

# Reimbursement Market Insights from Transparency in Coverage Data

HFMA Region 2 Conference

Speaker: Nicholas Newsad, MHSA, VP, Coker

October 16, 2025

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# Agenda

- I. What is the Transparency in Coverage Rule?
- II. New York Commercial Reimbursement
  - I. Physician Medical Group Rates
  - II. Ambulatory Surgery Center Rates
  - III. Hospital Rates
- III. Observations in Other States
- IV. Use Applications



# What is the Transparency in Coverage Rule?

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# Transparency in Coverage Rule

- Fully Effective January 1, 2024

CMS-9915-F

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**SUMMARY:** The final rules set forth requirements for group health plans and health insurance issuers in the individual and group markets to disclose cost-sharing information upon request to a participant, beneficiary, or enrollee (or his or her authorized representative), including an estimate of the individual's cost-sharing liability for covered items or services furnished by a particular provider. Under the final rules, plans and issuers are required to make this information available on an internet website and, if requested, in paper form, thereby allowing a participant, beneficiary, or enrollee (or his or her authorized representative) to obtain an estimate and understanding of the individual's out-of-pocket expenses and effectively shop for items and services. The final rules also require plans and issuers to disclose in-network provider negotiated rates, historical out-of-network allowed amounts, and drug pricing information through three machine-readable files posted on an internet website, thereby allowing the public to have access to health coverage information that can be used to understand health care pricing and potentially dampen the rise in health care spending. The Department of Health and Human Services (HHS)

- All commercial contract rates are now public info including full-insured, self-insured, & individual plans:

- UHC: <https://transparency-in-coverage.uhc.com/>
- Aetna: [https://health1.aetna.com/app/public/#/one/insurerCode=AETNACVS\\_I&brandCode=ALICSI/machine-readable-transparency-in-coverage](https://health1.aetna.com/app/public/#/one/insurerCode=AETNACVS_I&brandCode=ALICSI/machine-readable-transparency-in-coverage)
- CIGNA: <https://www.cigna.com/legal/compliance/machine-readable-files>
- Kaiser: <https://healthy.kaiserpermanente.org/colorado/front-door/machine-readable>
- BlueCross:
  - Elevance: <https://www.anthem.com/machine-readable-file>
  - HCSC: <https://www.hcsc.com/who-we-are/transparency-in-coverage>
  - Guidewell: <https://www.floridablue.com/members/tools-resources/transparency/machine-readable-files>

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## Special Notes About Presentation Data

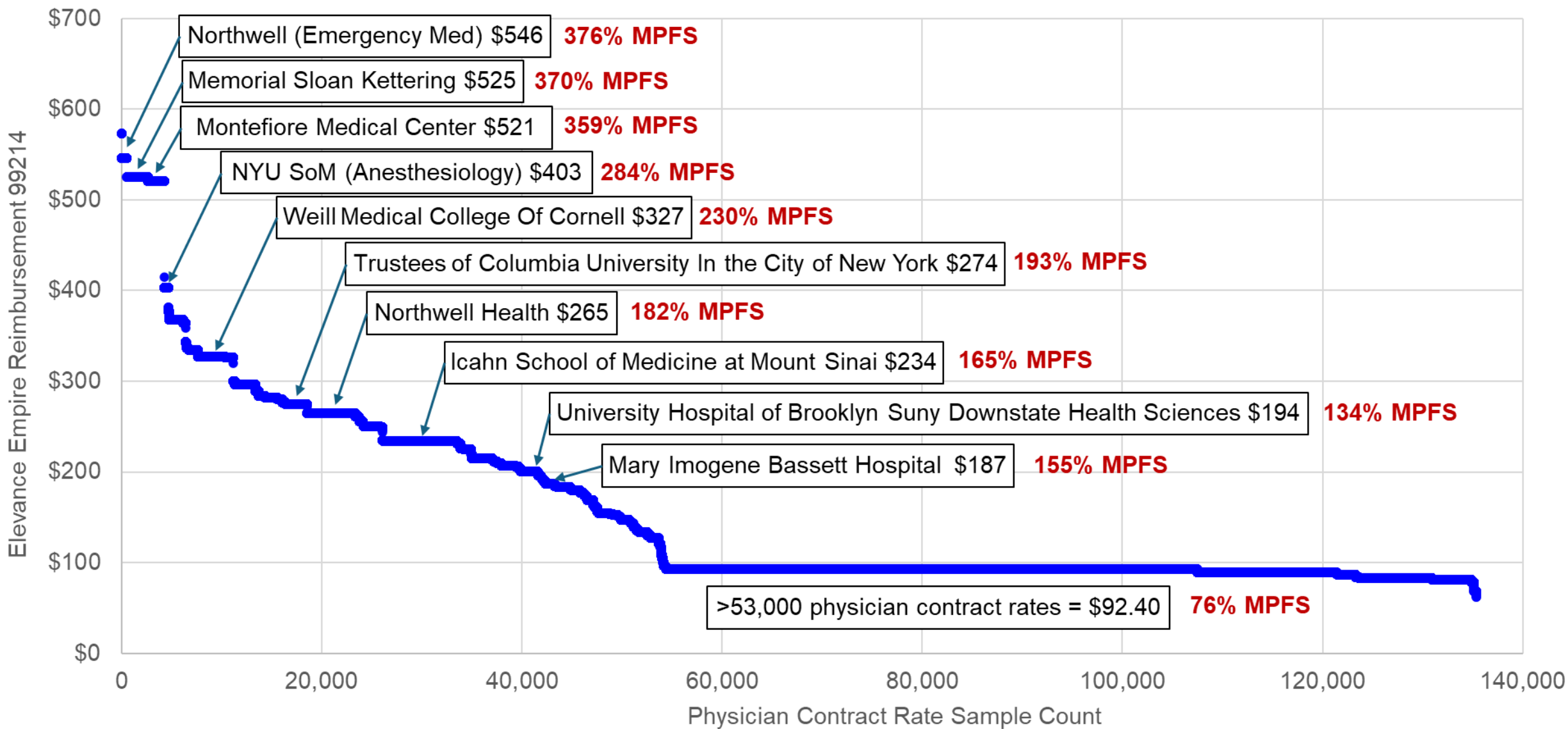
- Data Sources
  - Unless otherwise noted, all data is from Acuvance DataRise™ Commercial Reimbursement Data.
  - All data originally came from commercial insurance carriers: see source urls on previous slide.
  - Most data labeled “2025” is current as of August or September of 2025. Data from prior periods is noted.
- Provider organizations do NOT offer all services for which they have reimbursement contract rates.
  - For example, emergency medicine, anesthesiologists, and radiologists often have terrific office visit reimbursement rates, but they almost never see patients in offices.
  - For example, critical access hospitals do NOT provide heart transplants, but they still have contract rates.
- Professional reimbursement rates for the same service differ by place of service (non-facility office visit vs. provider-based clinic facility)



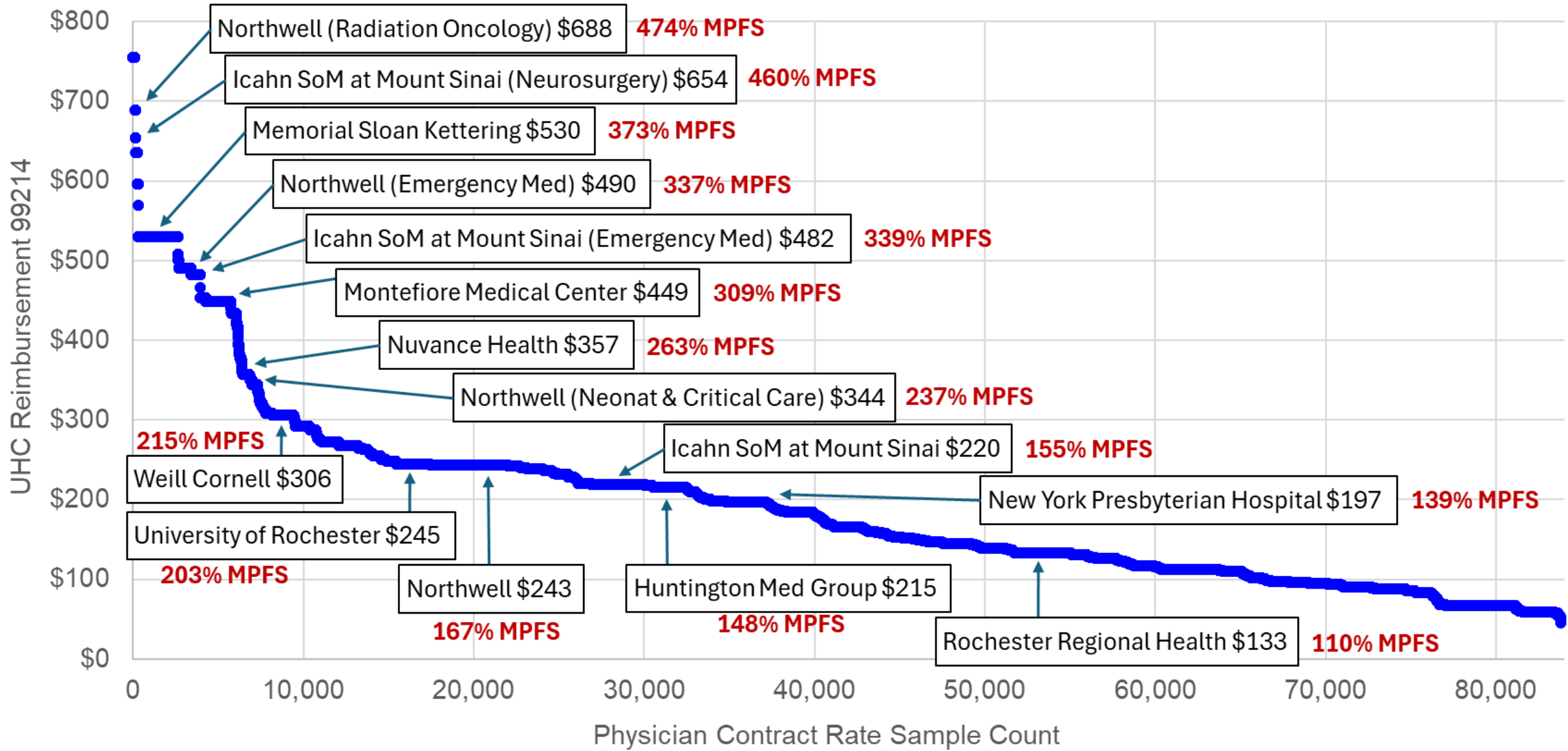
# New York Commercial Reimbursement: Physician Services

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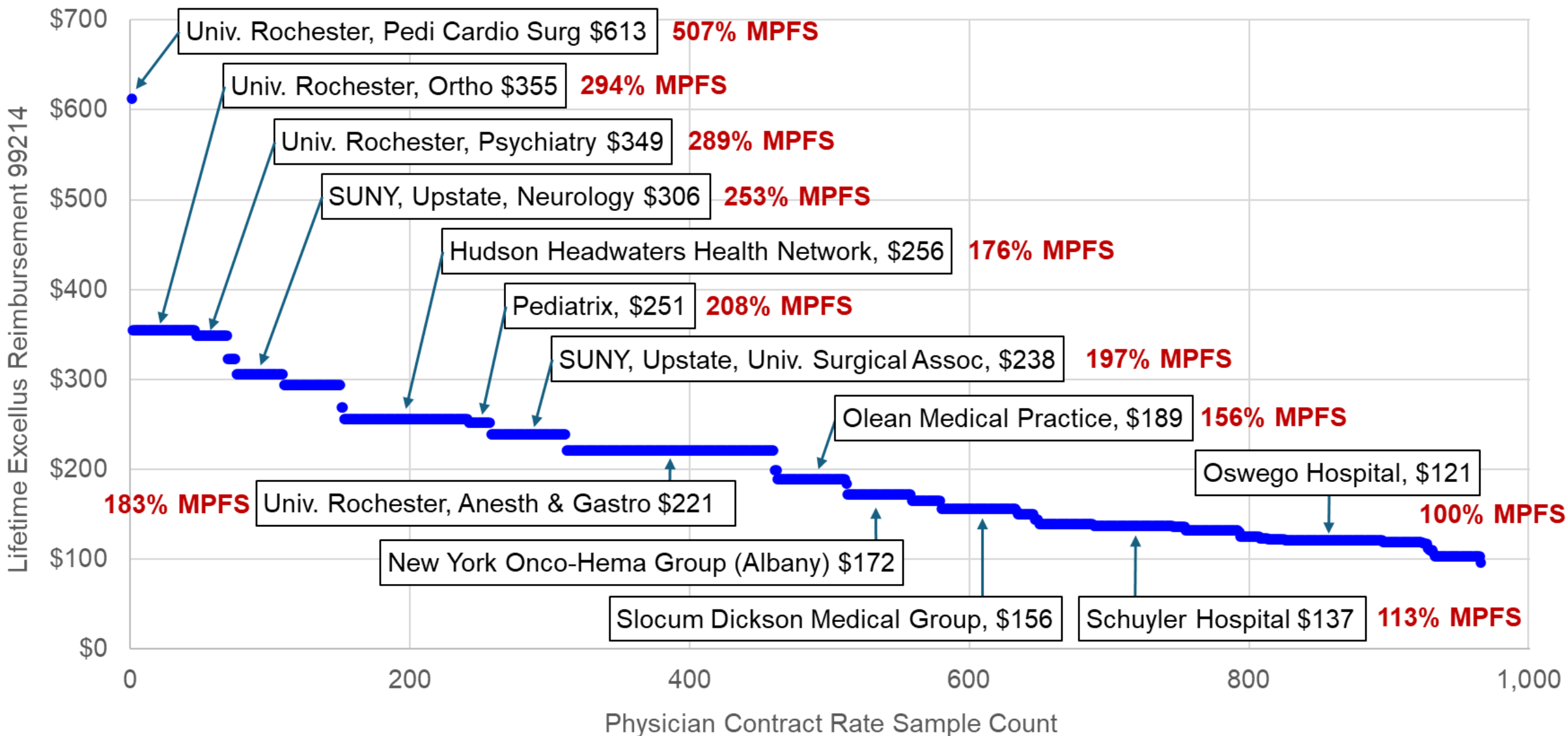
# 99214 Physician Reimbursement (Place of Service 11) Elevance BCBS Empire New York 2025 (n=135,326)



# 99214 Physician Reimbursement (Place of Service 11) UnitedHealthcare PPO New York 2025 (n=83,825)



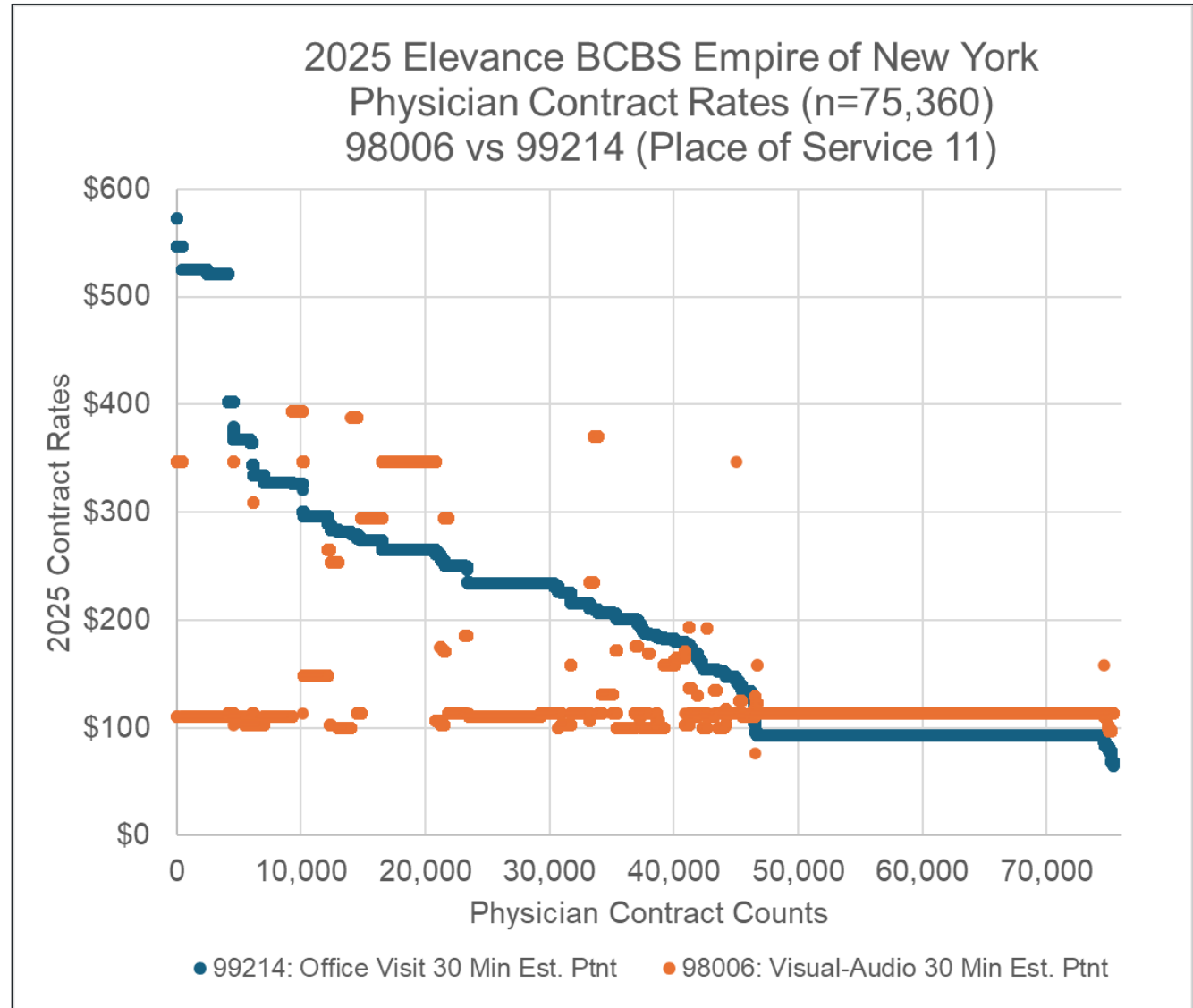
# 99214 Physician Reimbursement (Place of Service 11) BCBS Lifetime Excellus New York 2025 (n=1,001)



## PCP/Telemedicine: Elevance BCBS Empire 2025

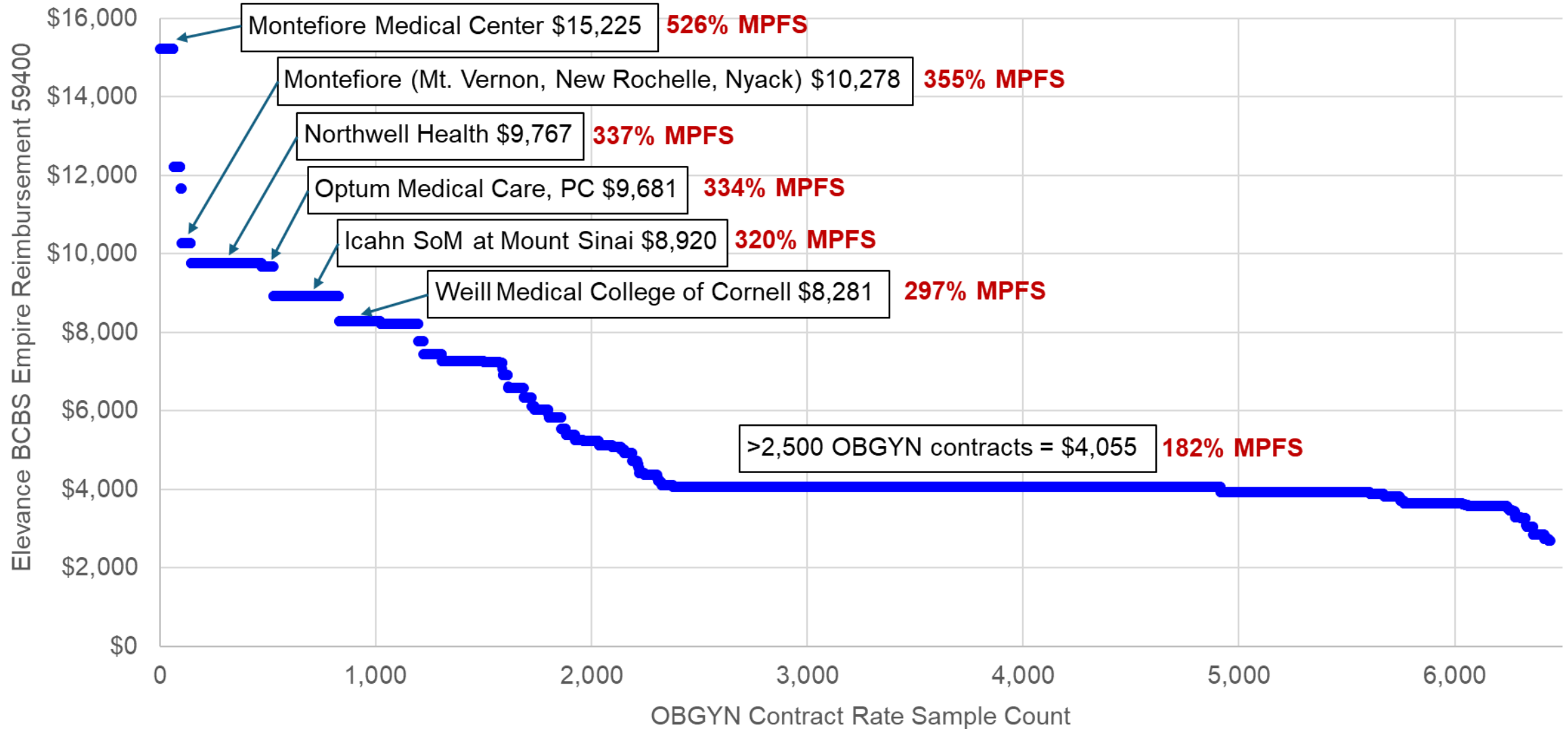
- 2025 commercial reimbursement for the 16 brand new telemedicine service codes is demonstrably lower than in-office rates for organizations that have separate rates.
- While Medicare has a statutory requirement to reimburse telemedicine at in-office rates, commercial carriers like Elevance BCBS Empire are not required to follow Medicare's mandate.

## Groups that Have Separate Rates



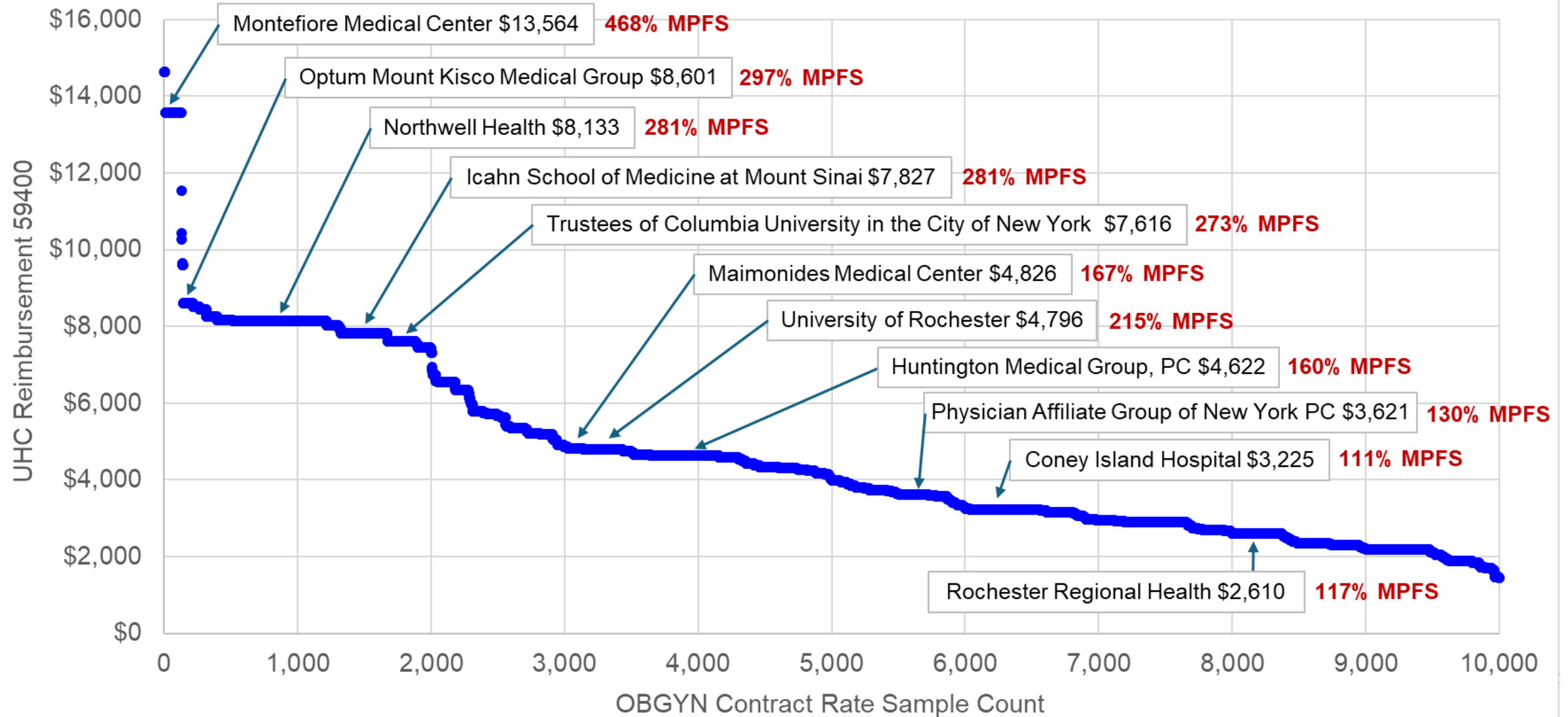
## OBGYN (Professional)

59400 (Routine Obstetric Care) OBGYN Reimbursement  
Elevance BCBS Empire New York 2025 (n=6,442)



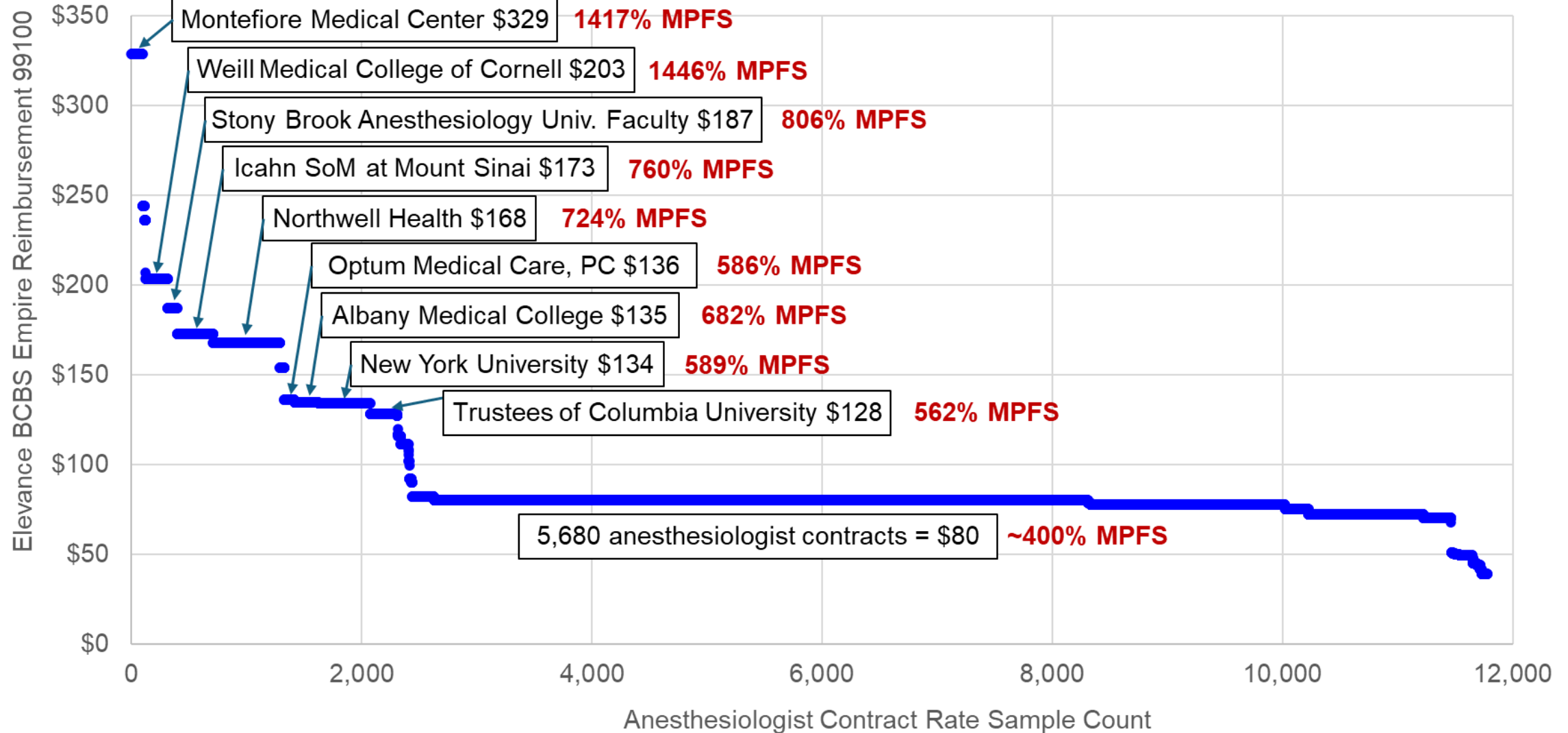
## OBGYN (Professional)

59400 (Routine Obstetric Care) OBGYN Reimbursement  
UnitedHealthcare PPO New York 2025 (n=9,999)



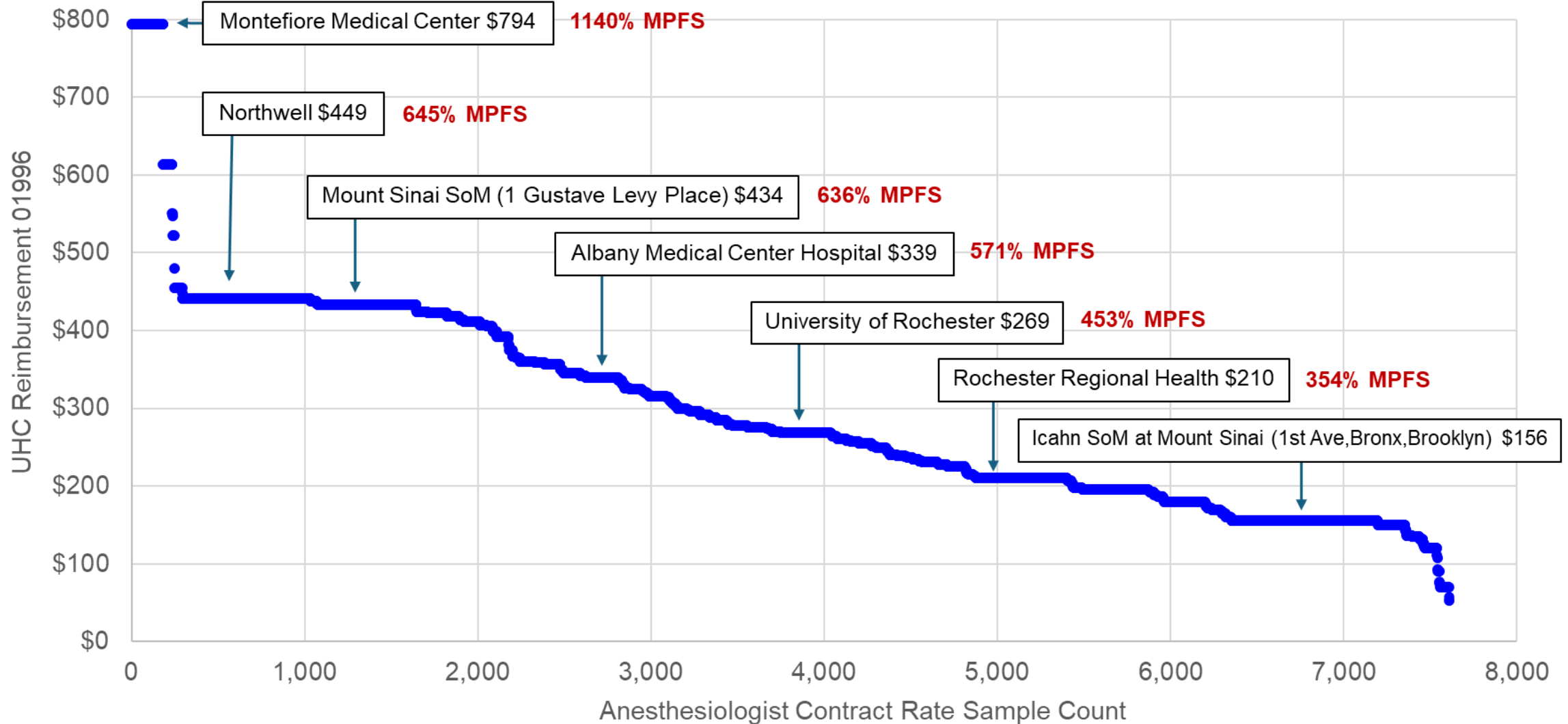
## Anesthesiology (Professional)

99100 Anesthesiologist Reimbursement (1 ASA Unit)  
Elevance BCBS Empire New York 2025 (n=11,778)

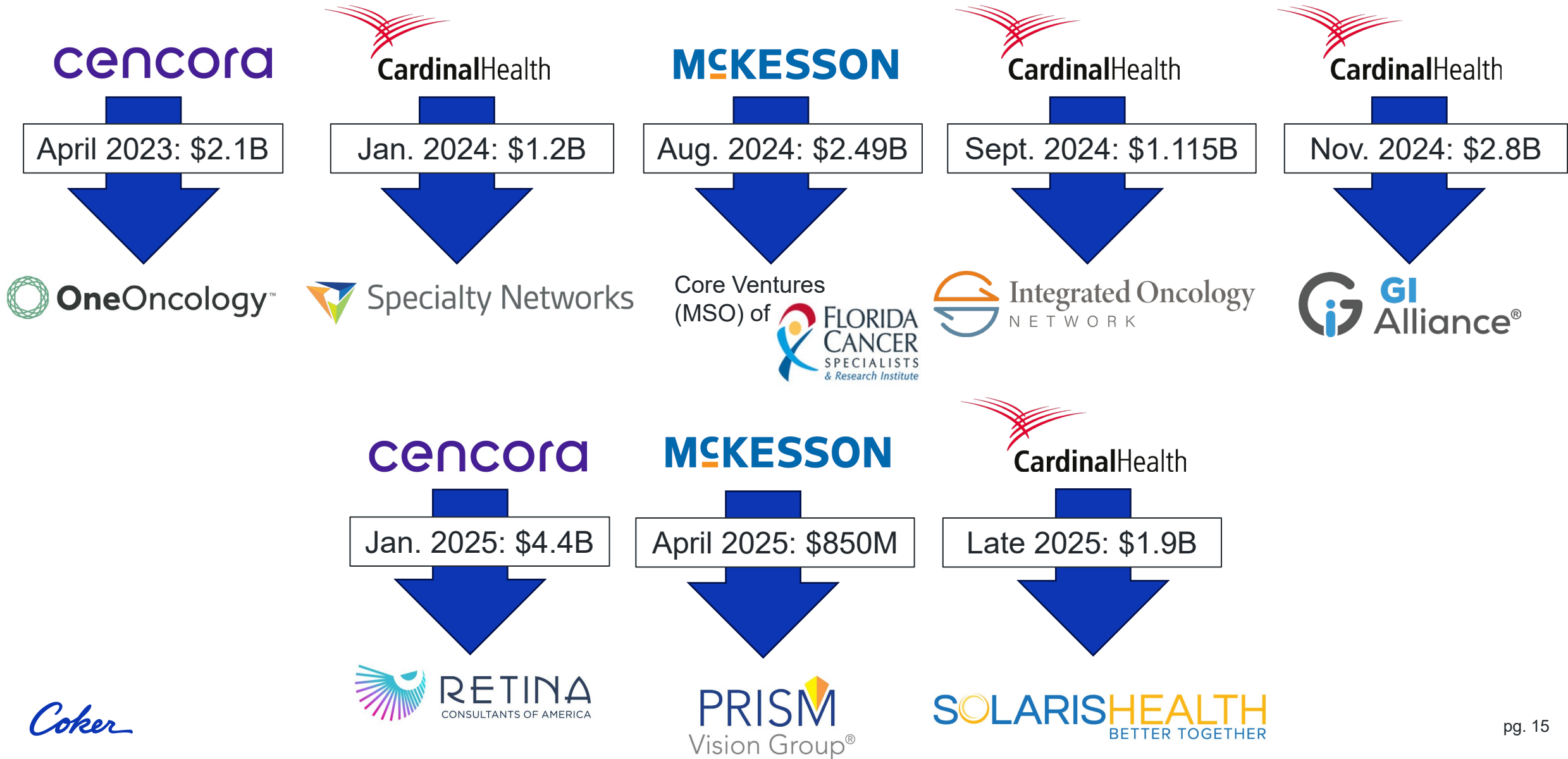


## Anesthesiology (Professional)

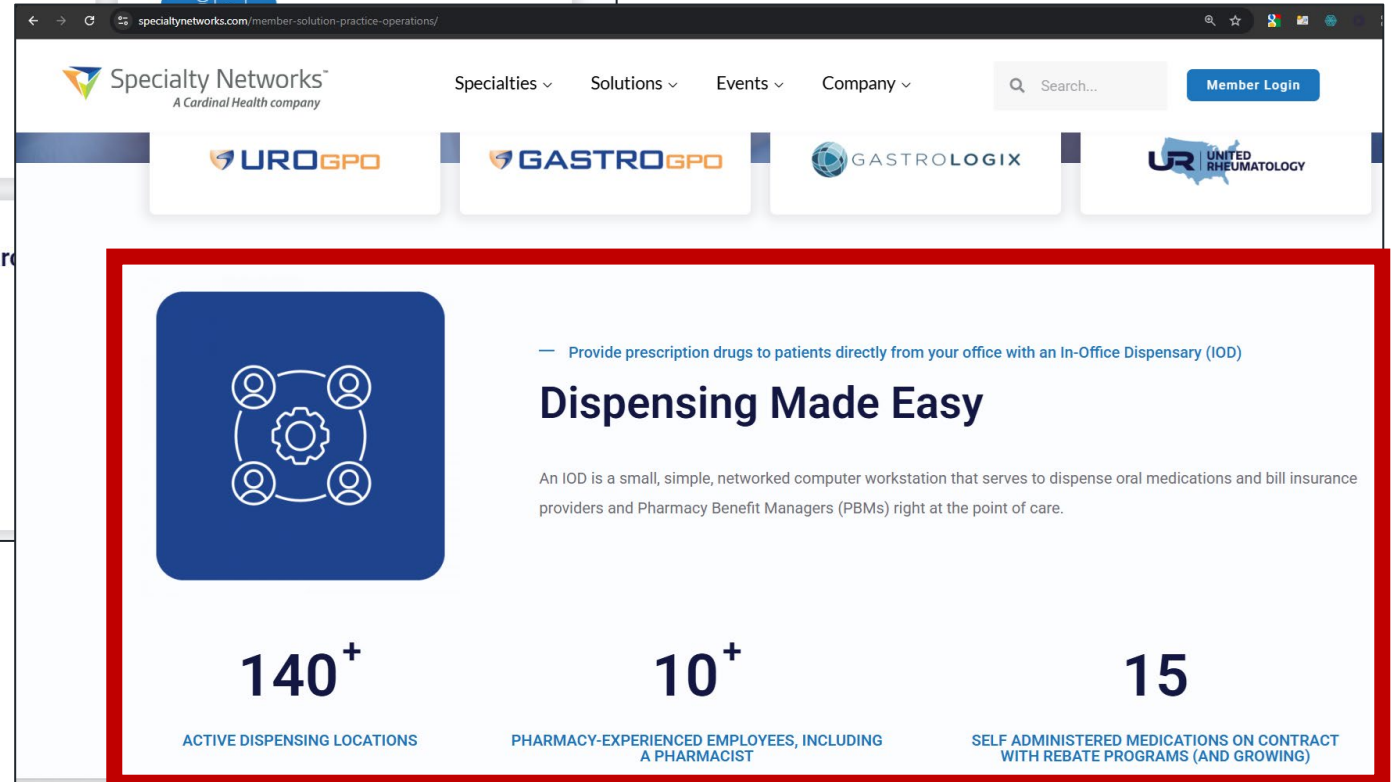
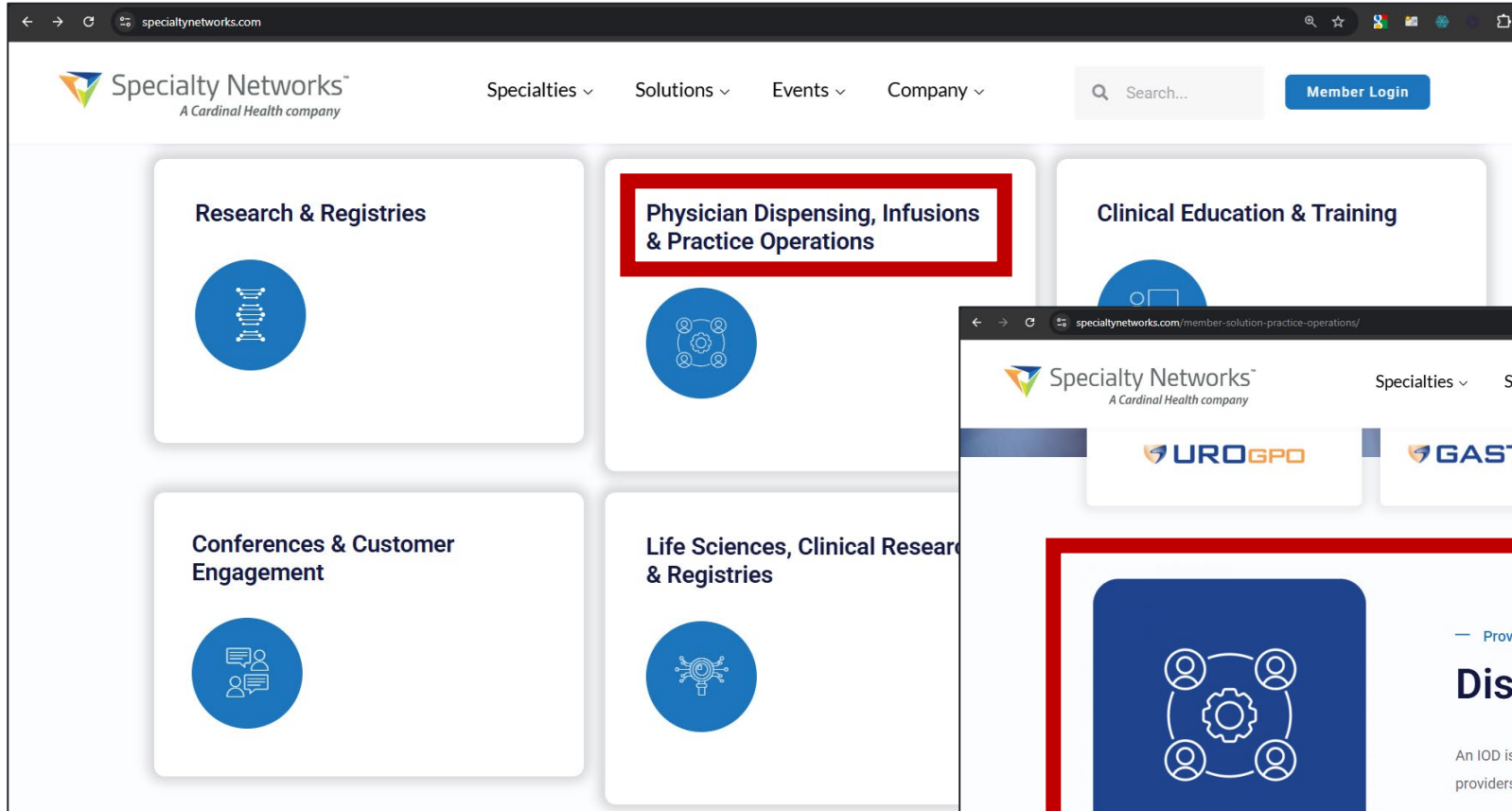
01996 Anesthesiologist Reimbursement (3 ASA Units)  
UnitedHealthcare PPO New York 2025 (n=7,611)



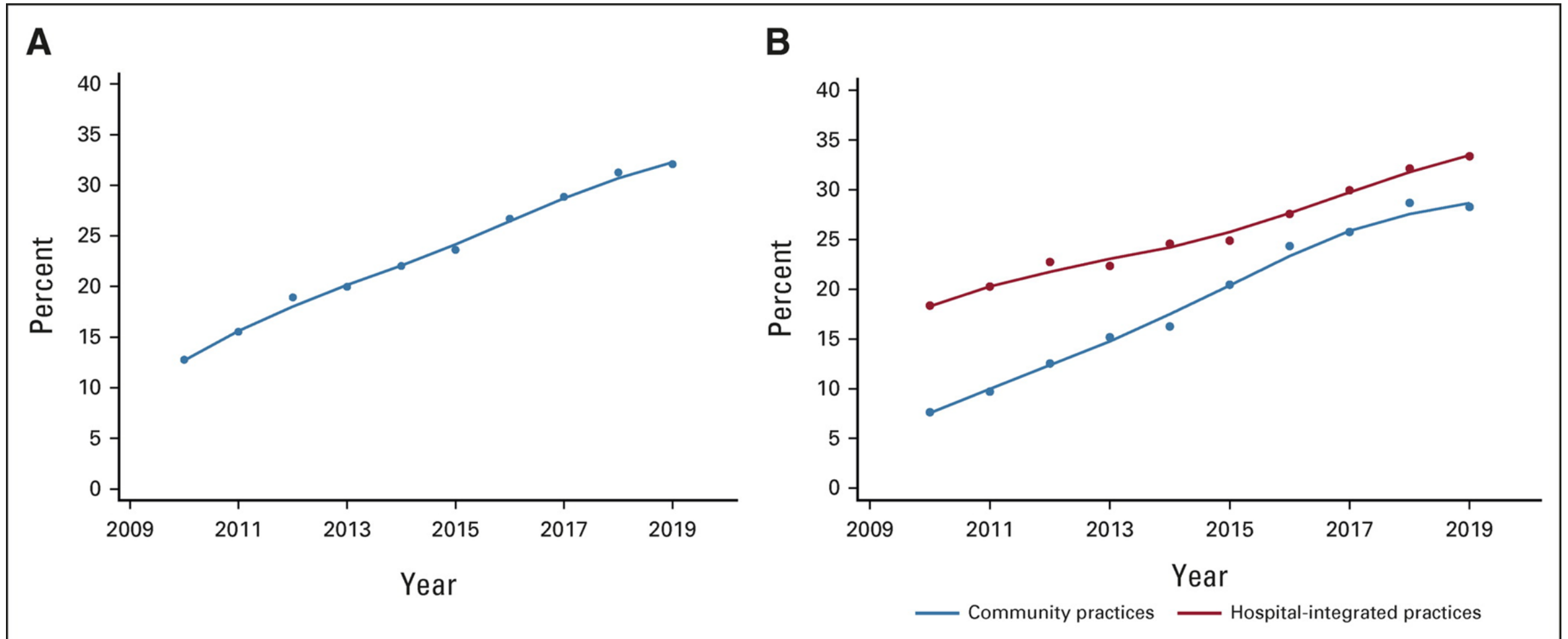
# Market Analysis: \$17 Billion in Doctor Deals Done by Drug Distributors



# Drugs Obviously Part of Cardinal's Acquisition Strategy



## % of Oncologists in Practice with Drug Dispensing

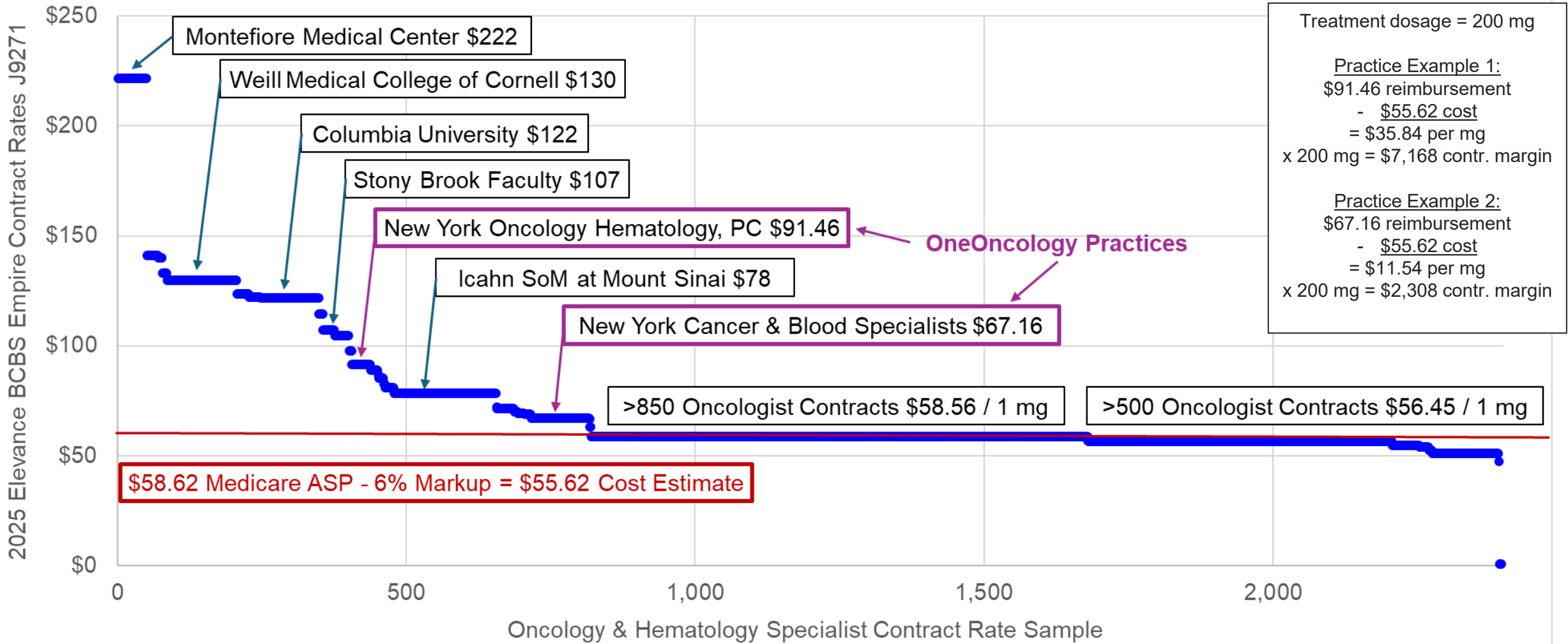


*Trends in Medically Integrated Dispensing Among Oncology Practices. Genevieve P. Kanter et al. JCO Oncology Practice 2022 18:10, e1672-e1682*

# NY Oncology Example: In-Office Drug Infusion

- Keytruda is the #1 top selling drug globally during 2024 and 2025

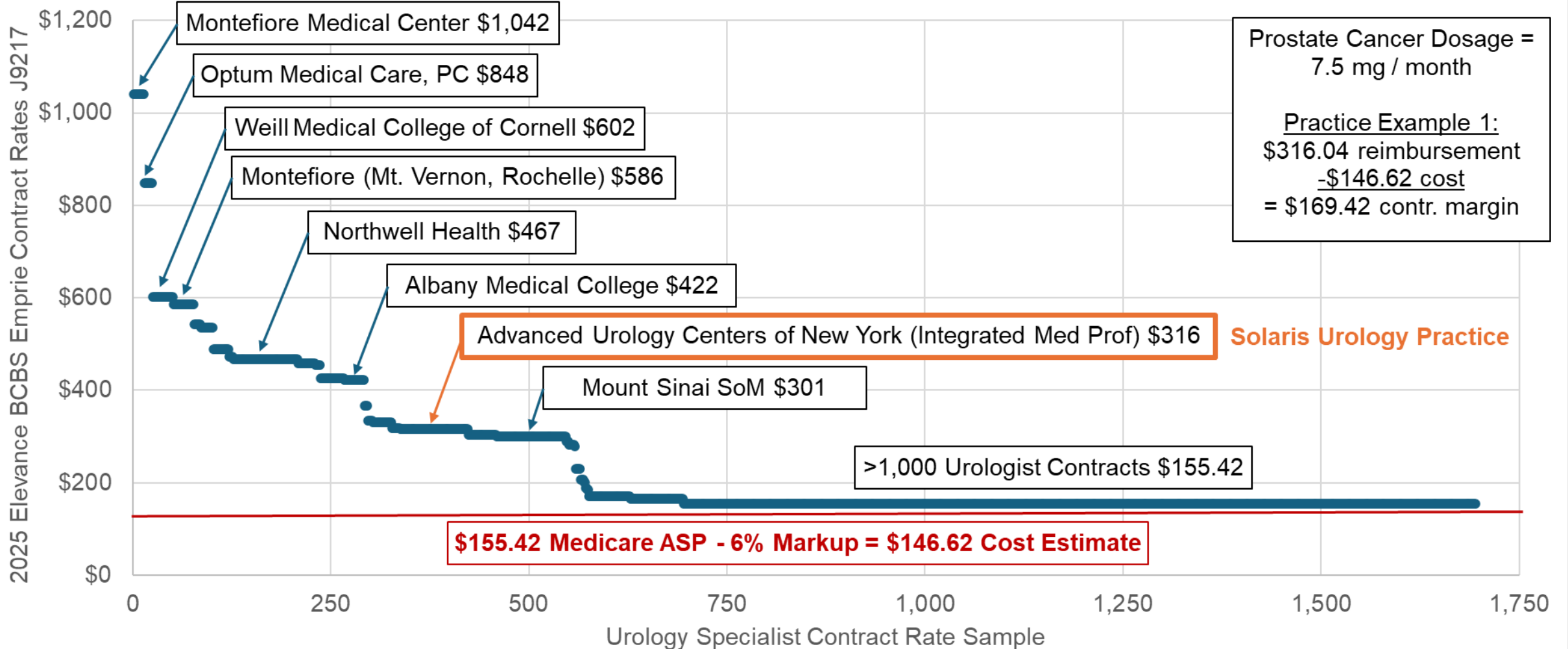
**2025 Elevance BCBS Empire Contract Rates (Oncology Specialties Only)  
pembrolizumab (Keytruda® 1mg) J9271**



## NY Urology Example: In-Office Drug Infusion

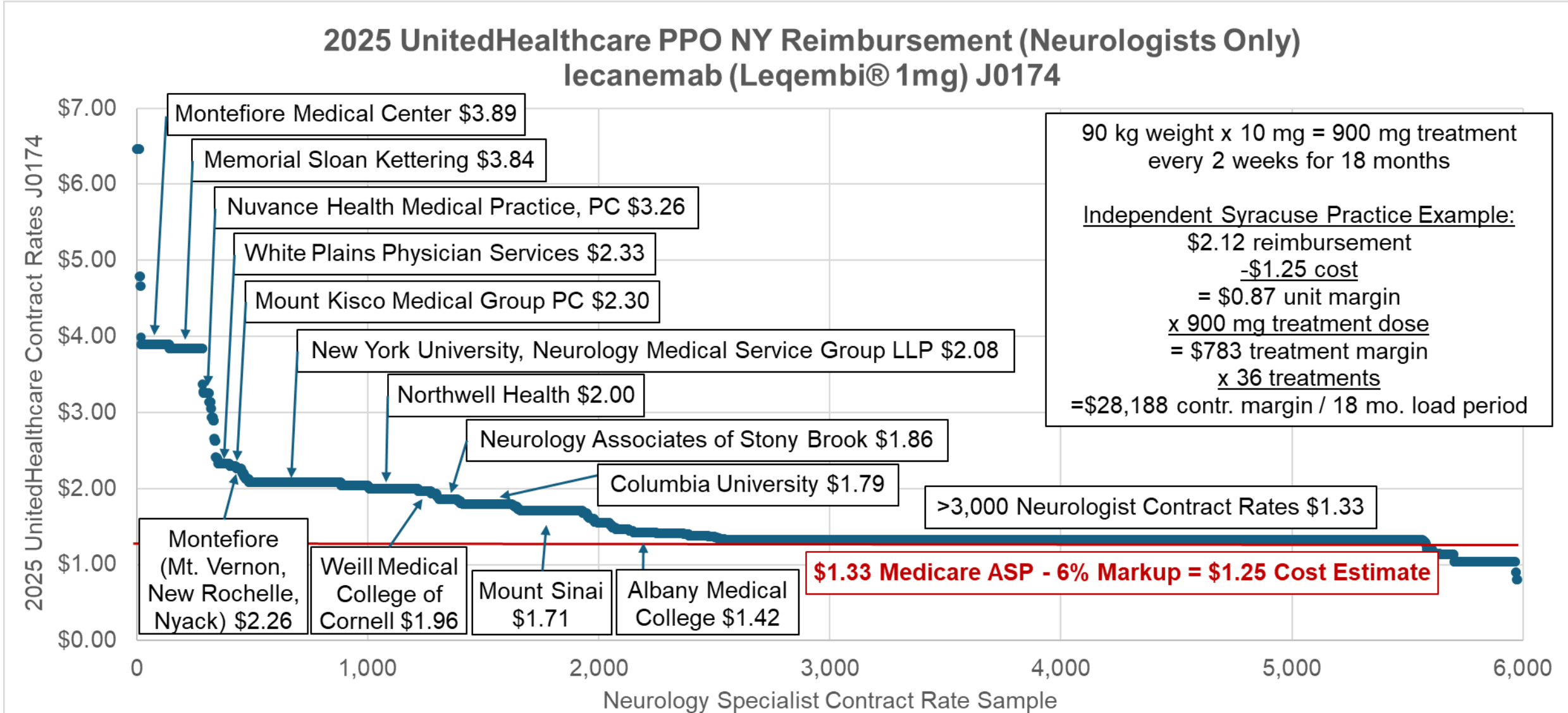
- Lupron is the #1 top selling drug administered in urology offices

2025 Elevance BCBS Empire Contract Rates (Urology Specialties Only)  
leuprolide acetate suspension (Lupron® 7.5mg) J9217

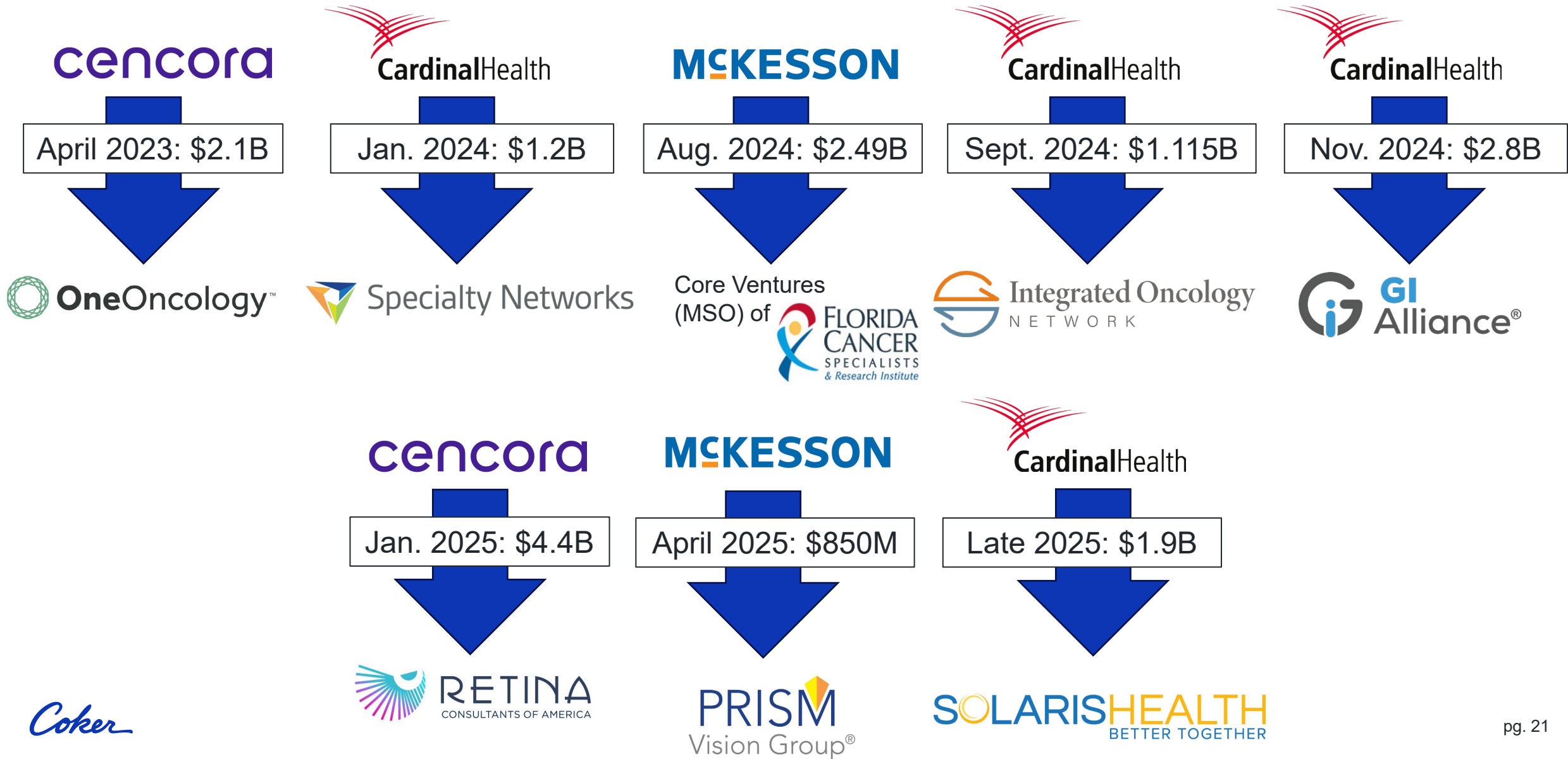



## NY Neurology Example: In-Office Drug Infusion

- Leqembi is a new Alzheimer's Disease drug administered in neurologists' offices



# Market Analysis: \$17 Billion in Doctor Deals Done by Drug Distributors



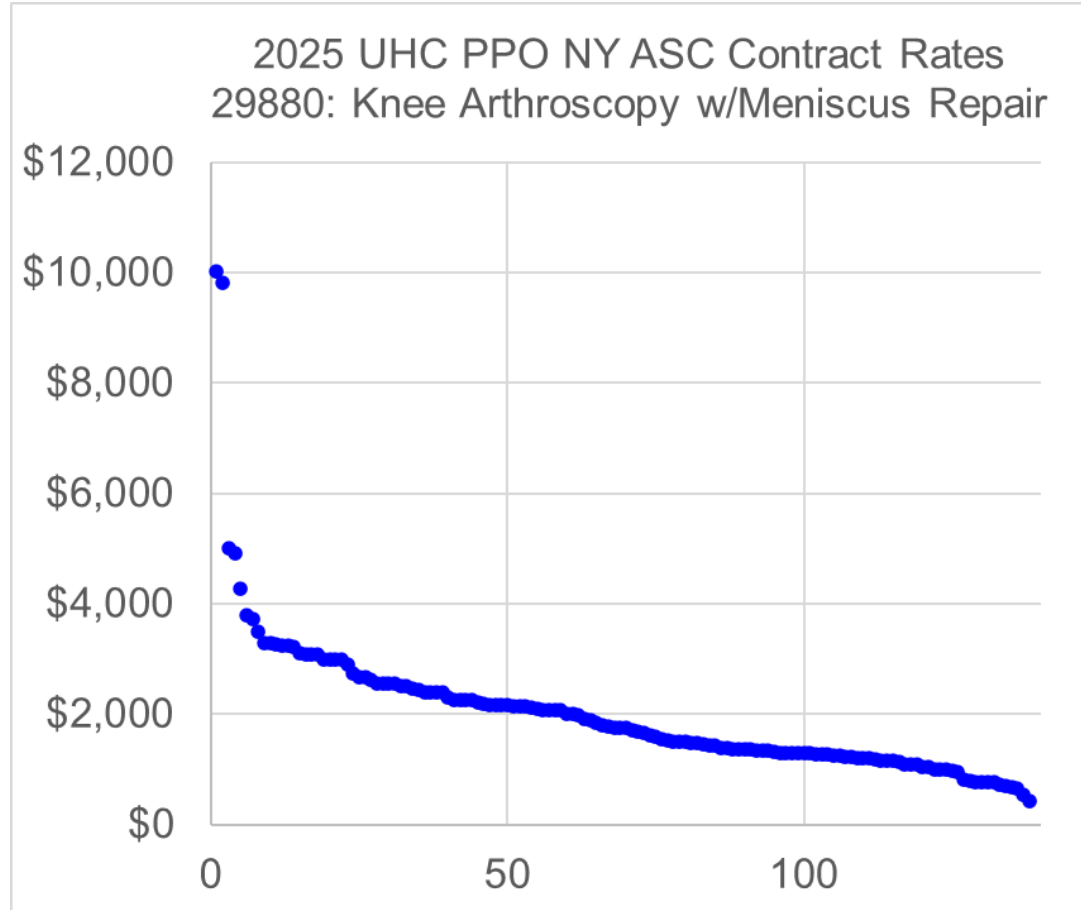


New York Commercial  
Reimbursement:  
Surgery Centers

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## Ambulatory Surgery & Endoscopy Center Rates (Facility)

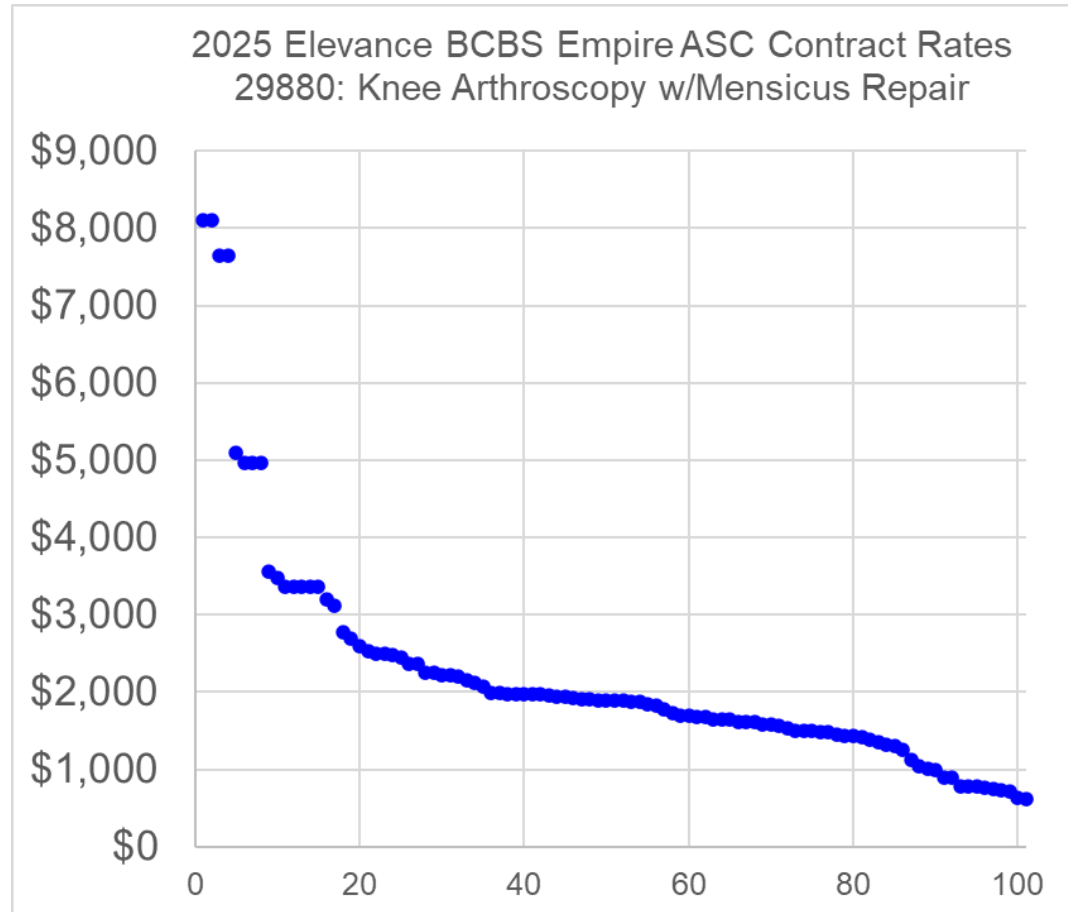
- 2025 UHC PPO NY reimbursement for orthopaedic knee arthroscopy (29880) varies widely among ASCs. The 2025 national Medicare ASC reimbursement rate is \$1,579.



NPI	Legal Business Name	FFS Rate
1346792165	HSS ASC of Manhattan LLC (New York)	\$10,025
1497244149	Hospital for Special Surgery West Side ASC (New York)	\$9,828
1811220429	Surgicare of Manhattan, LLC (New York)	\$5,000
1770810798	Midtown Surgery Center, LLC (New York)	\$4,919
1073569562	Gramercy Surgery Center, Inc (New York)	\$4,275
1215939186	All City Family Healthcare Center, Inc. (Brooklyn)	\$3,786
1831274208	Mt Kisco Surgery Center LLC (Mt Kisco)	\$3,727
1083220123	Queens Surgical Center LLC (Flushing)	\$3,500
1538276688	Melville SC LLC (Melville)	\$3,296
1508005976	South Shore SC, LLC (Bay Shore)	\$3,292
1750376836	St. Peter's Ambulatory Surgery Center LLC (Albany)	\$3,268
1780791798	Lindsay House Surgery Center LLC (Rochester)	\$3,244
1194091801	Unity Linden Oaks Surgery Center, LLC (Rochester)	\$3,244
1639261365	Specialists One- Day Surgery LLC (Syracuse)	\$3,211
1851367486	GRHS, LLC (Rochester)	\$3,099
1598258865	Northern Westchester Facility Project LLC (Yorktown Heights)	\$3,093
1598039125	Roosevelt Surgery Center, LLC (New York)	\$3,077
1851717383	NYEEGASC, LLC (Bayside)	\$3,077
1376054007	Hudson Yards Surgery Center, LLC (New York)	\$3,000
1720407273	Bronx Sc LLC (Bronx)	\$2,997
1598328932	Endo Group, LLC (Syosset)	\$2,987
1639261407	Endo Group, LLC (Garden City)	\$2,987
1164723011	Surgical Specialty Center of Westchester LLC (Harrison)	\$2,900
1174873780	Yorkville Endoscopy, LLC (New York)	\$2,743
1710961800	North Country Orthopaedic ASC (Watertown)	\$2,677

## Ambulatory Surgery & Endoscopy Center Rates (Facility)

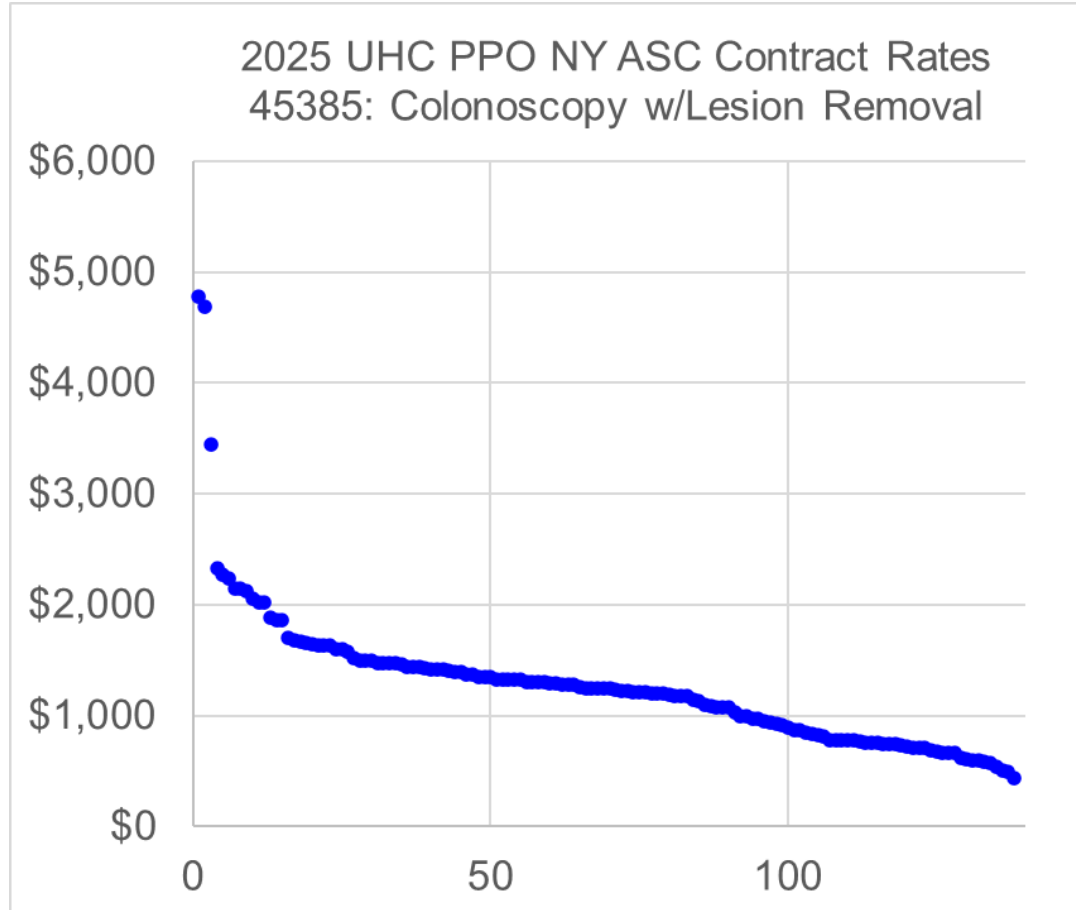
- 2025 Elevance BCBS Empire reimbursement for orthopaedic knee arthroscopy (29880) varies widely among ASCs. The 2025 national Medicare ASC reimbursement rate is \$1,579.



NPI	Legal Business Name	FFS Rate
1497244149	Hospital For Special Surgery West Side ASC (New York)	\$8,108
1346792165	HSS ASC of Manhattan LLC (New York)	\$8,108
1497244149	Hospital For Special Surgery West Side ASC (New York)	\$7,642
1346792165	HSS ASC of Manhattan LLC (New York)	\$7,642
1881134815	Port Jefferson ASC, LLC (Port Jefferson Station)	\$5,097
1821672957	5 East 98th Street LLC (New York)	\$4,960
1508643610	787 Ortho ASC LLC (New York)	\$4,960
1477142784	UWS ASC LLC (New York)	\$4,960
1811220429	Surgicare of Manhattan, LLC (New York)	\$3,563
1942292545	Capital Region Ambulatory Surgery Center, L.L.C. (Albany)	\$3,479
1558720235	DHCH LLC (Huntington)	\$3,365
1639261407	Endo Group, LLC (Garden City)	\$3,365
1396265377	Greenwich Village ASC (New York)	\$3,365
1659375632	Lynbrook SC LLC (Lynbrook)	\$3,365
1508005976	South Shore SC, LLC (Bay Shore)	\$3,365
1477645711	Progressive Surgery Center LLC (Farmingdale)	\$3,193
1164723011	Surgical Specialty Center of Westchester LLC (Harrison)	\$3,121
1750376836	St. Peter's Ambulatory Surgery Center LLC (Albany)	\$2,771
1215939186	All City Family Healthcare Center, Inc. (Brooklyn)	\$2,700
1265574768	Endoscopy Center of Long Island LLC (Garden City)	\$2,595
1033517263	Island Ambulatory Surgery Center (Brooklyn)	\$2,538
1841788809	Manhattan Reproductive Surgery Center, LLC (New York)	\$2,492
1841788809	Manhattan Reproductive Surgery Center, LLC (New York)	\$2,492
1760931349	SF Nassau ASC LLC (Greenvale)	\$2,474
1598258865	Northern Westchester Facility Project LLC (Yorktown Heights)	\$2,443

## Ambulatory Surgery & Endoscopy Center Rates (Facility)

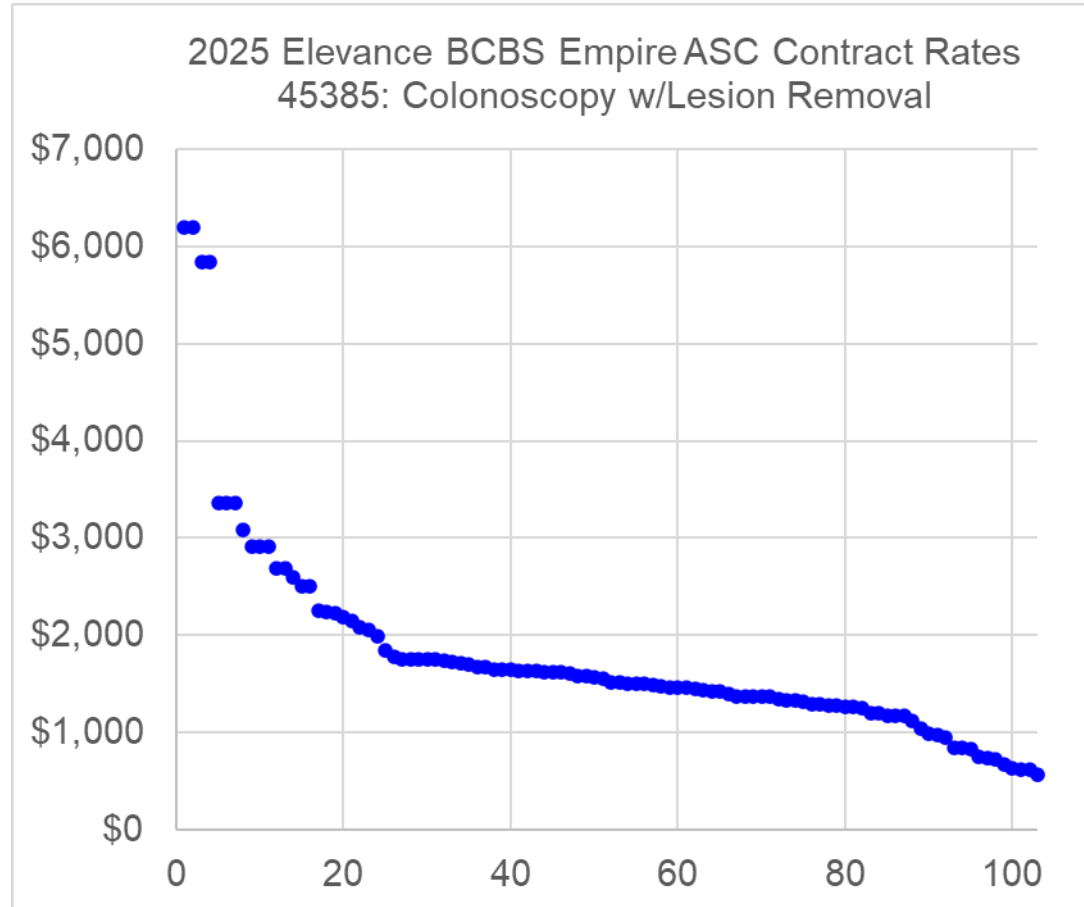
- 2025 UHC PPO NY reimbursement for colonoscopy w/lesion removal (45385) varies widely among ASCs. The 2025 national Medicare ASC reimbursement rate is \$633.



NPI	Legal Business Name	FFS Rate
1346792165	HSS ASC of Manhattan LLC (New York)	\$4,783
1497244149	Hospital For Special Surgery West Side ASC (New York)	\$4,689
1770810798	Midtown Surgery Center, LLC (New York)	\$3,444
1336252402	Advanced Endoscopy Center LLC (Bronx)	\$2,333
1184666364	Long Island Center For Digestive Health LLC (Uniondale)	\$2,273
1336258128	New York GI Center LLC (Bronx)	\$2,243
1265574768	Endoscopy Center of Long Island LLC (Garden City)	\$2,146
1770718009	Endoscopy Center of Long Island LLC (Garden City)	\$2,146
1639261365	Specialists One- Day Surgery LLC (Syracuse)	\$2,120
1750376836	St. Peter's Ambulatory Surgery Center LLC (Albany)	\$2,052
1053303826	New England Laser And Cosmetic Surgery Center LLC (Latham)	\$2,019
1831274208	Mt Kisco Surgery Center LLC (Mt Kisco)	\$2,018
1720215320	East Side Endoscopy LLC (New York)	\$1,886
1497068761	Carnegie Hill Endoscopy LLC (New York)	\$1,864
1174873780	Yorkville Endoscopy, LLC (New York)	\$1,864
1124324181	Manhattan Endoscopy Center LLC (New York)	\$1,706
1598258865	Northern Westchester Facility Project LLC (Yorktown Heights)	\$1,682
1902215148	21 Reade Place Asc LLC (Poughkeepsie)	\$1,673
1780935528	Queens Endoscopy Asc, LLC (Fresh Meadows)	\$1,651
1215211552	Putnam GI, LLC (Carmel)	\$1,643
1689029316	Liberty Endoscopy, LLC (New York)	\$1,633
1942292545	Capital Region Ambulatory Surgery Center, L.L.C. (Albany)	\$1,631
1801944343	Hudson Valley Ambulatory Surgery, LLC (Middletown)	\$1,628
1215939186	All City Family Healthcare Center, Inc. (Brooklyn)	\$1,603
1912909169	Kips Bay Endoscopy Center, LLC (New York)	\$1,600

## Ambulatory Surgery & Endoscopy Center Rates (Facility)

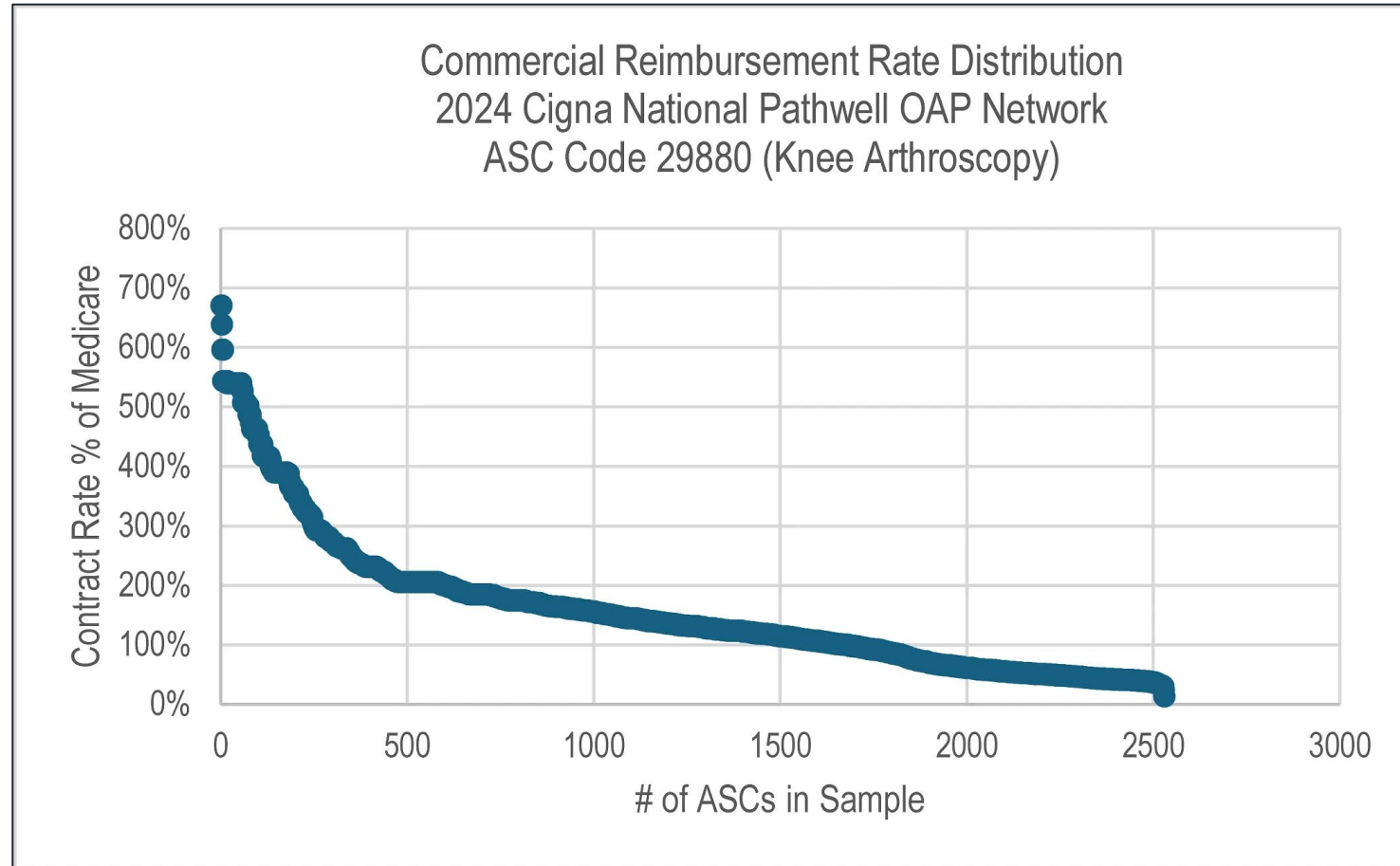
- 2025 Elevance BCBS Empire reimbursement for colonoscopy w/lesion removal (45385) varies widely among ASCs. The 2025 national Medicare ASC reimbursement rate is \$633.



NPI	Legal Business Name	FFS Rate
1346792165	HSS ASC of Manhattan LLC (New York)	\$6,196
1497244149	Hospital For Special Surgery West Side ASC (New York)	\$6,196
1346792165	HSS ASC of Manhattan LLC (New York)	\$5,838
1497244149	Hospital For Special Surgery West Side ASC (New York)	\$5,838
1639261407	Endo Group, LLC (Garden City)	\$3,365
1558720235	DHCH LLC (Huntington)	\$3,365
1508005976	South Shore SC, LLC (Bay Shore)	\$3,365
1477645711	Progressive Surgery Center LLC (Farmingdale)	\$3,090
1477142784	UWS ASC LLC (New York)	\$2,912
1508643610	787 Ortho ASC LLC (New York)	\$2,912
1821672957	5 East 98th Street LLC (New York)	\$2,912
1396265377	Greenwich Village ASC (New York)	\$2,693
1659375632	Lynbrook SC LLC (Lynbrook)	\$2,693
1265574768	Endoscopy Center of Long Island LLC (Garden City)	\$2,595
1841788809	Manhattan Reproductive Surgery Center, LLC (New York)	\$2,500
1841788809	Manhattan Reproductive Surgery Center, LLC (New York)	\$2,500
1073569562	Gramercy Surgery Center, Inc (New York)	\$2,251
1750376836	St. Peter's Ambulatory Surgery Center LLC (Albany)	\$2,239
1497068761	Carnegie Hill Endoscopy LLC (New York)	\$2,224
1942292545	Capital Region Ambulatory Surgery Center, L.L.C. (Albany)	\$2,189
1720215320	East Side Endoscopy LLC (New York)	\$2,149
1023551413	Mid-Bronx Endoscopy Center LLC (Bronx)	\$2,087
1811220429	Surgicare of Manhattan, LLC (New York)	\$2,051
1538276688	Melville Sc LLC (Melville)	\$1,984
1235551052	Long Island Digestive Endoscopy Center (Port Jefferson Station)	\$1,847

## Ambulatory Surgery & Endoscopy Center Rates (Facility)

- 2024 study of >2,500 ASCs in Cigna's national Pathwell OAP network found national chains dominate rates.

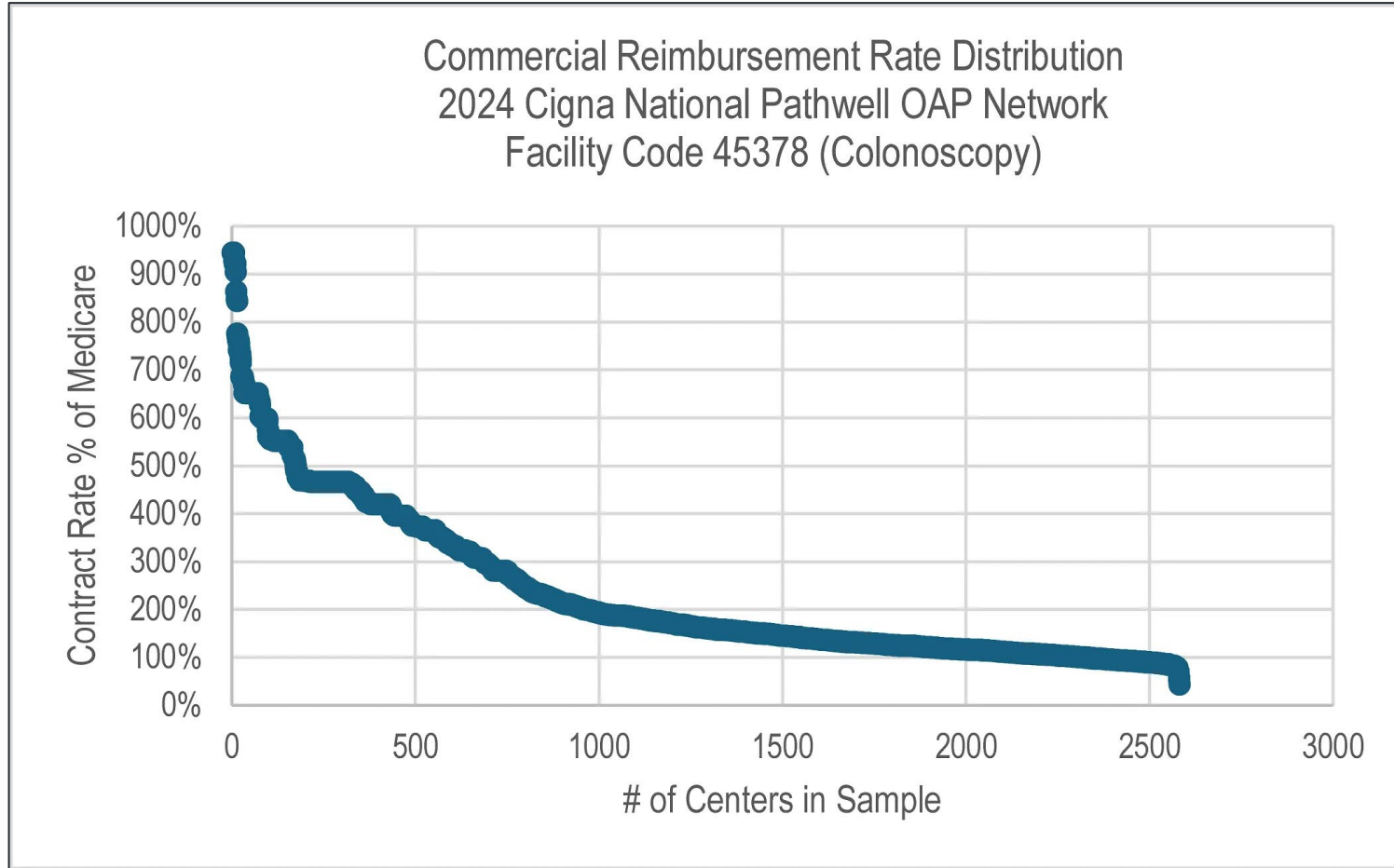


## 29880: Cigna Pathwell OAP 2024

Affiliate	Market	% Medicare	Centers
Baylor Scott & White	TX	124%	33
Hartford Health	CT	463%	5
HCA Healthcare	Tampa, FL	417%	16
	Miami, FL	507%	9
	Houston, TX	172%	13
	Austin, TX	543%	12
HCA MountainStar	UT	165%	11
Memorial Hermann	TX	263%	15
RWJBarnabas Health	NJ	232%	26
SCA	CT	463%	3
Sutter Health	CA	390%	35
Texas Health Resources/SCA	TX	540%	37
United Urology Group	MD	175%	20
USPI	AZ	206%	22
	Miami-Tampa, FL	185%	15
	Orlando-North, FL	206%	40
	KS	206%	1
	MD	185%	11
	MO	206%	11
	VA	185%	2

## Ambulatory Surgery & Endoscopy Center Rates (Facility)

- 2024 study of over 2,500 ASCs and endoscopy centers in Cigna's national Pathwell OAP network found national chains dominate rates.



## 45378: Cigna Pathwell OAP 2024

Affiliate	Market	% Medicare	Centers
Banner Health	AZ	188%	22
Baylor Scott & White	TX	282%	35
Hartford Health	CT	599%	5
HCA Healthcare	Miami, FL	351%	9
	Tampa, FL	324%	16
	Austin, TX	556%	12
	Houston, TX	308%	14
HCA Midwest Health	KS	539%	5
	MO	539%	4
HCA MountainStar	UT	321%	11
MedStar	DC	308%	1
	MD	308%	7
Memorial Hermann	TX	470%	15
RWJBarnabas Health	NJ	365%	27
SCA	CT	599%	3
Sutter Health	CA	552%	37
Texas Health Resources/SCA	TX	652%	37
United Digestive	GA	155%	16
University of California	CA	458%	8
USPI	AZ	467%	22
	Orlando-North, FL	467%	40
	Miami-Tampa, FL	420%	15
	KS	467%	1
	MD	420%	11
	MO	467%	11
VA	420%	2	

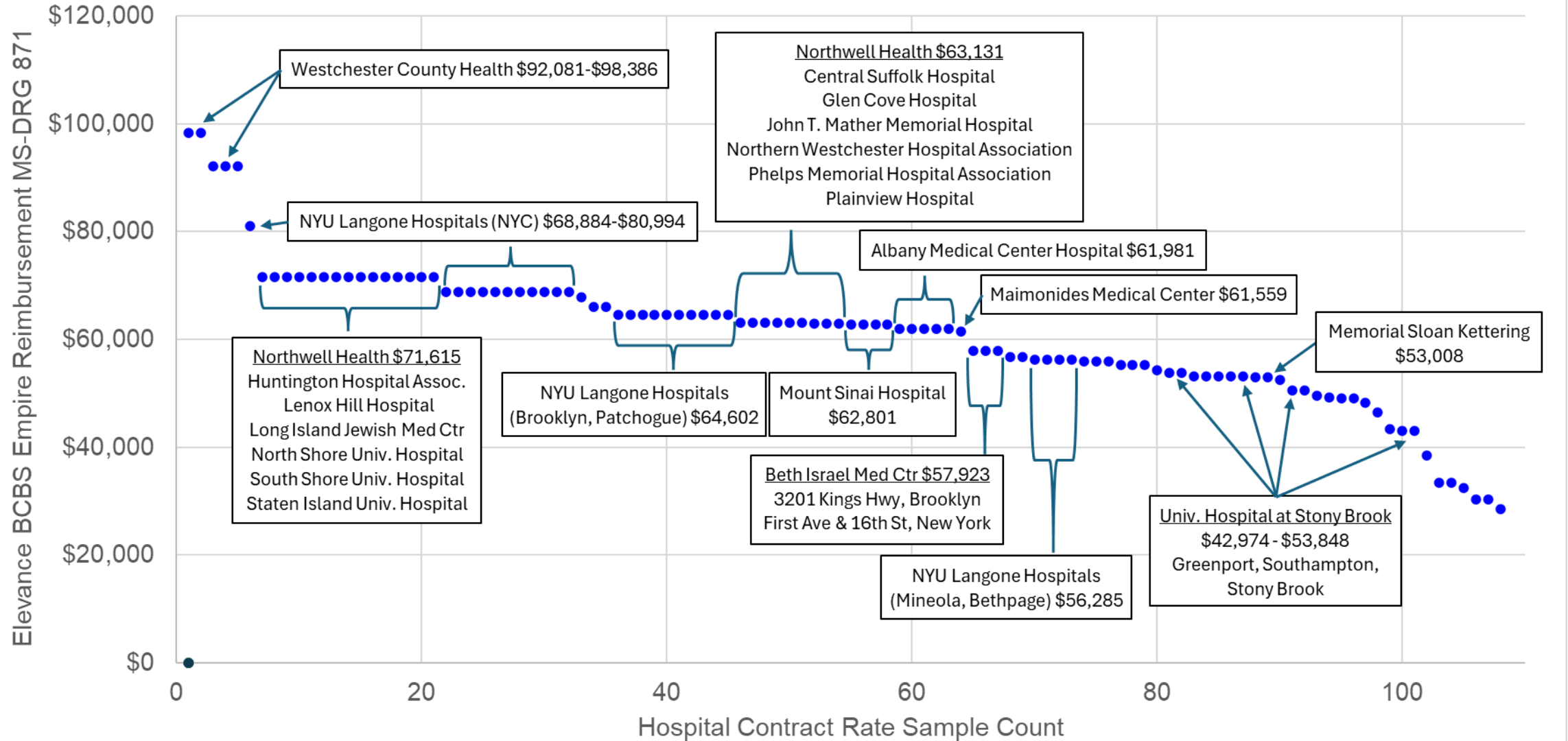


New York Commercial  
Reimbursement:  
Inpatient Hospital

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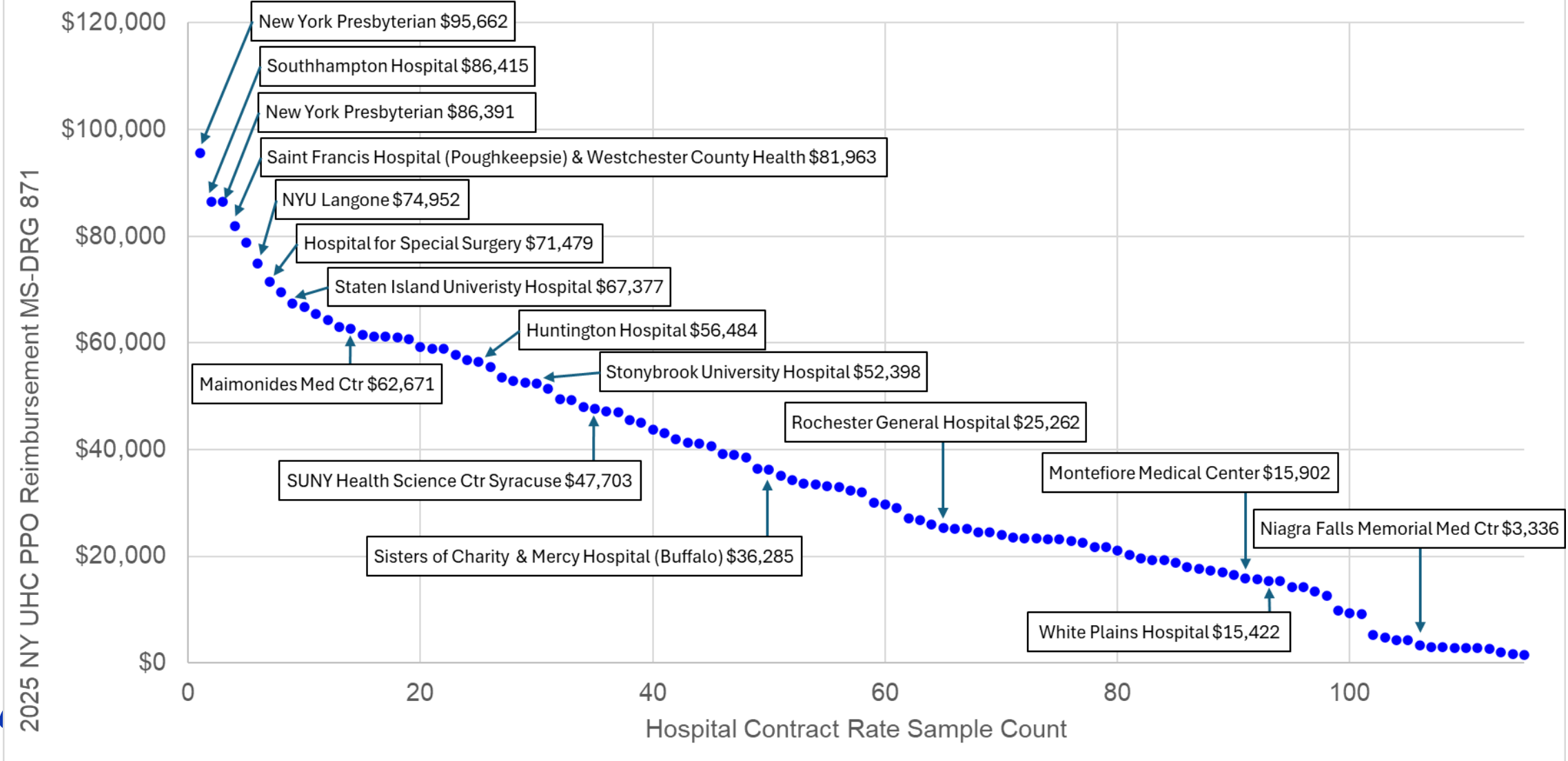
# Inpatient Hospital Reimbursement

2025 Elevance BCBS Empire Contract Rates  
MS-DRG 871: Septicemia or Severe Sepsis w/o MV >96 Hrs w/MCC



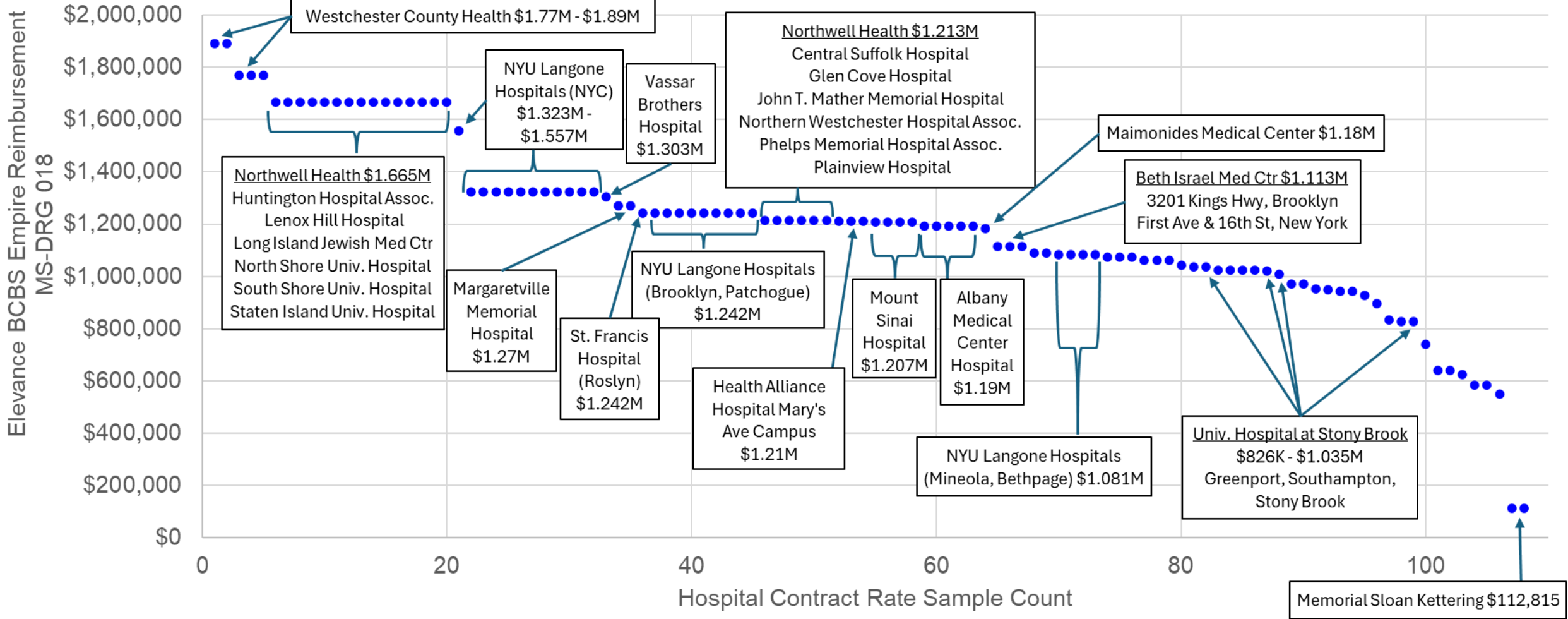
# Inpatient Hospital Reimbursement

2025 UnitedHealthcare PPO NY Contract Rates  
MS-DRG 871: Septicemia or Severe Sepsis w/o MV >96 Hrs w/MCC



# Inpatient Hospital Reimbursement

2025 Elevance BCBS Empire Contract Rates  
MS-DRG 018: Chimeric Antigen Receptor (CAR) T-Cell



Note: MSK is a major owner and licensor of CAR T-cell therapy intellectual property to multiple drug companies.

# Inpatient Hospital Reimbursement: UHC 2025

2025 UnitedHealthcare Contract Rates  
MS-DRG 018: Chimeric Antigen Receptor (CAR) T-Cell

New York City Health & Hospital Corp \$987,887

SUNY Health Science Ctr at Syracuse \$916,874

Mount Sinai Services \$905,635

Coney Island Hospital \$864,491

Montefiore Nyack Hospital \$806,451

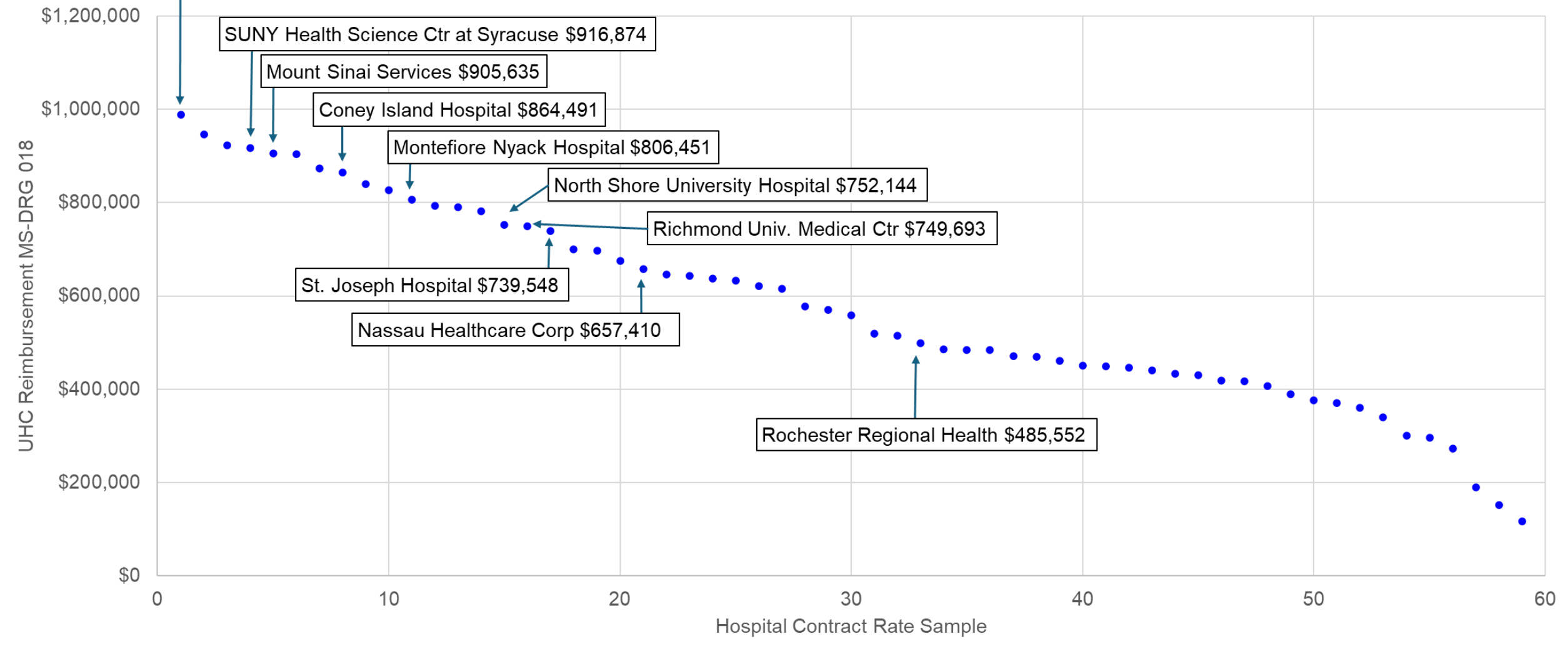
North Shore University Hospital \$752,144

Richmond Univ. Medical Ctr \$749,693

St. Joseph Hospital \$739,548

Nassau Healthcare Corp \$657,410

Rochester Regional Health \$485,552



## Critical Access Hospital Reimbursement: Elevance BCBS Empire New York 2025

- Critical Access Hospitals often exhibit *percentage rates* for inpatient and outpatient services at 50% to 85%.

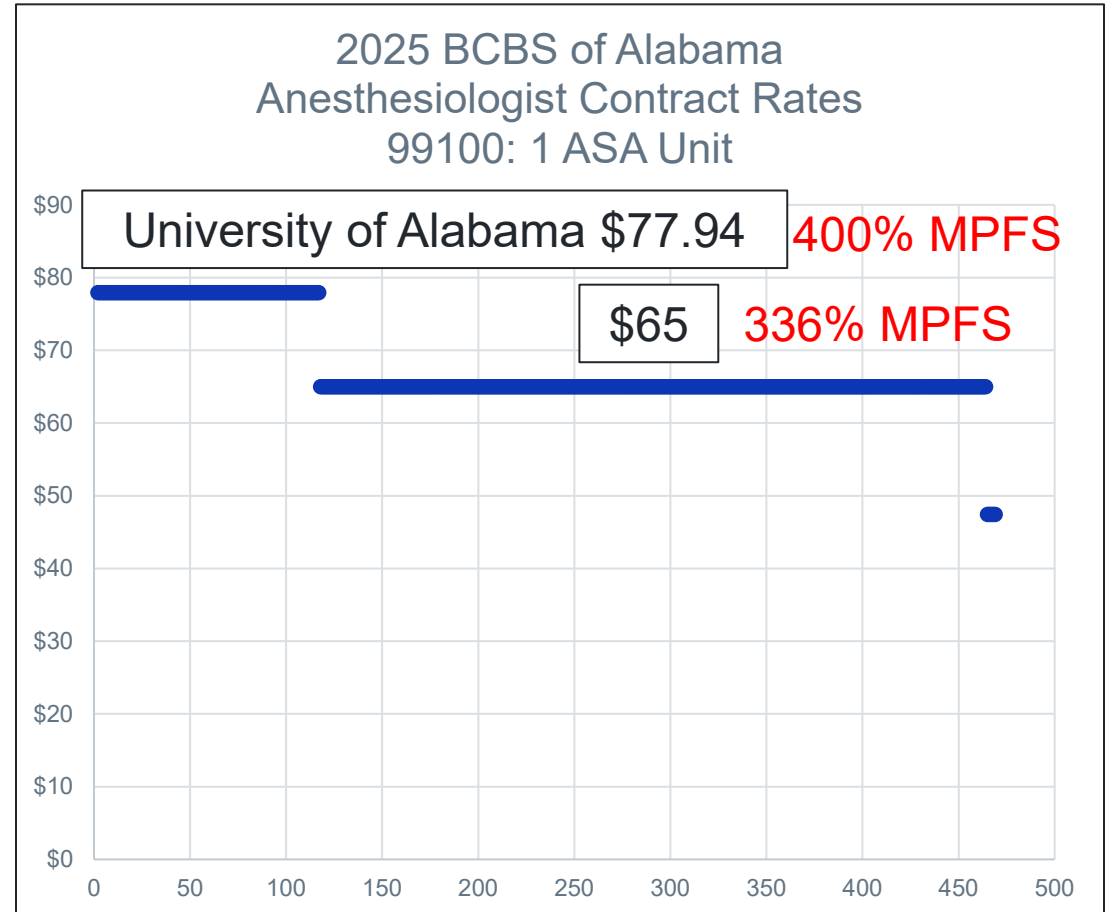
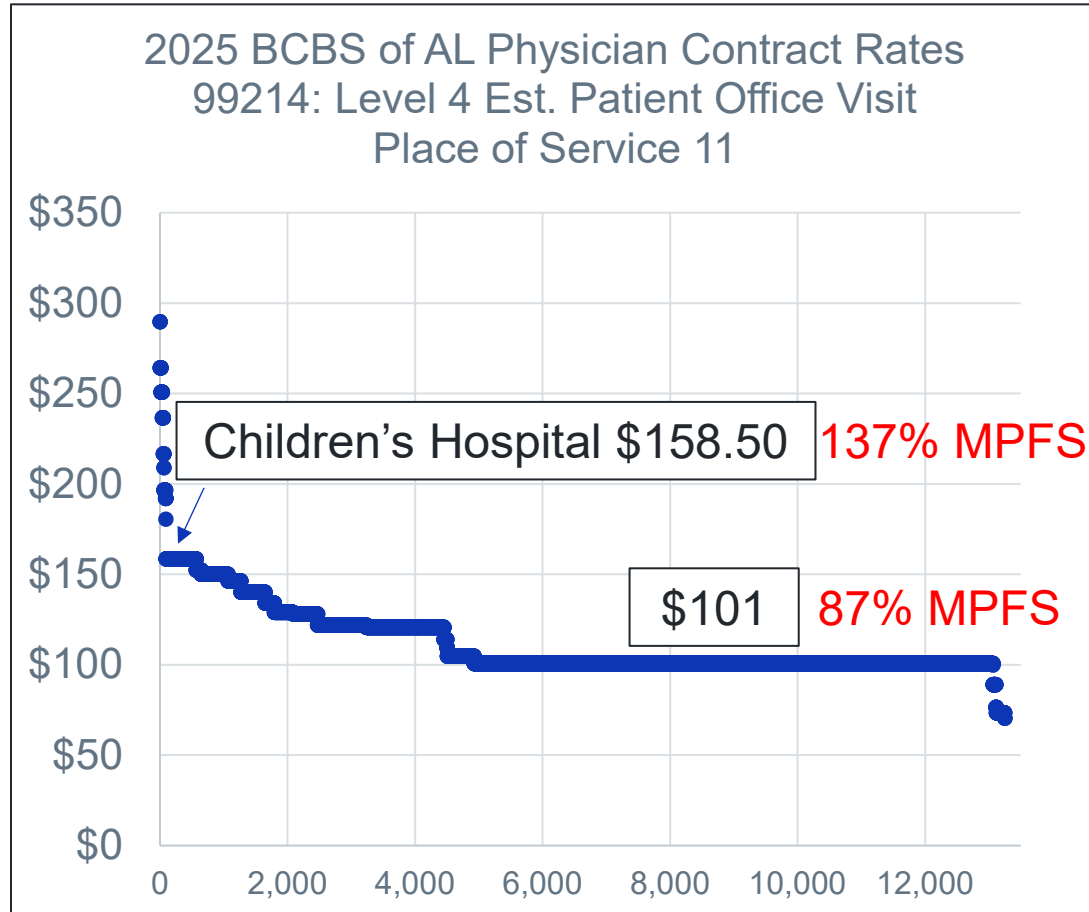
Legal Business Name	BCBS Empire % Rate
<b>Bassett Hospital of Schoharie County</b>	80%
<b>Delaware Valley Hospital, Inc.</b>	69%
<b>Elizabethtown Community Hospital</b>	62%
<b>Garnet Health Medical Center Catskills</b>	
<i>CAPD, CCPD Equip &amp; Supplies, Hemodialysis, Hospice, IV Therapy</i>	50%
<i>Alcohol &amp; Drug Rehab, IOP/PHP, Psych</i>	60%
<i>Ambulance, Clinics, Labor &amp; Delivery, Preventive</i>	65%
<b>Little Falls Hospital</b>	80%
<b>Margaretville Memorial Hospital</b>	
Nuclear Medicine, Radiopharmaceuticals	34%
Alcohol & Drug Rehab, PHP, Psych	62%
Blood, Plasma, Platelets, Whole Blood	67%
Ambulance, Clinic, Home Health, IV Therapy,	76.5%
<b>Moses-Ludington Hospital</b>	85%
<b>O'Connor Hospital</b>	80%
<b>Westchester-Ellenville Hospital, Inc.</b>	
Pacemakers, Prosthetics, Other Implants	45%
Alcohol Rehab, CAPD/CCPD, Clinics, Labor & Delivery, Dialysis, Imaging, PT/ST/OT	75%

# Observations in Other States

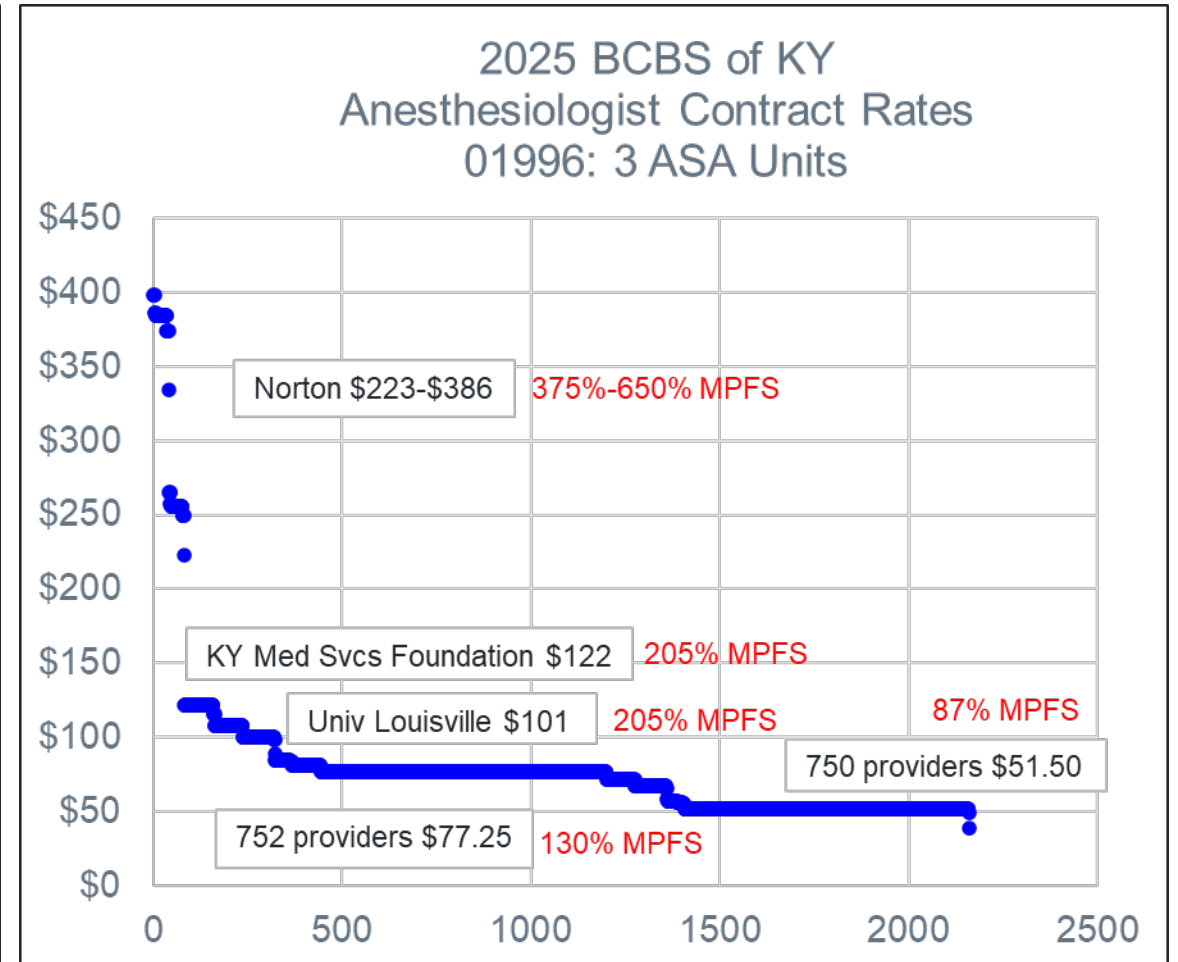
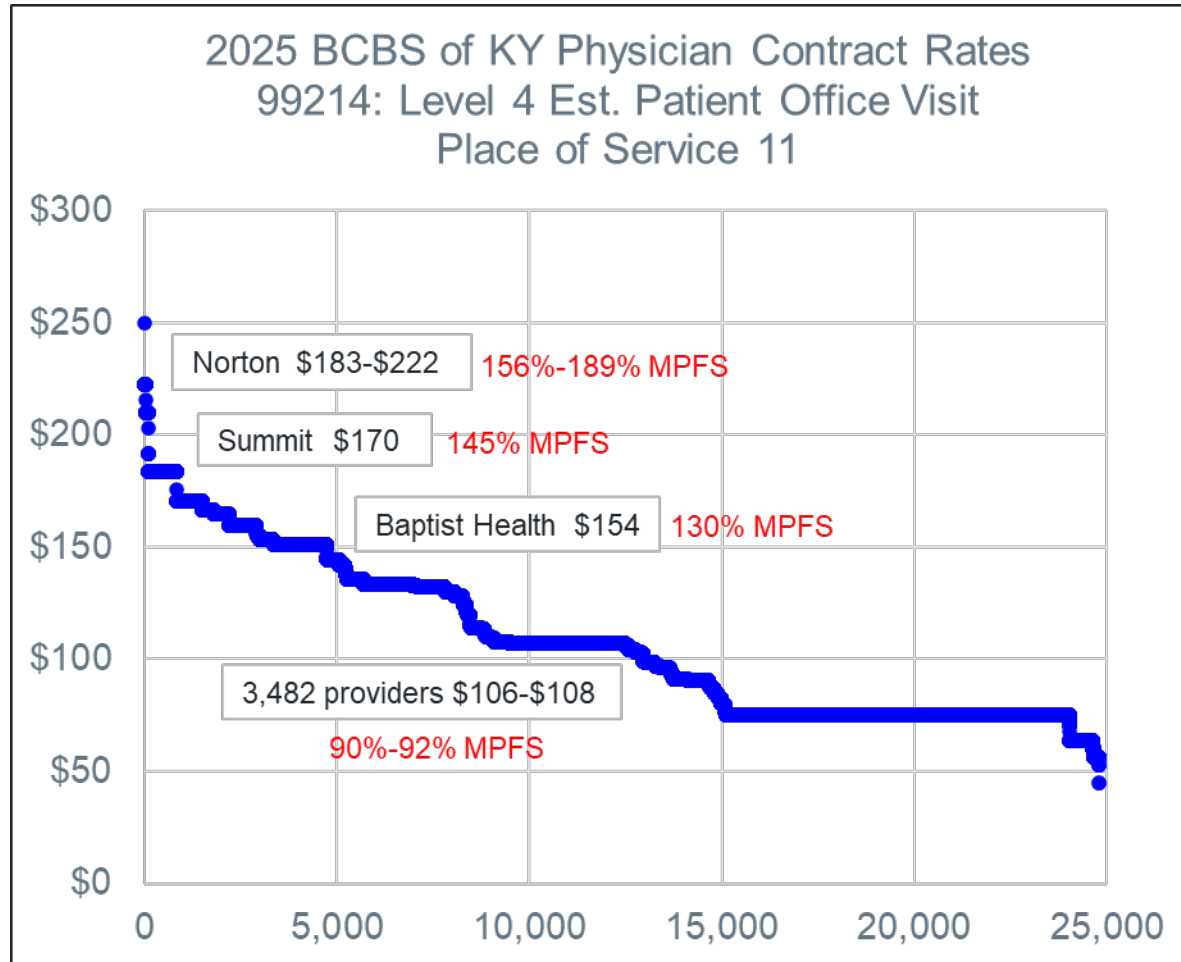
*Coker*

## Alabama: BCBS of AL Has 80%-90% Market Share

- One commercial health insurance carrier (BCBS of AL) has 80% to 90% market share in most Alabama markets.
- The 2025 Medicare rate for 99214 is \$115.49. The 2025 Alabama Medicare ASA rate is \$19.31.



## Kentucky: BCBS of KY Has About 67% Market Share



## Fragmented Payor Markets: Minnesota, Oregon & Wisconsin

### 99214 Family Medicine Commercial Reimbursement Largest Commercial Payor by State (2025)

# of Contracts	Payor	Locality	25 <sup>th</sup> Perc	50 <sup>th</sup> Perc	75 <sup>th</sup> Perc	90 <sup>th</sup> Perc	25 <sup>th</sup> % Mdcr	50 <sup>th</sup> % Mdcr	75 <sup>th</sup> % Mdcr	90 <sup>th</sup> % Mdcr
773	Cambia BCBS	Portland, OR	\$222	\$316	\$359	\$359	170%	242%	275%	275%
1,082	Cambia BCBS	Rest of Oregon	\$222	\$281	\$318	\$327	181%	229%	259%	287%
27	BCBS MN	Minnesota	\$267	\$296	\$308	\$326	216%	240%	250%	284%
2,176	UHC WI	Wisconsin	\$166	\$257	\$278	\$326	139%	215%	233%	280%

## Wisconsin Insurance Concentration

- Wisconsin Commercial Physician Reimbursement (and Compensation) Higher than National Average because the insurance market is fragmented. There is not single carrier that “owns” half the state’s market.

Market concentration (HHI) and largest insurers’ market shares, as of Jan. 1, 2023  
Combined PPO+HMO+POS+EXCH (total) product markets

State and MSAs	Herfindahl-Hirschman Indices	Largest Insurer	Share (%)	2nd Largest Insurer	Share (%)
<b>Wisconsin</b>	<b>1430</b>	<b>UnitedHealth Group</b>	<b>27%</b>	<b>Elevance Health</b>	<b>20%</b>
Appleton, WI	2013	UnitedHealth Group	33%	Elevance Health	25%
Eau Claire, WI	1800	Elevance Health	31%	Marshfield (Security HP)	18%
Fond du Lac, WI	1898	UnitedHealth Group	31%	Quartz	19%
Green Bay, WI	1674	UnitedHealth Group	28%	Elevance Health	23%
Janesville-Beloit, WI	1899	Medica	25%	Elevance Health	24%
La Crosse-Onalaska, WI-MN	2275	Quartz	39%	Cigna	22%
Madison, WI	2032	Medica	31%	Quartz	21%
Milwaukee-Waukesha, WI	2924	UnitedHealth Group	48%	Elevance Health	22%
Oshkosh-Neenah, WI	2198	UnitedHealth Group	39%	Elevance Health	20%
Racine, WI	3210	UnitedHealth Group	51%	Elevance Health	23%
Sheboygan, WI	2882	UnitedHealth Group	48%	Elevance Health	21%
Wausau-Weston, WI	1829	Elevance Health	27%	UnitedHealth Group	26%

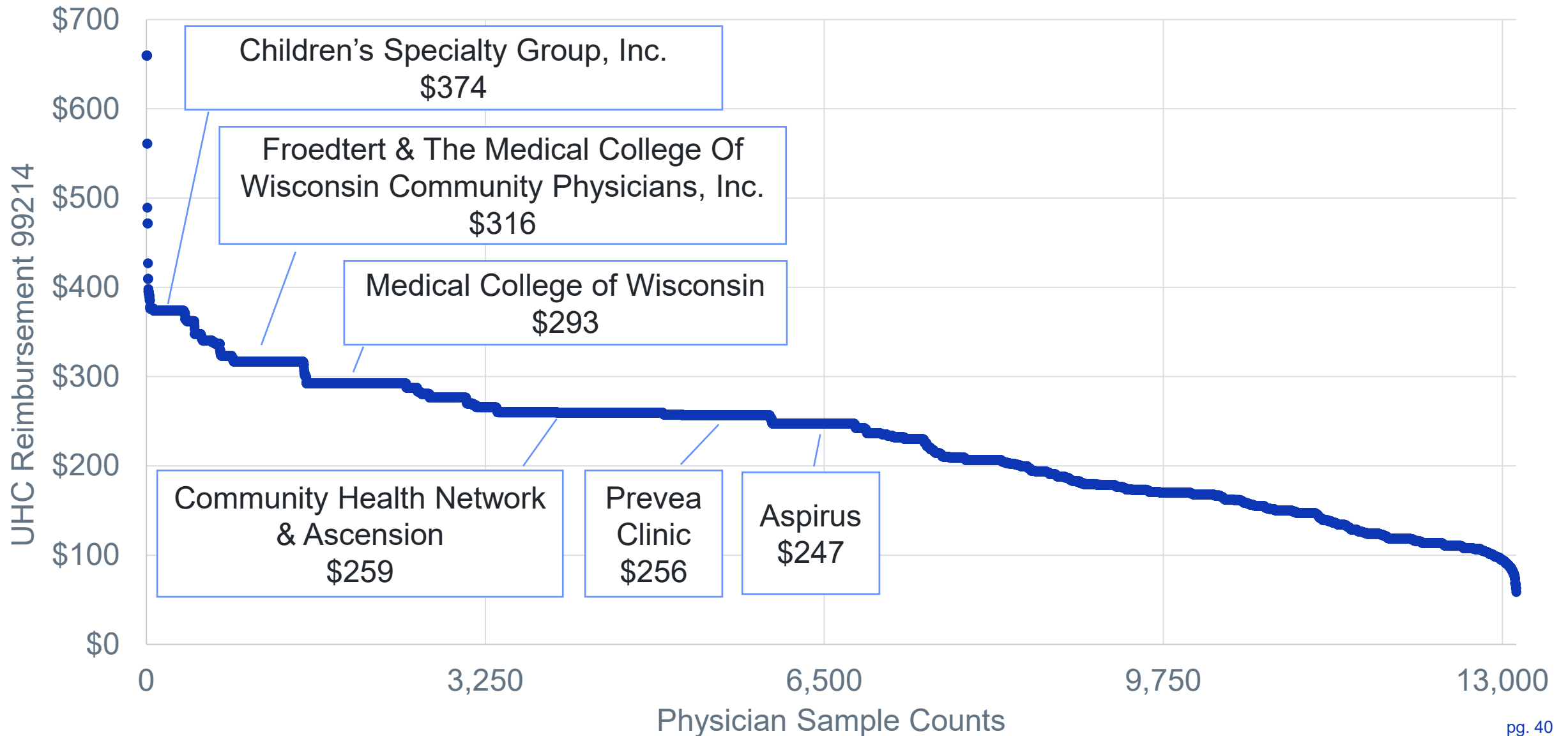
Source: Competition in Health Insurance. A comprehensive study of U.S. markets. American Medical Association. 2024.

## Commercial Reimbursement: Wisconsin Local Market

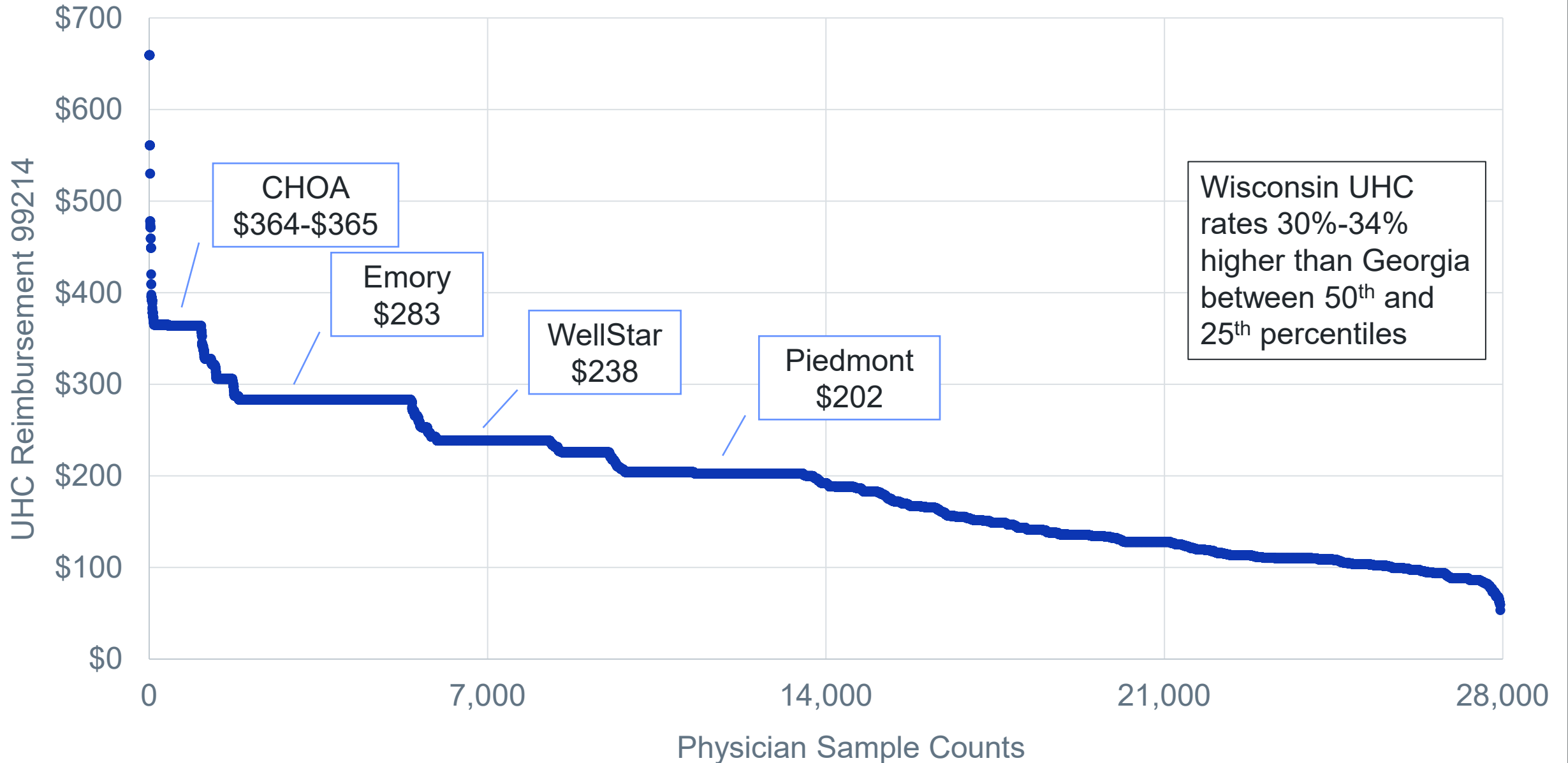
CBSA	Specialties	Commercial Reimbursement % of Medicare (Overall)
Appleton, WI	Primary Care	216%
Eau Claire, WI		274%
Green Bay, WI		231%
Madison, WI		232%
Milwaukee-Waukesha-West Allis, WI		215%
State-WI		223%
Appleton, WI	Non-Primary Care	184%
Eau Claire, WI		231%
Fond du Lac, WI		205%
Green Bay, WI		213%
Madison, WI		189%
Milwaukee-Waukesha-West Allis, WI		186%
Oshkosh-Neenah, WI		198%
Racine, WI		172%
Sheboygan, WI		197%
State-WI	192%	

Source: Comparing Commercial and Medicare Professional Service Prices. Health Care Cost Institute. August 2020.

99214 Physician Reimbursement (Place of Service 11)  
UHC PPO Wisconsin 2025 (n=13,134)

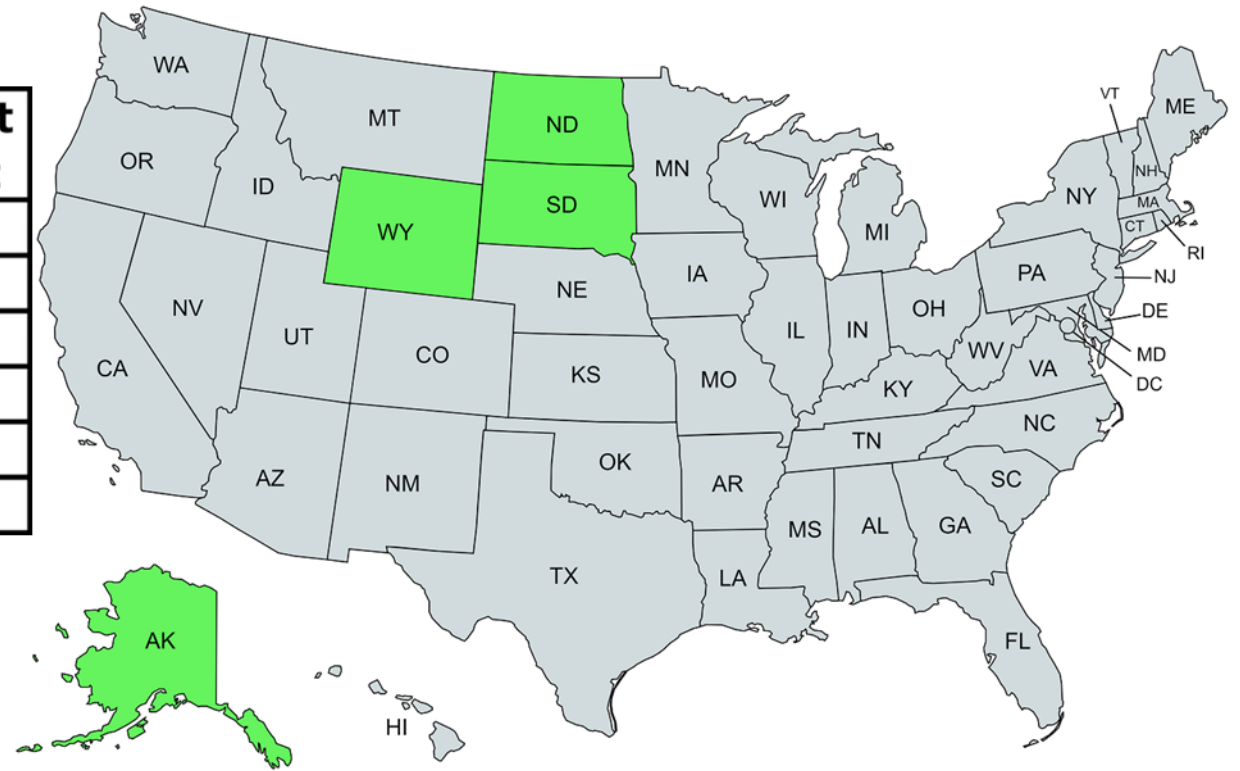


99214 Physician Reimbursement (Place of Service 11)  
UHC PPO Georgia 2025 (n=27,948)



## Supply-and-Demand Shortage Impacts

State	FTE MD/DO Residents	2022 Population	Population/ Resident	Cost Rpt Wrksht
WY	18.0	581,629	32,313	S-2
AK	32.4	733,276	22,611	E-4
MT	80.3	1,122,878	13,991	E-4
ID	98.6	1,938,996	19,659	E-4
SD	138.7	909,869	6,559	E-4
ND	143.2	778,912	5,439	E-4



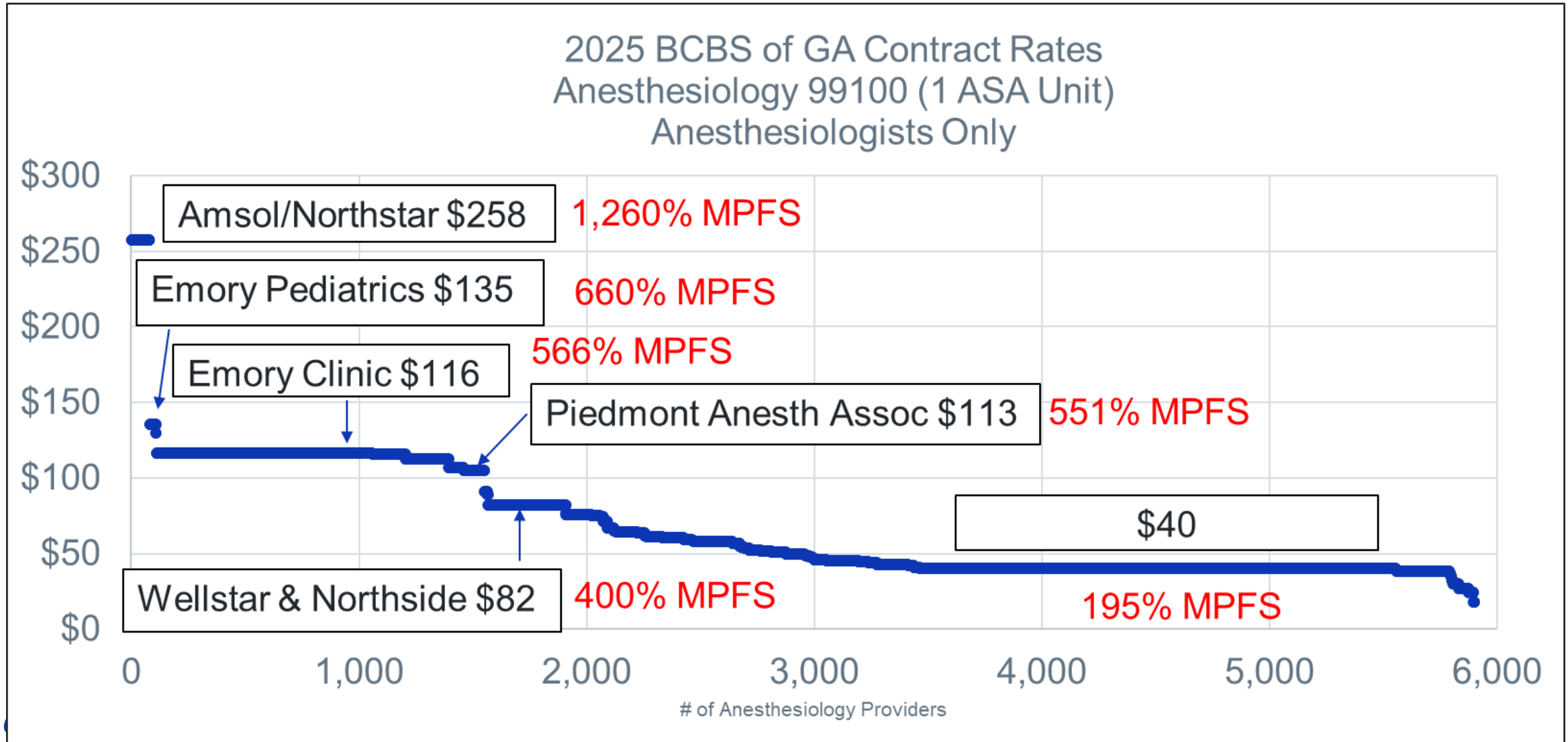
## Supply-and-Demand Shortage Impacts

### 99214 Family Medicine Commercial Reimbursement Largest Commercial Payor by State (2025)

Contracts	Payor	Locality	25 <sup>th</sup> Perc	50 <sup>th</sup> Perc	75 <sup>th</sup> Perc	90 <sup>th</sup> Perc	25 <sup>th</sup> % Mdcr	50 <sup>th</sup> % Mdcr	75 <sup>th</sup> % Mdcr	90 <sup>th</sup> % Mdcr
7	Premera AK	Alaska	\$383	\$453	\$453	\$453	241%	285%	285%	285%
473	Premera AK	Alaska	\$316	\$316	\$338	\$484	199%	199%	212%	304%
3418	BCBS ID	Idaho	\$240	\$240	\$248	\$248	205%	205%	211%	211%
619	BCBS MT	Montana	\$202	\$202	\$202	\$202	162%	162%	162%	162%
18	BCBS ND	North Dakota	\$273	\$273	\$273	\$273	222%	222%	222%	222%
481	Avera SD	South Dakota	\$203	\$211	\$211	\$211	166%	172%	172%	172%
44	Avera SD	South Dakota	\$202	\$202	\$202	\$202	165%	165%	165%	165%
14	Avera SD	South Dakota	\$181	\$181	\$181	\$181	148%	148%	148%	148%
121	Avera SD	South Dakota	\$125	\$125	\$125	\$125	103%	103%	103%	103%
182	CIGNA WY	Wyoming	\$142	\$163	\$187	\$196	114%	132%	151%	158%

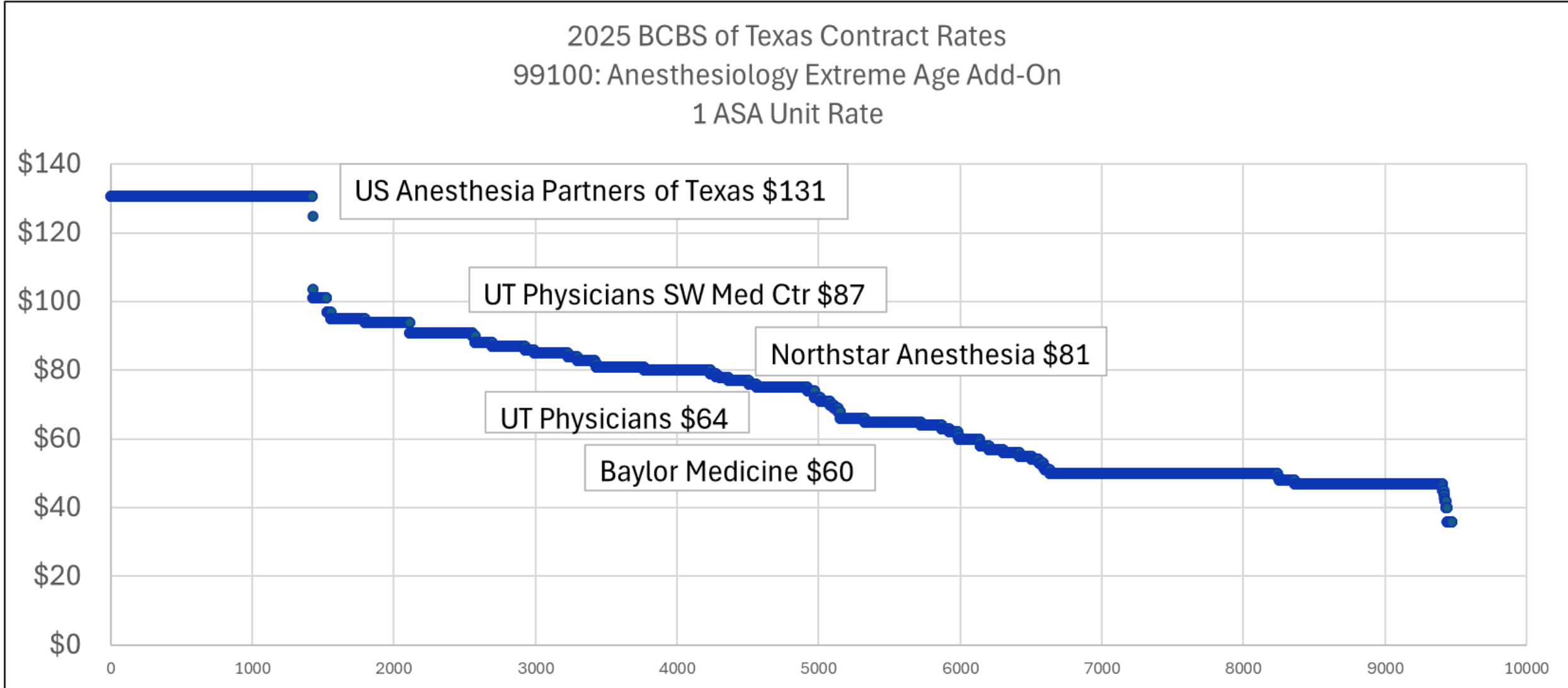
## Anesthesiology (Professional)

- 2025 professional Medicare reimbursements for 99100 (1 ASA unit) is \$20.48 in Atlanta and \$20.09 in the Rest of Georgia.



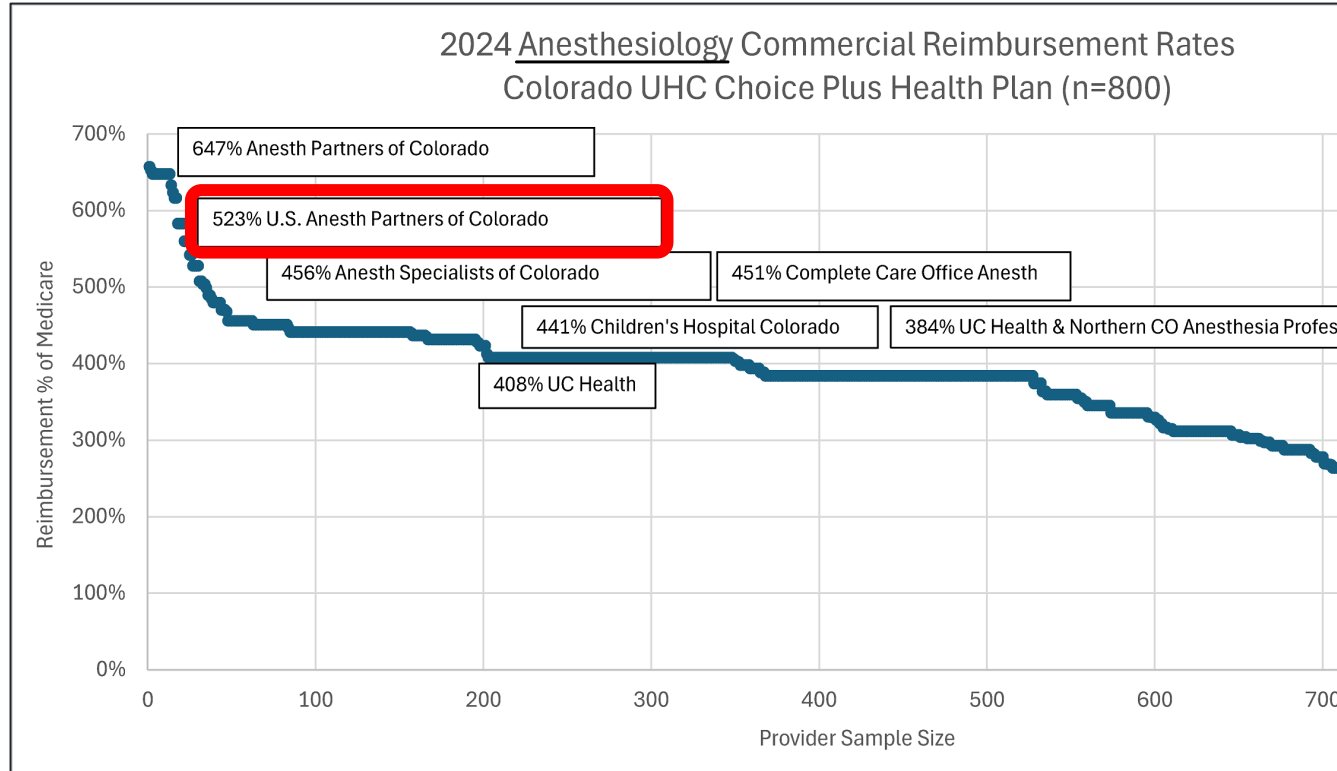
## Anesthesiology (Professional)

- In many markets, national chains like U.S. Anesthesia Partners dominate commercial reimbursement.



# State of Colorado v. U.S. Anesthesia Partners of Colorado

- Antitrust Settlement: February 23, 2024 (CASE NUMBER: 2024CV30595)



## INJUNCTIVE RELIEF

### A. RELINQUISHMENT OF EXCLUSIVE HOSPITAL CONTRACTS WITH COMMONSPIRIT HEALTH

3. Relinquishment of Five Facility Agreements. USAP Colorado agrees to relinquish its facility agreements at five (5) hospitals in the Denver-Boulder area and in Durango:

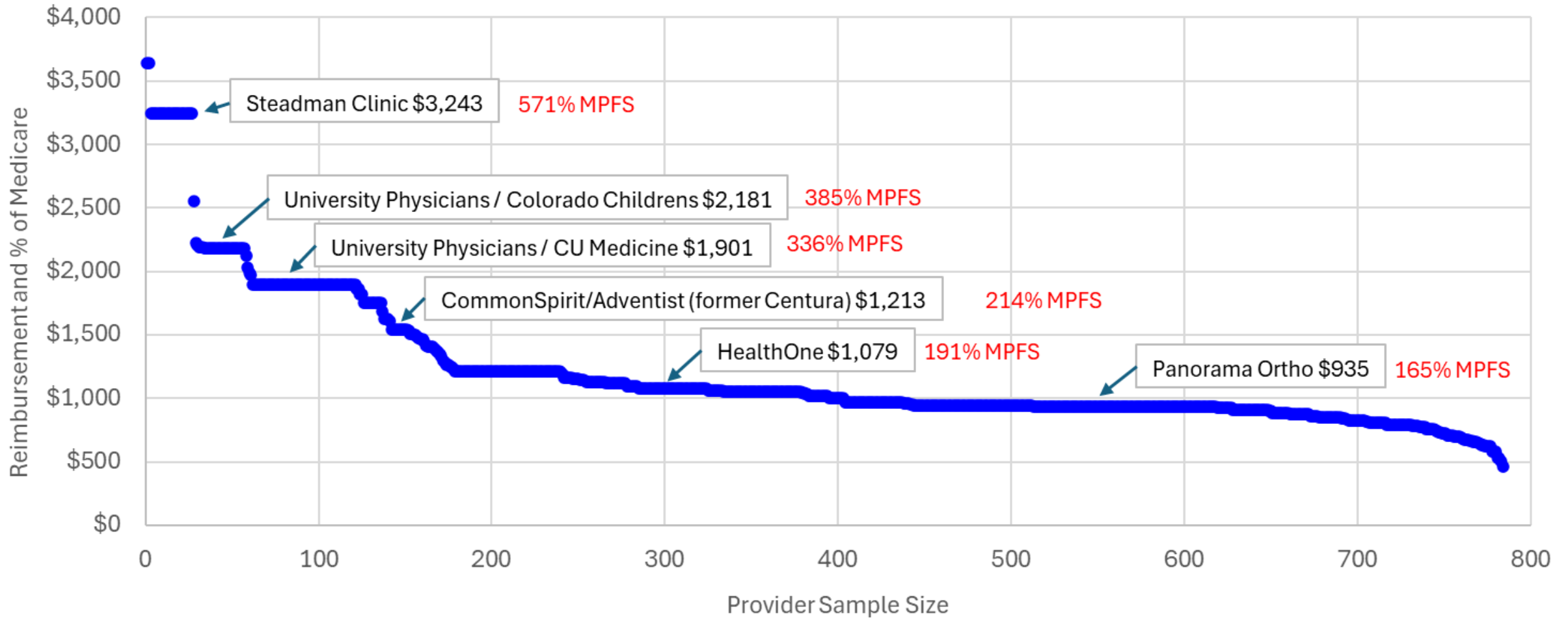
- CommonSpirit - St. Anthony Hospital, 11600 W 2nd Place, Lakewood, CO 80228;
- CommonSpirit - St. Anthony North Hospital, 14300 Orchard Pkwy., Westminster, CO 80023;
- OrthoColorado Hospital, 11650 W 2nd Place, Lakewood, CO 80228;
- CommonSpirit - Longmont United Hospital, 1950 Mountain View Ave., Longmont, CO 80501; and
- CommonSpirit - Mercy Hospital, 1010 Three Springs Blvd., Durango, CO 81301.

4. Clinical Roster. On or before thirty (30) business days after the date of this Judgment, USAP Colorado will provide a current roster of all USAP clinicians primarily serving any of the five (5) hospitals listed in Paragraph 3.

5. Waiver of Non-compete Provisions for Clinicians at the Five Facilities. Until one year following the date of this Judgment, USAP Colorado will waive or release the non-compete provision in the employment agreement for any clinicians primarily serving the five (5) hospitals listed in Paragraph 3, and as reflected in the Clinical Roster provided to the Attorney General pursuant to Paragraph 4, to allow CommonSpirit to staff and support anesthesia services at the five (5) hospitals.

# Colorado Orthopaedic Professional Reimbursement

2025 Orthopaedic Surgery Professional Commercial Reimbursement Rates  
Colorado UHC PPO Health Plan (n=784)  
CPT 29880



# Use Applications

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# Commercial Reimbursement Data Uses

## Uses

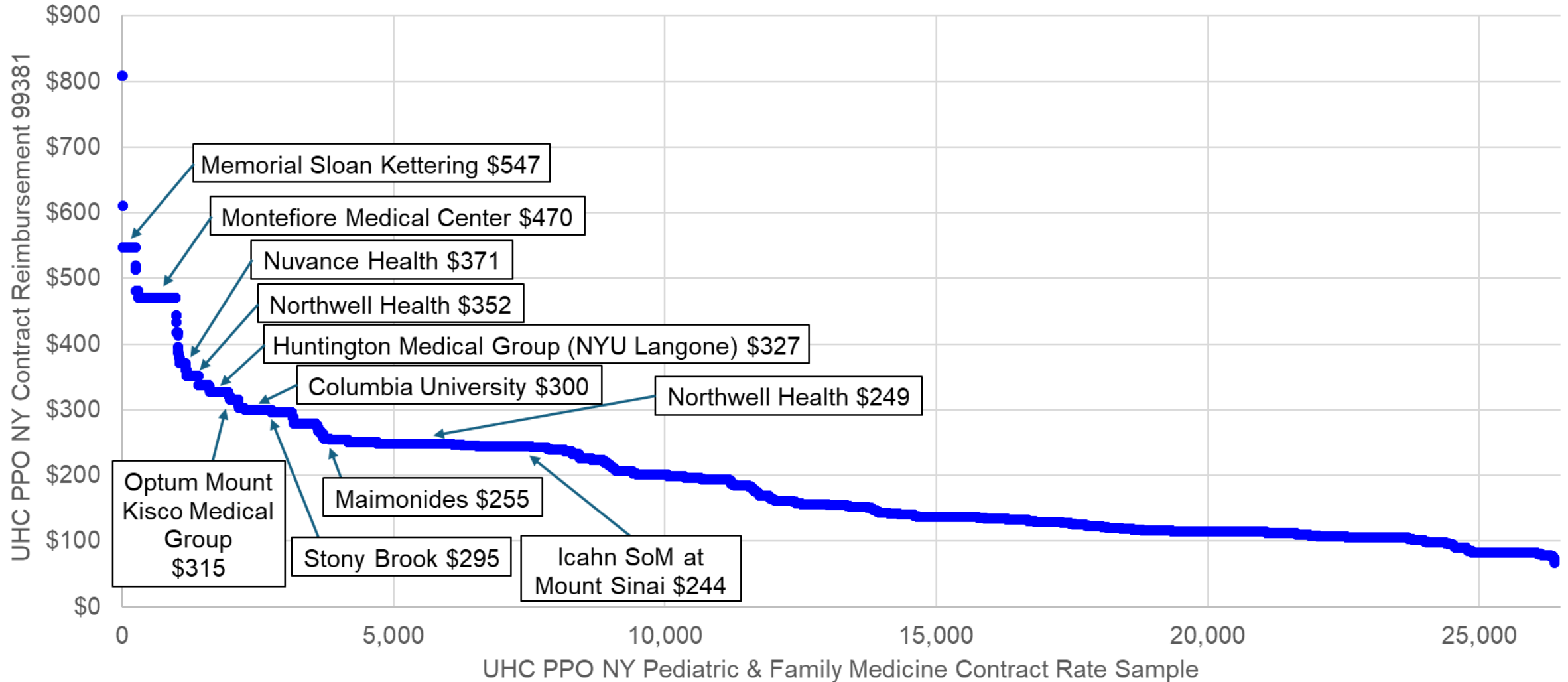
- Benchmarking
- Pro forma financial projections
- Services not covered by Medicare
  - Professional consults (99242-5,99252-5)
  - Dental & vision services
  - Behavioral & mental health services
  - Well-child care visits
  - 16 new telemedicine codes (98000-98015)
  - Fertility treatments (employer-sponsored benefit)
- New services
  - Inpatient cell therapy: CAR T-cell therapy
    - Kymriah, Yescarta
  - Inpatient gene therapy: Sickle cell therapy
    - Casgevy, Lyfgenia

## Uses

- Managed care contracting
- Hospital-based service planning
  - Anesthesiology, hospitalist, radiology
- Strategy
  - New service line development
  - FQHCs, RHCs, CAHs, and other alternative payment models

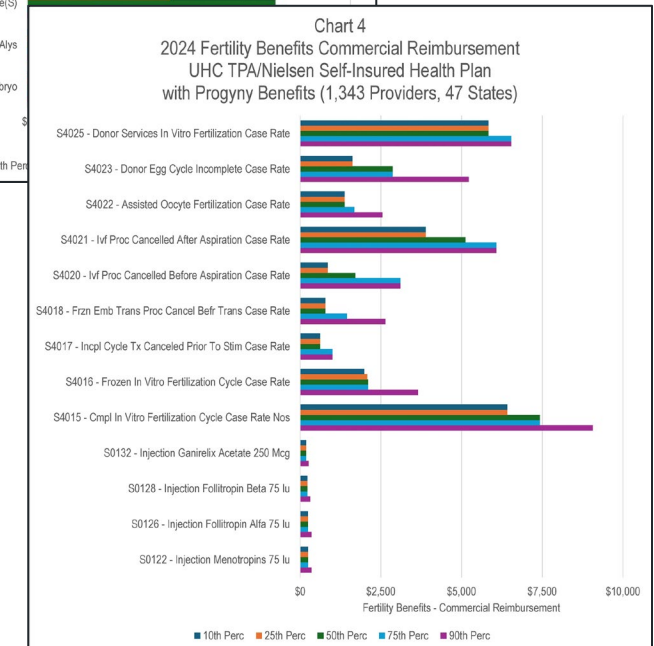
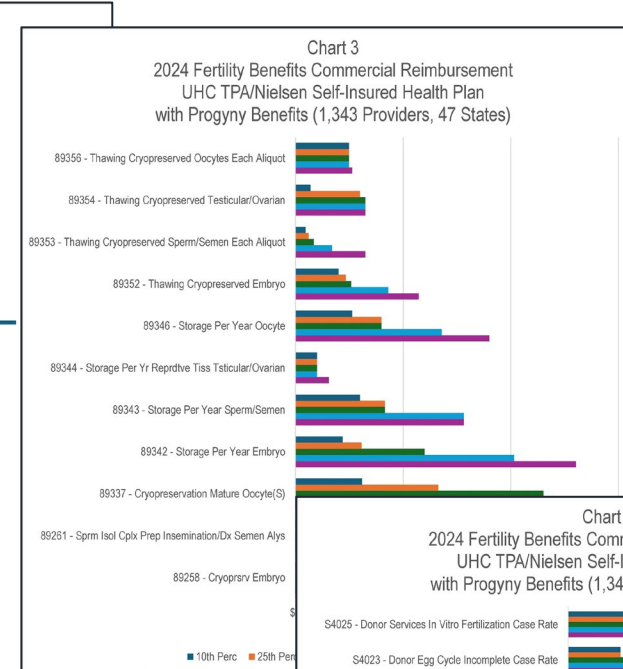
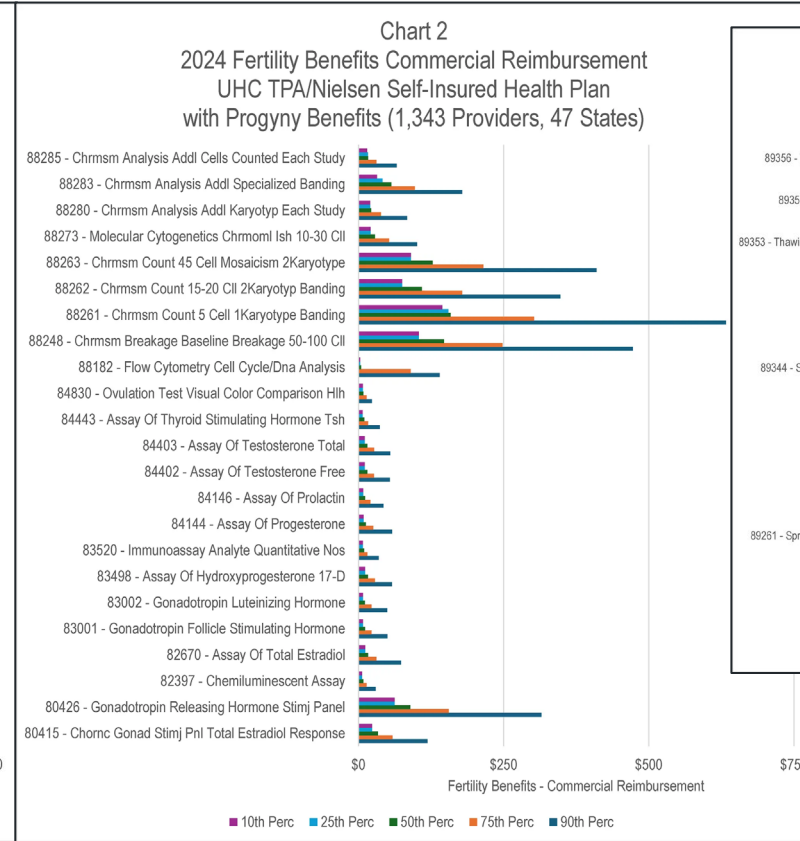
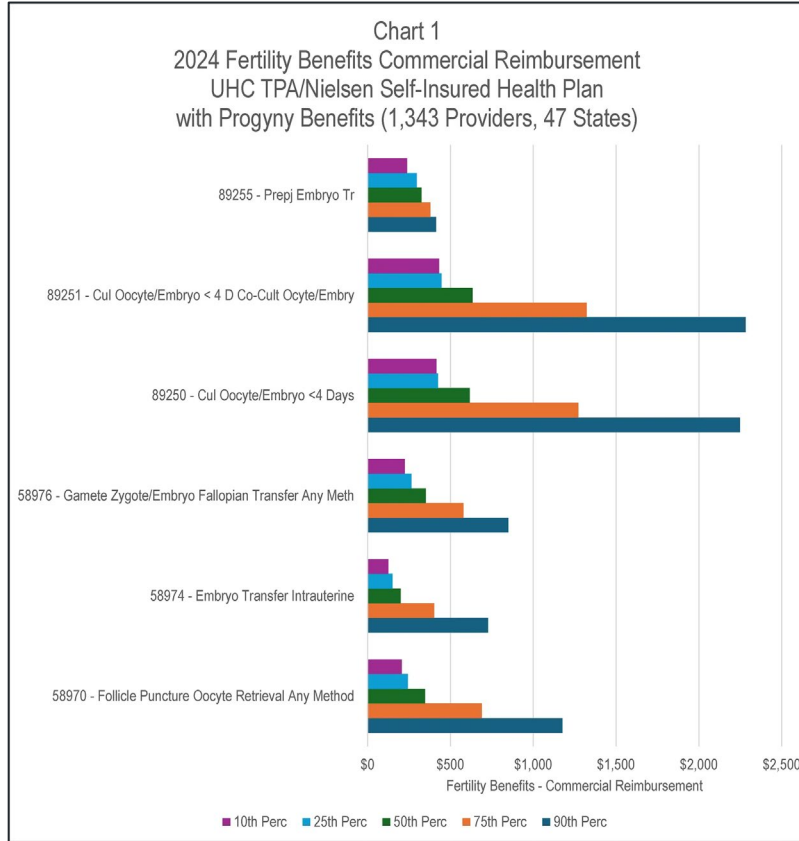
## Well Child Visit <1 Year (NOT on Medicare Physician Fee Schedule)

99381 Well Child Visit <1 Year (Pediatrics & Family Med)  
2025 UHC PPO NY Contract Rates (n=26,465)



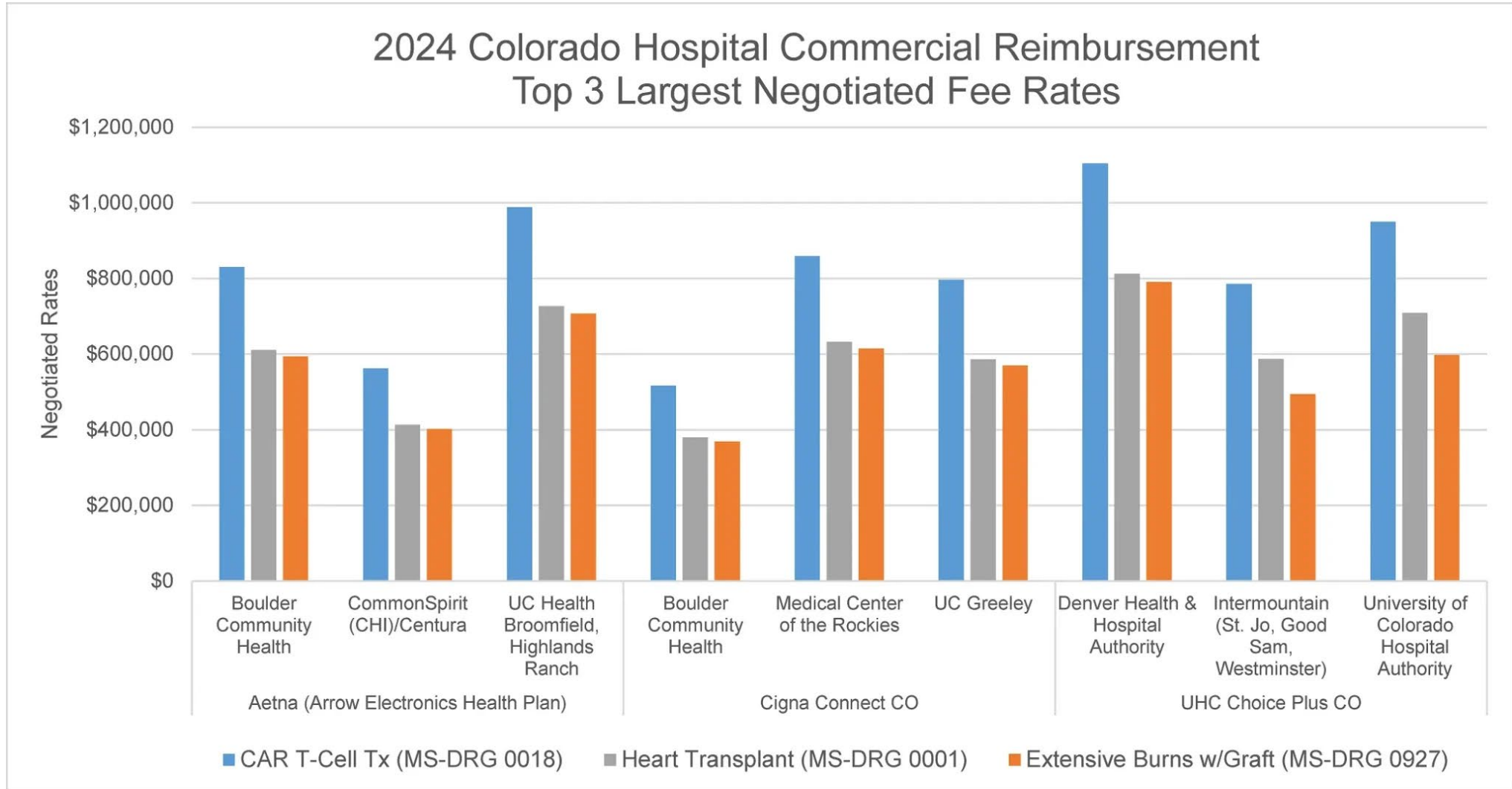
# Fertility Treatment Pricing

- Employer-sponsored fertility benefits are part of health plans—now reportable under technical definitions in regulations



# New Treatment Pricing

- Inpatient cell therapy: CAR T-cell therapy (Kymriah, Yescarta) was #1 highest reimbursed commercial service in 2024
- Sickle cell gene therapy (Casgevy, Lyfgenia) will blow CAR T-cell therapy away by factor of 2-3 times higher rates



# CLOSING

Powerful crystal ball for:

- 1) NEW service lines, NEW businesses, and NEW emerging treatments
- 2) Financial forecasting & budgeting
- 3) Strategic planning

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# Questions?

Nicholas A. Newsad, MHSA

VP of Innovation

[nnewsad@cokergroup.com](mailto:nnewsad@cokergroup.com)

(678) 710-8953

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