IT'S TIME TO REFRESH AND STAY UP TO DATE WITH COMPLIMENTARY PROGRAMS OFFERED BY SANOFI PASTEUR INC.

UPDATED for 2020-2021

# CRACKING THE CODES:

# CODING AND BILLING FOR SANOFI PASTEUR PRODUCTS

Coding and billing for vaccinations can be complicated.

Doing it right the first time, and every time, is vital to the success of your immunization goals.

**SANOFI PASTEUR UNDERSTANDS THIS AND OFFERS COMPLIMENTARY PROGRAMS TO ASSIST YOU.**

## INFLUENZA VACCINATION LIVE WEBINARS WITH Q&A

Join us for a live webinar followed by a Q&A with our expert.

## ON-DEMAND VIDEOS/RESOURCES FOR *ALL* SANOFI PASTEUR PRODUCTS

View the program's on-demand videos at your convenience 24/7.

**NEW!** Review opportunities to improve your coding and billing processes

SANOFI PASTEUR

# INFLUENZA VACCINATIONS: JOIN US FOR A *LIVE* WEBINAR WITH Q&A

It's influenza immunization season again. You need to be ready and we have the answers! Start the season with a thorough review of coding, billing, and payment for influenza vaccinations for pediatric patients specifically or for patients of all ages.

**CODING AND BILLING FOR SANOFI PASTEUR INFLUENZA VACCINATIONS**

- Goal is to provide you with the information you need to be confident your office is billing correctly and completely
- Understand the essential information needed to code and bill for these vaccinations
- Review Medicaid modified billing and payment rules for VFC and privately-purchased vaccines
- Review Medicare billing and payment (find this information in the events held for adult patients)
- Understand charge and payment benchmarks
- Consider opportunities to improve your coding and billing processes

**There are 4 LIVE events available for your convenience with 2 viewing options:**
**Adult and Pediatric Patients and Pediatric Patients**

**2** webinars on Coding and Billing for Sanofi Pasteur Influenza Vaccinations for Adult and Pediatric Patients (75 minutes)
**2** webinars on Coding and Billing for Sanofi Pasteur Influenza Vaccinations for Pediatric Patients (60 minutes)

| Date | Webinar Type | Eastern | Central | Mountain | Pacific |
|---|---|---|---|---|---|
| Thursday, August 27, 2020 | Adult and Pediatric Patients | 1:00 PM | 12:00 PM | 11:00 AM | 10:00 AM |
| Tuesday, September 15, 2020 | Adult and Pediatric Patients | 3:00 PM | 2:00 PM | 1:00 PM | 12:00 PM |
| Tuesday, August 25, 2020 | Pediatric Patients | 12:00 PM | 11:00 AM | 10:00 AM | 9:00 AM |
| Wednesday, September 2, 2020 | Pediatric Patients | 2:00 PM | 1:00 PM | 12:00 PM | 11:00 AM |

**Pre-registration is required to secure your spot. REGISTER NOW!**

Visit **www.CrackingTheCodesTraining.com**

**To register for this *complimentary* webinar, simply:**

- Complete the registration. Select the live session(s) you will attend. You will receive a confirmation e-mail with login information
- You will also receive a reminder e-mail 24 hours prior to the program
- If you have trouble registering, please contact Technical Support at **1-855-341-2395**

# *ALL* SANOFI PASTEUR PRODUCTS: VIEW OUR ON-DEMAND VIDEOS

**BE SURE YOU ARE CODING AND BILLING CORRECTLY FOR THE SANOFI PASTEUR PRODUCTS YOU PROVIDE!** Correct coding leads to correct payment. Understand vaccination payments and the direct and indirect costs they should cover.

**CUSTOMIZE YOUR VIEW!** Our goal is to provide you with the information you need to be confident your office is billing correctly and completely. You can choose to limit your view of the webinar to the topics and products that are relevant to your practice. Products and topics are divided into modules, allowing you to select only the information you need, without having to review information that is not applicable.

## CODING AND BILLING FOR SANOFI PASTEUR PRODUCTS BREAKING IT DOWN!

## VIEW THE TOPICS THAT MATTER TO YOU, ONLINE, AT YOUR CONVENIENCE!

**Select the modules you would like to view at: www.CrackingTheCodesTraining.com**

| | Pediatric | Adult |
|---|---|---|
| ☑ Module 1: Prepare for Success UPDATED | ✓ | ✓ |
| ☑ Module 2: Pediatric Immunization Administration Coding | ✓ | |
| ☐ Module 3: Adult Immunization Administration Coding | | ✓ |
| ☑ Module 4: Sanofi Pasteur Product Coding (Select the products **YOU WOULD LIKE TO VIEW**) | ✓ | ✓ |
| ☑ Module 5: Pediatric Vaccination Medicaid Billing and Payment | ✓ | |
| ☐ Module 6: Adult Vaccination Medicaid Billing and Payment | | ✓ |
| ☐ Module 7: Adult Vaccination Medicare Part B Billing and Payment | | ✓ |
| ☐ Module 8: Adult Vaccination Medicare Part D Billing and Payment | | ✓ |
| ☑ Module 9: Vaccination Payment | ✓ | ✓ |
| ☑ Module 10: Pediatric Case Studies | ✓ | |
| ☐ Module 11: Adult Case Studies | | ✓ |
| ☐ Module 12: Influenza Case Studies | ✓ | ✓ |
| ☐ Module 13: Roster Billing Instructions | | ✓ |
| ☑ Module 14: Q & A Session Coding and Billing for Influenza Vaccination | ✓ | ✓ |

# *ALL* SANOFI PASTEUR PRODUCTS: EASILY ACCESS BILLING RESOURCES

Access our vast library of coding and billing resources, including state-specific Medicaid billing summaries.

- AAP[a] Administration Coding FAQs
- AAP Business Case for Pricing Administration
- AAP Business Case for Pricing Vaccines
- AWPs[b]
- Coding & Billing for Influenza Vaccinations
- Coding for Immunizations Performed at a Visit
- FQHC[c] Medicare Billing
- Home Health Agency Medicare Billing
- Hospice Medicare Billing
- Hospital Medicare Billing
- Medicare Part B Immunization Billing
- Medicare Part D Vaccines
- Medicare Roster Billing
- Product-Specific C&B Sheets
- Proper Coding for Sanofi Pasteur Products
- Reporting NDCs[d]
- RHC[e] Medicare Billing
- SNF[f] Medicare Billing
- State-Specific Medicaid Summaries
- Vaccination ICD-10[g] Codes
- Vaccine C&B Checklist
- VFC[h] Regional Maximum Fees

**To access on-demand videos and resources, or to register for a live event, simply visit**

**www.CrackingTheCodesTraining.com**

[a] AAP = American Academy of Pediatrics.
[b] AWP = Average Wholesale Price.
[c] FQHC = Federally Qualified Health Center.
[d] NDC = National Drug Code.
[e] RHC = Rural Health Center.
[f] SNF = Skilled Nursing Facility.
[g] ICD-10 = International Classification of Diseases, 10th Revision.
[h] VFC = Vaccines for Children Program.

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## Target audience:

Physicians, pharmacists, practice managers, nurse practitioners, office administrators, physician assistants, registered nurses, medical assistants, and reimbursement and billing staff

# This program features:

**Kathleen Hageman, CPA**
Reimbursement Consultant

Kathleen has more than 20 years of experience working specifically on vaccine coding and payment. She has been an industry member of the American Medical Association's Vaccine Coding Caucus. Prior to becoming a consultant, Kathleen worked as a coding and reimbursement specialist for Sanofi Pasteur Inc. She has held the positions of Director of Reimbursement for a large multispecialty physician group and Director of Strategic Planning and Development for a hospital system. Kathleen is a certified public accountant (CPA) with a unique expertise in vaccine reimbursement.

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View the topics relevant to your practice by visiting:
**www.CrackingTheCodesTraining.com**

Some quotes from our prior coding and billing webinars:

*"Thanks so much. This is the best thing I do all year for education. Love it!"*

*"I love that we can download the information that you just reviewed with us. Thank you so much."*

*"I think the links to the resources will be extremely helpful to our practice."*

Value transfers to licensed health care professionals by pharmaceutical companies may need to be reported according to certain state laws, as well as the federal Sunshine Act provisions.

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