

# Don't Be Number One!

## Sliding Fee Scales and Individual Patient Caps

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2010 Ryan White HIV/AIDS Grantee Meeting

Speaker Disclosure: Neither I nor my family have a financial arrangement or affiliation with a commercial interest as defined by the ACCME.



**Susan (circa 1999)**

# Set Expectations

- Grantee organization
- All HIV providers/ team members
- Patients



# Convince Your Organization

- Cost Savings in Emergency and Inpatient Services
- Cost-effective once implemented
- Flexibility of income can offset program expenses
- Screen for other pay sources
- Required by law



# Convince Your Team

- Every team member should understand and support requirements and purpose
- Provides flexible income dollars (continuing education, extra program services)
- Allows funding for new patients



# Convince Your Patients

- Assistance in qualifying for other programs
- Pride in contributing
- Allows for extra services
- Comfort in awareness of cap
- Requirement of funding

# Sliding Fee Scale

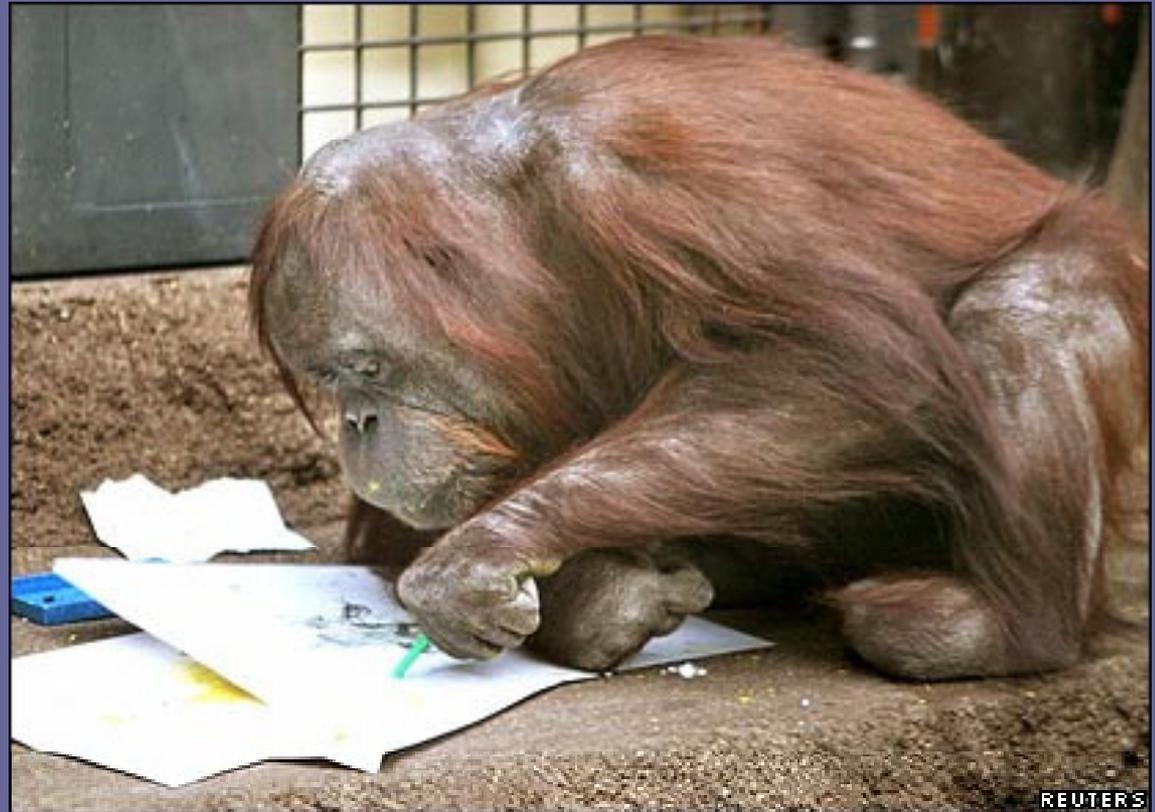
- **Who?** Every patient enrolled
- **What?** Assessment of patient contribution
- **When?** Annual financial screening
- **Where?** Intake, registration, billing
- **Why?** Requirement, program income

HOW?



# What are your resources?

- Staff
- Screening
- Collecting
- Billing
- Tracking



# Individual Patient Caps

## Organizational Responsibilities:

- Staff education
- Patient education
- Procedure/ responsible person(s) to ascertain patient pay percentage
- Procedure/ responsible person(s) to track annual patient billings
- Reporting as program income

# Individual Patient Caps

## Patient Responsibilities:

- Provide proof of financial status
- Pay their share of the care costs
- Save medical receipts for care received outside of the program

# Sample Patient Letter

## Care Team Patients:

Ryan White funding (which pays for our program) requires that the Clinic at New Hanover follow certain rules concerning patient care charges. These rules require us to use a sliding fee scale based on your income and to put a cap on how much you pay each year on your TOTAL medical expenses. The sliding fee scale and cap amounts change every year based on the Federal Poverty Level.

The sliding fee scale is calculated when you fill out your application for the program. You will receive a letter from Patient Financial Services telling you what (if any) percent of your charges you are responsible for.

You must keep all of your medical receipts in order to determine if you have reached the cap of what you must pay out-of-pocket. Once you have reached the cap, you will no longer be charged for your care at New Hanover.

Attached are the most recent sliding fee scale and the patient cap on charges. If you have any questions, .....



# Questions???

- Ryan White Grant Guidance
- Federal Project Officer
- Target Center  
[www.careacttarget.org](http://www.careacttarget.org)
- Poverty Guidelines  
[aspe.hhs.gov/poverty](http://aspe.hhs.gov/poverty)