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Integrating Point of Care Testing (Beyond COVID-19) into Your Workflow

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Disclosure Statement

There are no relevant financial relationships with ACPE defined commercial interests for anyone who was in control of the content of the activity.



Pharmacist and Technician Learning Objectives

- Describe how to locate requirements for point-of-care testing by state.
- Discuss strategies for expanding point-of-care testing services beyond COVID-19 testing.
- Explain how integrating point-of-care testing into your workflow can benefit both patients and your pharmacy's bottom line.

Consumers are looking for point-of-care testing because it is convenient and accessible healthcare. The Point-of-Care Testing (POCT) Market is expected to grow from \$29 billion in 2021 to \$64.46 billion by 2029.

Your pharmacy is in a prime position to provide point-of-care testing services beyond COVID-19. Walk away with best practices for making your POCT services sustainable over time.



<https://www.databridgemarketresearch.com/reports/point-care-testing-poct-market#:~:text=Data%20Bridge%20Market%20Research%20analyses,forecast%20period%202022%20to%202029>



Where do I begin?

The CDC website (https://www.cms.gov/Regulations-andGuidance/Legislation/CLIA/How_to_Apply_for_a_CLIA_Certificate_International_Laboratories) has loads of information surrounding this question including:

- How do I obtain a CLIA waiver?

(<https://www.cms.gov/Regulations-and-Guidance/Legislation/CLIA/Downloads/HowObtainCertificateofWaiver.pdf>)



Where do I begin?

- Links to Form CMS-116 application
(<https://www.cms.gov/Medicare/CMS-Forms/CMS-Forms/Downloads/CMS116.pdf>)
- Links to your State Agency
(<https://www.cms.gov/Regulations-and-Guidance/Legislation/CLIA/Downloads/CLIASA.pdf>)

- DO I NEED SPECIAL TRAINING?
- This can be state specific. Many states do not require any training at all to do the testing. However, it is best to check with your state agency (link in previous slide) to verify.
- You can also find education and links to best practices here:
(<https://www.cdc.gov/labquality/waived-tests.html>)
- Many can be printed or downloaded to share with staff when it is convenient. It can also help organize other things you should think about before beginning such as:

Considerations Before I Begin

Will my patients need a prescription?

Will I need a CPA or Protocol to test and treat?

What are the reporting requirements? (federal and state)

Can my technicians perform the tests? (TN e.g.)

Will I set appointments or do I have staff resources to take walk-ins?
*platforms

Where will the tests be performed?
(responsibility to staff and patients)

Protect Your Investment

- “OSHA, OSHA, OSHA!!!”
- The Occupational Safety and Health Act of 1970 (OSH Act) was passed to prevent workers from being killed or otherwise harmed at work. The law requires employers to provide their employees with working conditions that are free of known dangers.”

- Provide OSHA training on Bloodborne pathogens...
- Highlight OPIM

- Develop a written policy and procedure for safety protocols to avoid unnecessary exposure

- Develop a written policy and procedure to prevent unnecessary exposure among patients

- Develop a written policy and procedure for “incidents”

- Incident reporting
- What should it cover?
- How long do I keep it?

-
- Patient Intake
 - Personal Information
 - Which test are they receiving?
 - Vet for appropriateness

- How will the test be paid for ?
- Obtain payment or copay

- Perform initial test following established protocol

- Report out to patient, physician, employers if requested (must acquire approval)

- Report out to state or federal agencies as required based on test

- Maintain documentation in retrievable format:
 - Insurance
 - Medicare

What Tests Can I Offer?

Some of the most common include:

- Covid
- Flu
- Strep
- RSV

Complete list at FDA link:

<https://www.accessdata.fda.gov/scripts/cdrh/cfdocs/cfclia/analyteswaived.cfm>

Where Do I Market These Services

Professional:

- Reach out to Urgent Cares, ER's, private physician's offices.
- Position yourself as a partner
- Self-Insured Employers

Public:

- Facebook
- Instagram
- Community pages
- Position yourself as the answer for avoiding long waits

How Do I Get Paid?

1. Cash options/cost considerations
 - Insurance vs cash
2. Self-Insured contracts/marketing considerations
 - Direct Contracting
3. Insurance billing (easy as 1,2,3)
 - CAQH
 - Availity
 - Do I need a billing company?
4. Billing and Coding: Billing Limitations for Pharmacies
<https://www.cms.gov/medicare-coverage-database/view/article.aspx?articleid=56124>
5. Pharmacist permissions by state
<https://rxlive.com/blog/mapping-u-s-statewide-protocols-for-pharmacist-prescriptive-authority/>

Helpful Resources

- <https://www.pharmacist.com/Advocacy/Issues/Medicare-Provider-Status-Recognition/State-Provider-Status>
- <https://ncpa.org/point-care-testing>
- <https://www.cdc.gov/labquality/waived-tests.html-poct>

Point-of-Care OTC Solutions

- Increase your ROI on testing by offering OTC recommendations!
- Recovery Kit or Recovery EndCap
- Hydration Support
- Immune Support
- Sleep Support
- Digestive Support
- Provide a “shopping list” for patients to choose items for recovery. Offer to shop for patients while they wait for results.

Game Plan

The Point-of-Care Testing (POCT) Market is to grow at a CAGR of 10.5% during the forecast by 2029. The Point-of-Care Testing (POCT) Market value is expected to grow from \$29 billion in 2021 to \$64.46 billion by 2029

Research requirements in your state

Obtain CLIA waiver

Choose what tests you want to perform

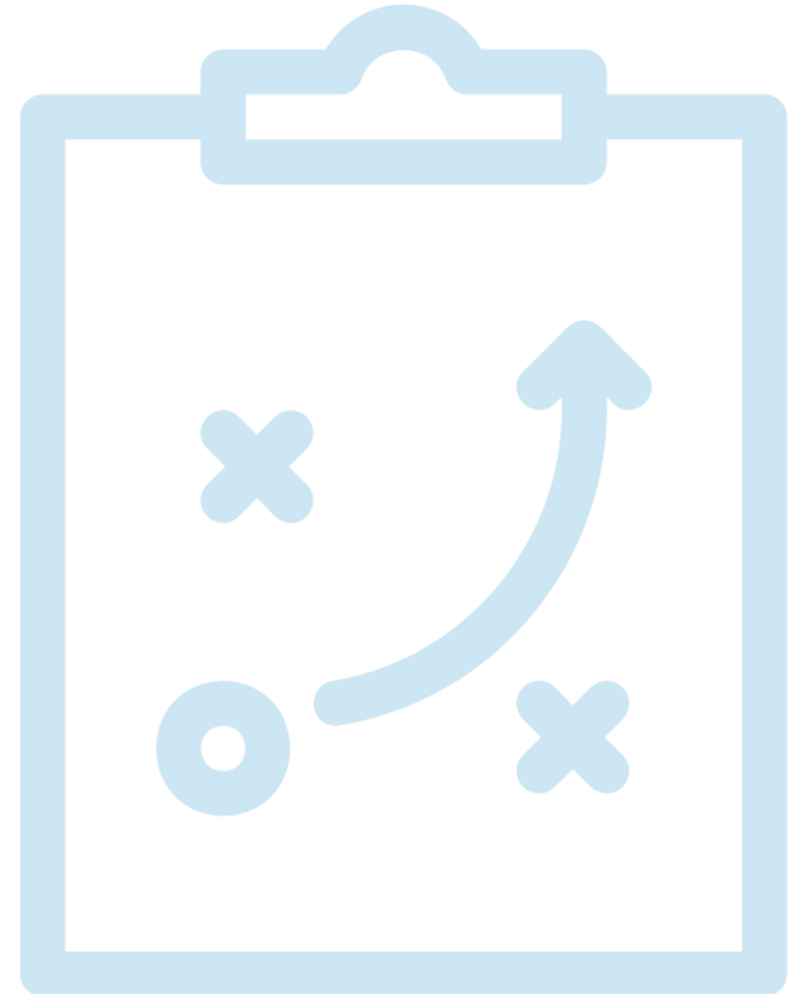
Develop P&P, Establish appropriate protocols
(obtain CPA's if required)

Develop marketing strategy

Establish path for reimbursement

Remember to reach out to resources for help

GOOD LUCK!!!!





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