



Nimitt Consulting, Inc. helps health care organizations of all sizes across the nation enhance their Stem Cell Transplant (SCT) program’s financial and operational performance—whether they are just getting started or have been treating patients for decades. 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 SCT 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 crucially important areas (see box). Workgroup sessions foster collaboration and ensure that best practices exist across departments.
- **Case Review:** Our team conducts a comprehensive review of SCT 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.

### Workgroup Focus Areas

- Patient Access and Registration
- Orders and Clinical Documentation
- Charge Description Master (CDM) and Pricing
- Charge Capture and Reconciliation
- Coverage, HIM Coding, and Medical Records
- Billing
- Finance and Cost Reporting
- SCT Contracting
- Considerations for Onboarding New SCT-Based Gene Therapies

## The Results

**Actionable Final Report with Customized Recommendations:** Our *Final Report* provides a detailed assessment by workgroup focus area with specific and actionable recommendations. The *Report* includes both a high-level executive briefing and a detailed roadmap to implement improvements; supporting resources and citations; and tools to make any retrospective corrections and sustain long-term success in SCT 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 SCT and cellular therapy coding, billing, and reimbursement.
- Effective hands-on collaboration with clinical, finance, and revenue cycle teams.
- Successful advocacy that led CMS to improve national SCT payment policies.
- A proven track record of successes for our provider review clients, including:
  - Renegotiating Medicare Advantage allogeneic SCT contracts to account for donor search and cell acquisition costs, **doubling the reimbursement** for some cases.
  - Providing real-time support during **single case agreement negotiations** to evaluate financial and operational implications of payer proposals.
  - Correcting claims for MDS cases, resulting in an additional **\$200K in reimbursement**.
  - Identifying donor billing and cost reporting gaps resulting in an **annual impact of more than \$3M in revenue**.
  - Shifting **monthly series billing to daily billing**, resulting in a **30-90% increase in reimbursement per series claim**. For one hospital, this represented an **annual multi-million-dollar impact**.

Nimitt's SCT Provider Review can empower health care organizations to implement effective strategies needed to ensure optimized and compliant reimbursement.

For more information about how our SCT review can support your organization and/or for references from past clients, please contact us at: [info@nimitt.com](mailto:info@nimitt.com). For more information about Nimitt and our team, please visit our website at: [www.Nimitt.com](http://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/](http://www.linkedin.com/company/nimittconsulting/)) or contact [Susan@Nimitt.com](mailto:Susan@Nimitt.com).*