

drug safety



Summit Diagnostics

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Did you know that in the 2008 University of Michigan/Ohio State study of drug safety, 35% of the 167 patients studied violated the drug safety policy in some way. Most common violations included street (illicit drug) use and evidence that patients were receiving pain medications from multiple physicians simultaneously.



## 2010 CMS Coding Changes Make Drug Testing Vital and Profitable

For the first time in 2010, CMS coding enables physicians to do drug screening in a clinic based laboratory.

There has certainly been plenty of clamor about what codes apply, when they are viable, and which codes are to be used in which scenario. There will certainly be more written on this subject as 2010 goes along.

In the meantime though, physicians who wish to incorporate a physician clinic based laboratory can perform and bill for patient drug testing screening services. This change enables physicians to do qualitative, laboratory standard screening in the physician's own clinic. Results are available at the time of the screening, and specimens can

then be sent to one of Summit's partner laboratories for toxicology confirmation results.

By allowing the physician to perform the laboratory quality screenings within the practice, the physician now has access to strong qualitative results very quickly. When the results are confirmed at a toxicology laboratory using GCMS and/or LCMS technology, then the physician is assured of highest quality results. Payor compensation to the physician for the on-site screening process makes equipment purchase or lease by the physician a good financial decision in many cases.

Most physicians who choose to pursue physician office laboratories have testing volume needs of 75+ patients per week.

There are a variety of screening equipment options, and Summit's equipment

vendor partners offer the most advanced, cost-effective, state-of-the-art options available.

To see if a clinic based laboratory makes sense for your practice, please call your Summit representative or call Summit directly for more information.

### Did You Know that...

Ritalin and Nucynta can both be tested by Summit laboratory partners? If you need testing for either or both of these drugs, please ask your account manager to arrange for that testing.

American Family  
Physician Magazine

March 2010

In the March 2010 issue of American Family Physician, an article by Drs Standbridge, Adams, and Zotos, all of the University of Tennessee College of Medicine, describes in detail the use and benefits of drug testing within a clinical setting. This article suggests consensus appeal of immunoassay for initial drug screening, followed by GCMS or LCMS confirmatory testing, including an extended Opiate panel to include the exact drugs being prescribed by the clinical practice.

Drug Testing is becoming the standard of care for many doctors who prescribe pain and/or mental health medications.



## Is it legal to use a rapid test cup?

We've been asked on several occasions recently if the rapid test cup that we provide is considered a kickback to the physician.

When the physician is going to be doing any billing for rapid testing, the testing tool must be purchased. We're glad to help our physician clients purchase point-of-care testing tools.

If the physician wishes to have the lab do all billing and collection services (the physician chooses not to do billing or collections for rapid testing), then the rapid test cup can be given to the physician, provided that it is returned to the lab with specimen.

This is not a kickback, as the physician is not receiving compensation. Without compensation or billable value, there is no kickback.

## Knowing who to test

One of the things that can be frustrating for medical clinics is trying to determine exactly which patients should be drug-tested. Summit offers several tools that can help with this process:

- **File labels** - We offer labels that are attached to the patient's file. The labels have a place to indicate the date of the last drug test. With this label, the clinic can see at a glance if this patient is due for more testing.
- **Random choice cards** - some clinics prefer to give the patient a 'deck of cards' and have the patient chose a card when the patient arrives for his appointment. Cards will show either 'needs a drug test' or 'no drug test'. The outcome of the card makes the decision for the patient's drug test. The true 'randomness' of this method is appealing to some patients.
- **Randomizer software** - new this year and based on a simple Excel spreadsheet design, offices can now use an automated tool to help determine randomly which patients should receive testing.

## Drug Safety Updates:

Here is a short summary of new features that Summit now offers for our drug safety clients:

**1. Tools for Randomization**  
New this spring Summit's drug safety partners now offer the availability of a tool to determine randomly which patients are suggested for drug testing.

Utilizing a randomization tool, patient IDs can be applied to the tool to determine candidates for drug testing.

**2. CLIA waived rapid testing tools**  
Some practices have the need to have a CLIA waived cup for onsite rapid testing. Summit is proud to announce the availability of a 12 panel CLIA waived cup with adulteration testing.

**3. Customized reporting that compares current results to previous results**  
Need laboratory test results that offer current and previous test results in the same report? Just ask - we've got it.

**4. Lab Billing Policies**  
We've seen a tightening in the industry this year, where many labs are very aggressive in pursuing the patient for balance bills. Summit's lab partners continue to offer the most patient-friendly billing and collection policies in the industry.



FYI

All Summit laboratory partners utilize the latest GCMS and/or LCMS technology to confirm abnormal testing results.