



Nimitt Consulting, Inc. helps health care organizations of all sizes across the nation enhance their Chimeric Antigen Receptor T-Cell Therapy (CAR-T) program’s financial and operational performance—whether they are just getting started or have been treating patients for years. Our deep expertise ensures that clients can optimize reimbursement, maintain compliance, and streamline internal processes related to a variety of departments.

Our Approach

- **Focused Education & Training:** We provide in-depth education on the latest Medicare policies and best practices for CAR-T coding, billing, and reimbursement for all payers. Our sessions are tailored for multiple departments to equip all stakeholders with the knowledge and resources they need to succeed
- **Collaborative Stakeholder Engagement:** We facilitate structured workgroup sessions to address key challenges and evaluate existing workflows for key areas (see box). Workgroup sessions foster collaboration and ensure that best practices exist across departments.
- **Case Review:** Our team conducts a comprehensive review of CAR-T cases (in either pre-bill or post-bill status) to assess whether claims meet coding and billing standards and to identify improvement opportunities to optimize reimbursement and prevent denials.
- **Managed Care Contracting Assessment & Strategy:** We review Managed Care agreements and provide an “at-a-glance” scorecard that identifies operational and financial implications of existing language and recommendations to help organizations secure more favorable terms with commercial and governmental payers.

CAR-T Review Focus Areas

- Patient Access and Registration
- Orders and Clinical Documentation
- Charge Description Master (CDM) and Charge Capture
- Medicare Payment Window and Patient Status
- HIM Coding
- Billing
- Reimbursement with a Spotlight on Medicare
- Managed Care Contracting
- Considerations for Onboarding New Cell Therapies

The Results

- **Actionable Final Report with Customized Recommendations:** Our *Final Report* provides a detailed assessment by focus area with specific and actionable recommendations. The Report includes a roadmap for implementing improvements; supporting resources and citations; and tools to make any needed retrospective corrections and sustain long-term success in CAR-T reimbursement and operational performance.

Why Work With Nimitt?

- Deep and first-hand knowledge of clinical operations, finance, payer contracting, and revenue cycle gained from experience in provider settings.
- Extensive experience in CAR-T and cellular therapy coding, billing, and reimbursement.
- Effective hands-on collaboration with clinical, finance, and revenue cycle teams.
- Successful expertise-based advocacy that led CMS to improve national CAR-T payment policies.
- A proven track record of successes for our provider review clients, including:
 - Support to transition to a CCR-based mark-up to align with CMS guidance, resulting in a projected **annual impact of \$2M in additional revenue** for inpatient Medicare cases.
 - Discovery of **missed revenue of >\$5M** from commercial and government payers and assistance to make retrospective corrections to recover this revenue.
 - Real-time support during **single case agreement negotiations** to evaluate financial and operational implications of payer proposals.
 - Assistance with a changing from monthly series billing to daily billing, resulting in **an increase in reimbursement per case between 30-90%**. One client experienced an annual increase in revenue in the **multi-million-dollar range for just one hospital** in its multi-hospital system and is taking this change across the system.

Nimitt's CAR-T Provider Reviews empower health care organizations with the detailed knowledge and effective strategies needed to ensure complete and accurate reimbursement and simultaneously maintain compliance with evolving regulations.

For more information about how our CAR-T assessment services can support your organization and/or references from past clients, please contact us at: info@nimitt.com.
For more information about Nimitt and our team, please visit our website at: www.nimitt.com.

Nimitt Consulting, Health Policy Partners | *Nimitt Consulting provides strategic advisory services, education on health care reimbursement and the factors that drive it. Our unique focus on providers' perspectives and operational realities help providers and other stakeholders reimbursement methodologies for innovative treatments, including cell and gene therapies. For more information, please follow us on Linked-In (www.linkedin.com/company/nimittconsulting/) or contact info@nimitt.com.*