy Claims Deny

- Pharmacist dispensed a product manufactured by a company that does not participate in the federal rebate program
- Step Therapy or Medical Justification required for Nicotine Inhaler or Spray
- Member was a Dual member and pharmacist did not bill legend drugs to Medicare Part D and OTC drugs to Indiana
- Member was Medicare only (not a Dual) and Medicare Part D does not cover OTCs and / or the Medicare PDP has a PA on the drug



Indiana Standing Orders for Tobacco Cessation Drugs

- Executive Order effective **August 1, 2019** allowed Hoosiers to purchase tobacco cessation products at Indiana pharmacies without having to obtain an individual prescription
- Indiana became the 12th state with a policy or standing order allowing pharmacists to prescribe tobacco cessation product
- View standing order:
www.quitnowindiana.com/pharmacists



IHCP Copayments For Tobacco Cessation Drugs

- Effective retroactively for dates of services (DOS) on or after **February 1, 2020**, the IHCP no longer requires copayments for tobacco cessation drugs
- Tobacco cessation drugs exempt for copayment include, but may not be limited to, varenicline, bupropion for tobacco cessation, and nicotine replacement therapies
- Preferred Drug List (PDL) and utilization management edits may still apply for tobacco cessation drugs



IHCP Covered Tobacco Cessation Services

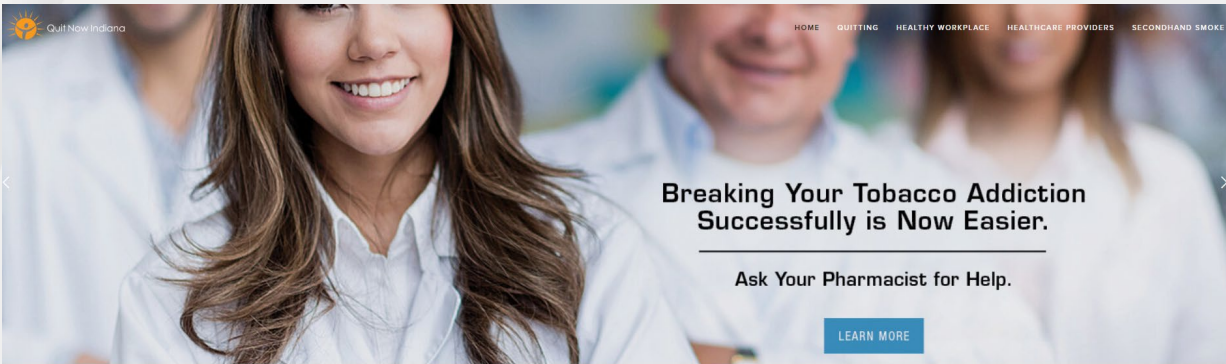
Diagnosis Code	HCPCS/CPT Code	Unit of Service
F17.200- F17.299	99407 U6-Smoking and tobacco use cessation counseling visit; intensive, greater than 10 minutes; per 15 minutes	1 Unit=15 minutes

- IHCP moving toward re-establishing tobacco cessation counseling CPT codes 99406 (intermediate, 3-10minutes) as well as 99407 (intense, greater than 10 minutes)
- 2014-The Patient Protection and Affordable Care Act (ACA) requires insurers to cover tobacco use screening for all adults and adolescents and tobacco cessation counseling to adults and adolescents who use tobacco. Same CPT codes.



Resources

www.QuitNowIndiana.com



Quit Now Indiana

HOME QUITTING HEALTHY WORKPLACE HEALTHCARE PROVIDERS SECONDHAND SMOKE


Breaking Your Tobacco Addiction Successfully is Now Easier.

Ask Your Pharmacist for Help.

[LEARN MORE](#)

Quit Now Indiana exists to prevent and reduce the use of all tobacco products.

QNI offers tools that are convenient, effective and confidential to help Hoosiers quit for life.



Stopping tobacco use is one of the best things your patients can do to improve their health. Help them quit tobacco. **INDIANA MEDICAID COVERS IT!**

ASK every patient about tobacco use.
ADVISE patients to quit with tailored, personalized messages.
REFER them to the Indiana Tobacco Quitline.

COUNSELING

Includes referring patients to the Indiana Tobacco Quitline at 1-800-QUIT-NOW

Counseling services must be prescribed by a licensed practitioner and rendered by the following licensed practitioners participating in the Indiana Medicaid Program:

- Physician
- Psychologist
- Physician's Assistant
- Pharmacist
- Nurse Practitioner
- Dentist
- Registered Nurse
- Optometrist
- Clinical Social Worker
- Mental and Family Counselor
- Mental Health Counselor
- Licensed Clinical Addictions Counselor

Tobacco dependence counseling services are limited to a maximum of 10 units of counseling per member per calendar year. See Code Billing section for description of units.

Billing procedures for counseling services may be found in the Mental Health and Addiction Services provider module (Section 2, page 9).

OPTIONS FOR REFERRAL:

1. Fax refer. Forms available at www.quitnowindiana.com/provider-materials or call 317-234-1787.
2. Online refer. Visit www.QuitNowIndiana.com.
3. For immediate counseling, patients can call 1-800-QUIT-NOW or visit www.quitnow.com

MEDICATIONS

- Nicotine Patch
- Nicotine Gum
- Nicotine Lozenge
- Nicotine Inhaler
- Nicotine Spray
- Bupropion
- Varenicline

Reimbursement is available to pharmacy providers for over-the-counter and prescription smoking cessation products when prescribed by a licensed practitioner within the scope of his/her license under Indiana law within the 24-week treatment timeframe.

Tobacco dependence pharmacotherapy is available for up to 180 days per member per calendar year. Treatment beyond 180 days within a calendar year will require the prescriber to document the medical necessity of continued treatment.

CODES ALLOWABLE FOR BILLING

Diagnosis Code	HCPCS/CPT Code	Unit of Service
F17.200-F17.299	99.407 Use Smoking and tobacco use cessation counseling visit; intensive, greater than 10 minutes; per 15 minutes	1 Unit= 15 minutes

Refer to www.IndianaMedicaid.com for additional information

CONTACT INFORMATION FOR INDIANA HEALTH COVERAGE PROGRAMS BY HEALTH PLAN

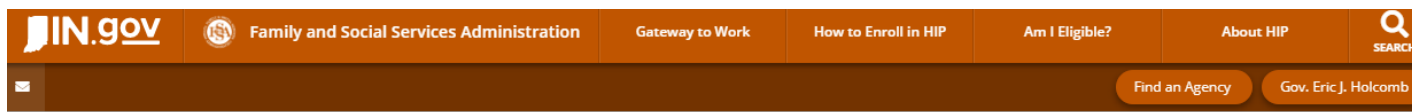
	Anthem	Care Source	Managed Health Services	MDwise
Hoosier Healthwise 1-800-889-9949	1-866-408-6131	1-844-607-2829	1-877-647-4848	1-800-356-1204
Healthy Indiana Plan 1-877-438-4479				
Hoosier Care Connect 1-866-553-7353	1-844-284-1977			
TTY Number	Dial 711	1-800-743-3333	1-800-743-3333 or dial 711	1-800-743-3333

Traditional Medicaid 1-800-457-4584



Resources

www.in.gov/fssa/hip/2589.htm



[HIP](#) / [FOR HIP MEMBERS](#) / TOBACCO CESSATION

Tobacco Cessation



Contact your health plan to explore tobacco cessation programs.

HIP offers programs to help members quit smoking and provides easy access to tobacco cessation products and counseling services to help them be successful. HIP members who use tobacco can quit with the help of HIP's tobacco cessation program.

HIP provides members with the right tools, including tobacco cessation products and counseling services, to help them succeed at kicking the addiction and leading a healthier life.

Tobacco users will have to pay more for health coverage than non-tobacco users. HIP members have 12 months to



Tobacco Cessation Treatment Coverage and Benefits

Thank you for your interest. How can we help?

- ✓ I have additional questions
- ✓ I would like to discuss more scenarios
- ✓ How can I suggest policy changes?

PolicyConsideration@fssa.in.gov



Q & A

Please submit your questions via the Zoom **Q & A** feature.



Thanks for Joining!

- Please **complete the post-webinar survey** to obtain your free CME/CEUs. Instructions will be emailed with how to obtain proof of your webinar participation.
- Check us out at www.RethinkTobaccoIndiana.org