



FIVE INNOVATIVE WAYS TO DEPLOY ADVANCED PRACTICE PROVIDERS

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BRANDON MYERS

REGIONAL ACCOUNT PARTNER



PAM OGRABISZ, DNP, FNP-BC

VICE PRESIDENT OF CLINICAL OPERATIONS,
LT TELEHEALTH AND LOCUMTENENS.COM



ELIZABETH PRATER

SENIOR ACCOUNT EXECUTIVE,
RECRUITING

LEARNING OBJECTIVES

1

Understand market challenges around utilization of Advanced Practice Providers (APPs) and recognize need for collaborative care models.

2

Examine how top healthcare organizations and hospitals to deploy APPs to increase business and enhance operational efficiency.

3

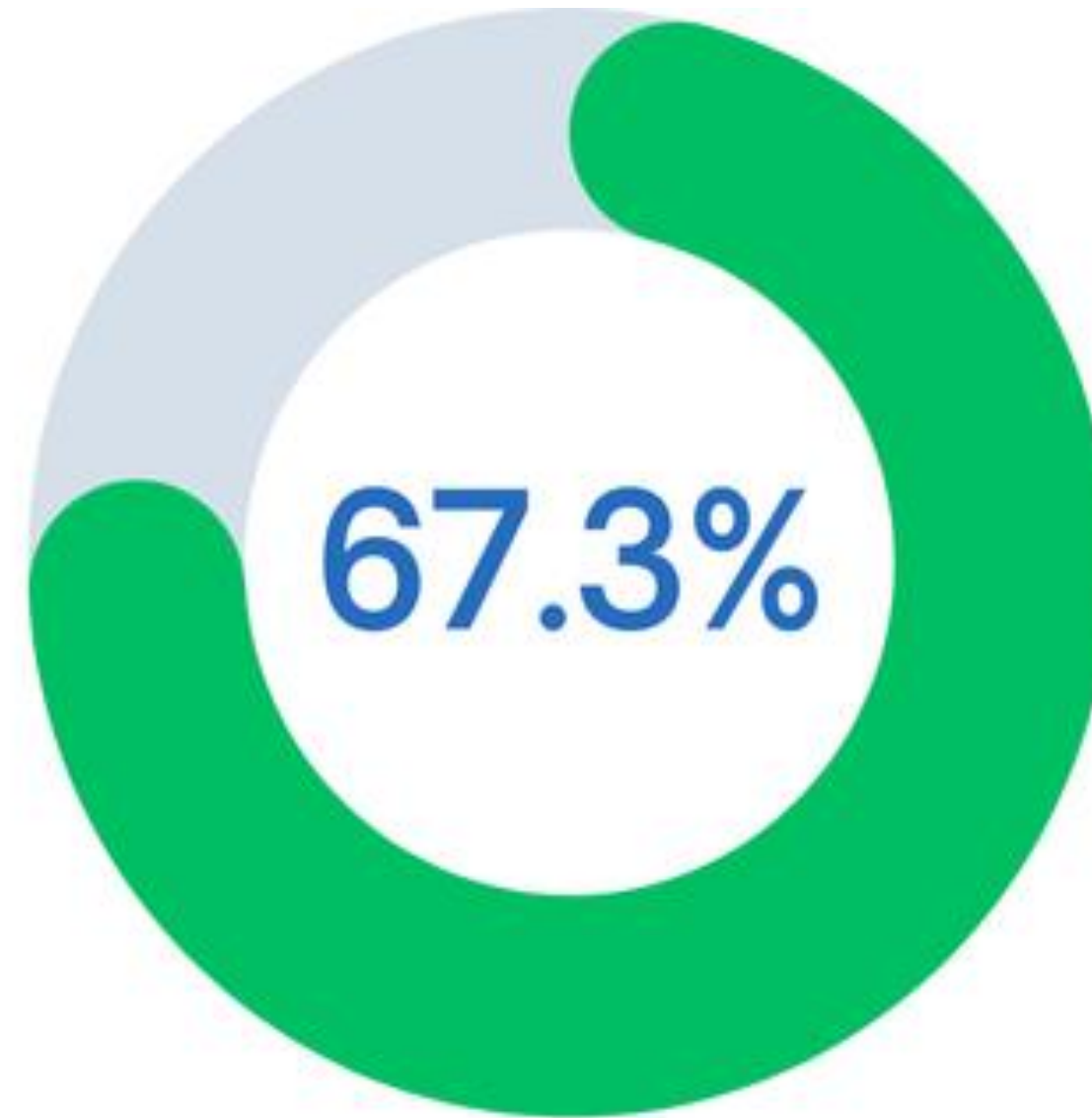
Assess innovative APP strategies and implement tailored approaches for unique business needs.



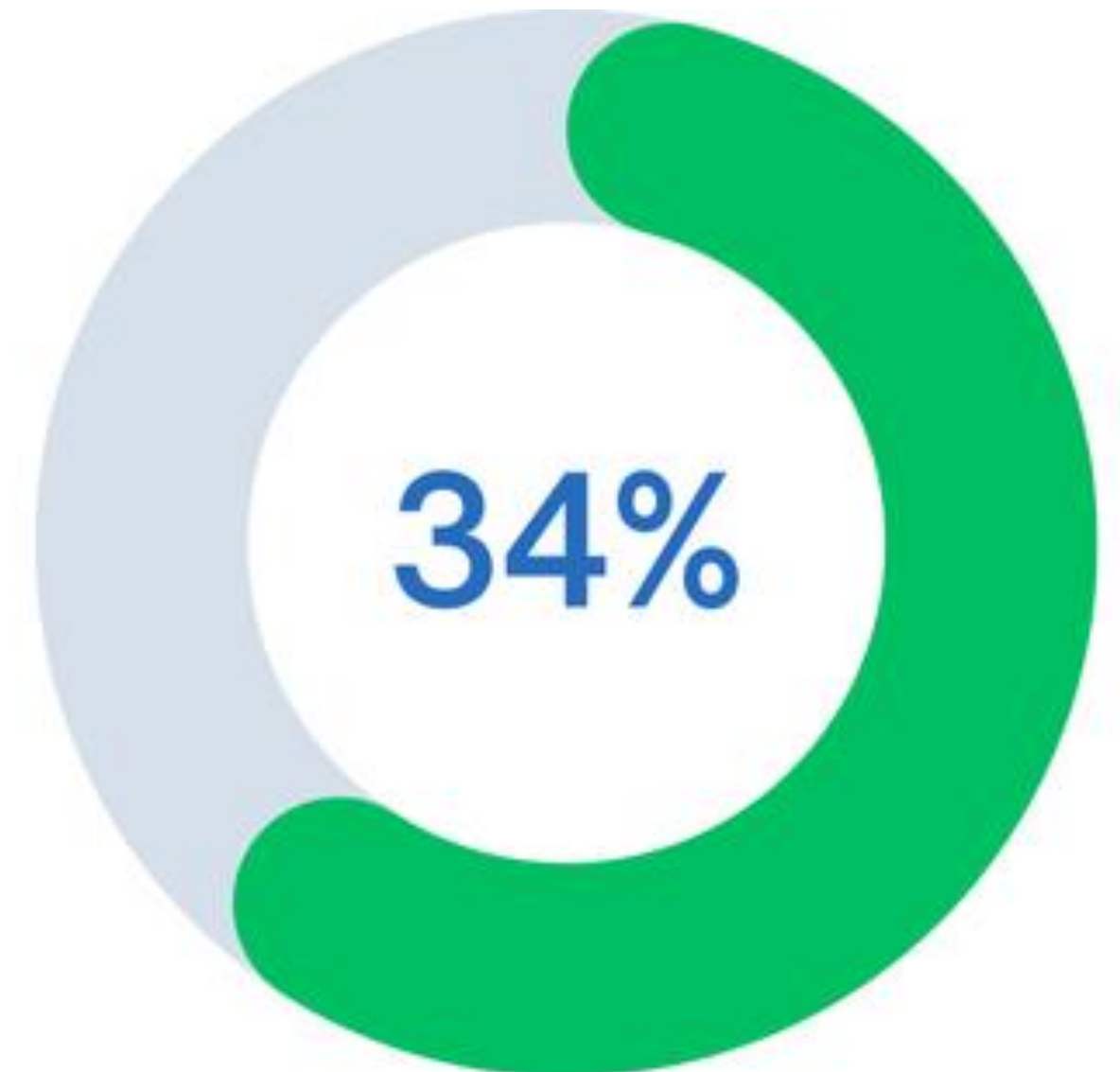
WHAT ARE THE GREATEST BENEFITS OF USING APPs AT YOUR FACILITY?

- APP's enable proper staffing rations to ensure that all patients receive needed care
- Flexibility to allocate physician labor to most critical areas
- Optimizing cost efficiency without compromising quality of care
- Delivering holistic and collaborative care
- Providing flexibility for call, night shifts, and weekends



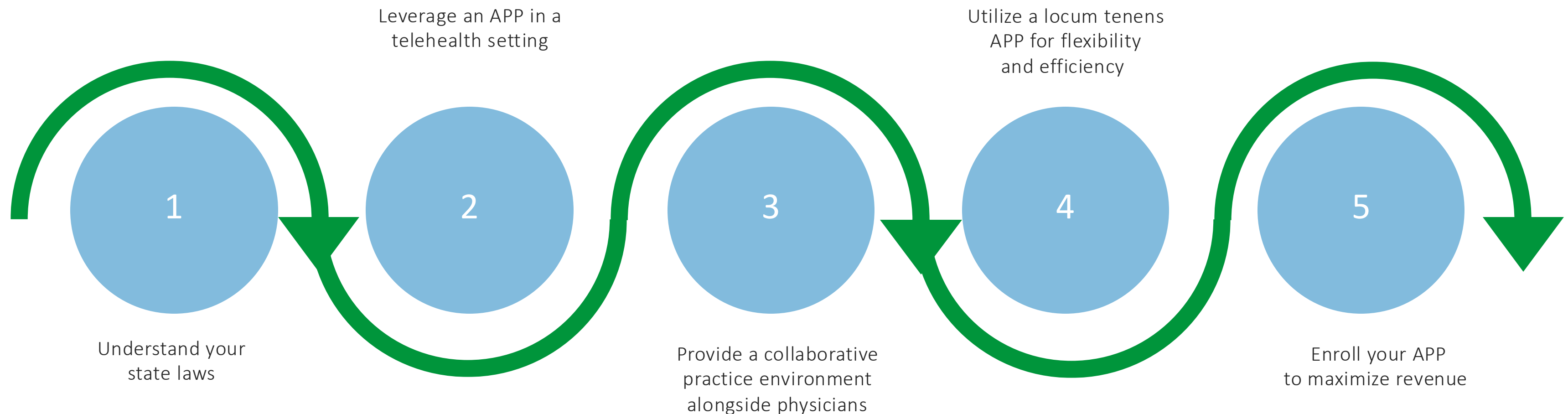


Growth of advanced practice providers will outpace that of physicians.



Increase in the number of placements made in the past 2 years.

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2024 NURSE PRACTITIONER SCOPE OF PRACTICE



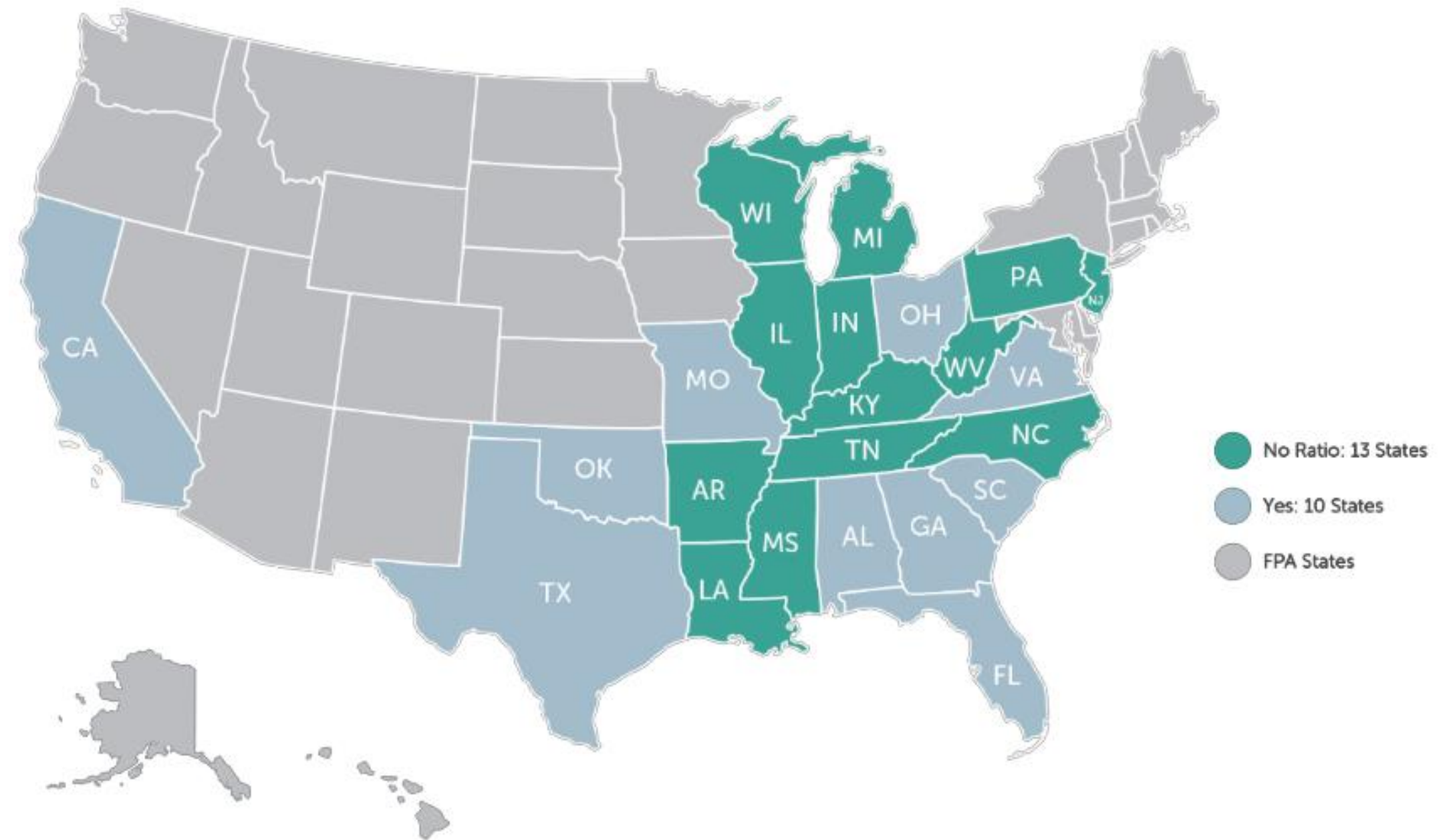
Full Practice

Reduced Practice

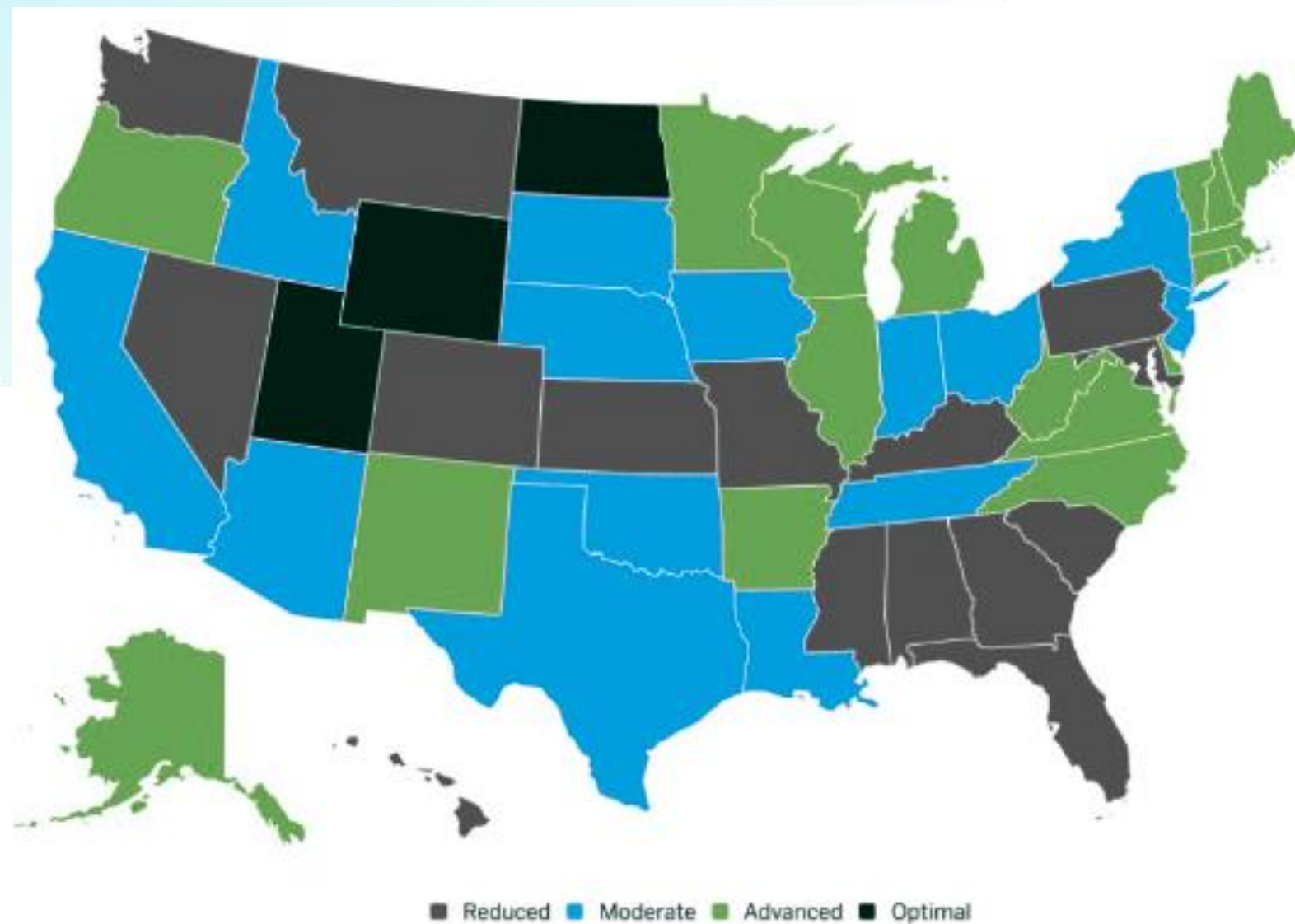
Restricted Practice



NP RATIO LIMITS FOR SUPERVISING AGREEMENTS



PHYSICIAN ASSOCIATE SCOPE OF PRACTICE



Currently, 39 states define a maximum number of physician associates that a physician may supervise at one time.

Those that do not limit the number of PAs an MD can supervise include:

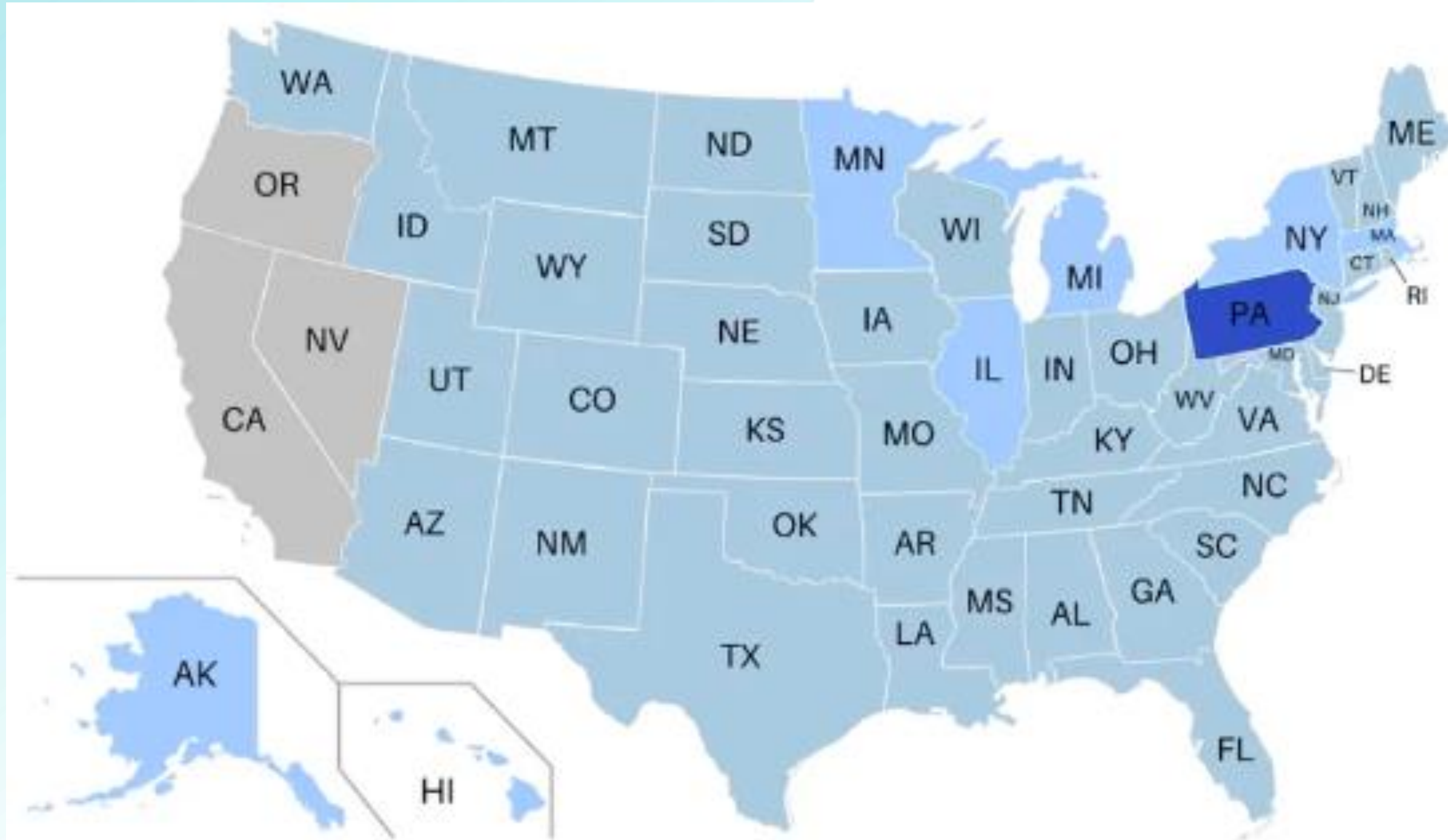
- Alaska
- Arkansas
- Maine
- Massachusetts
- Montana
- New Mexico
- North Carolina
- North Dakota
- Rhode Island
- Tennessee
- Vermont

UNDERSTAND LAWS AND BYLAWS

- Hospitals may have bylaws that are more restrictive around APP practice than state laws.
- Bylaws are worth reviewing regularly, and can be amended to enhance the clinical practice of the permanent staff as well as 1099 contractors.
- Antiquated bylaws can prevent innovative staffing models from being deployed.
- Hospital recruiters and administrative staff must be notified when bylaws change, so they can operate in compliance.



COMPACT NURSING STATES



2

LEVERAGING AN APP IN A TELEHEALTH SETTING



WHAT ARE WE SEEING? TELEHEALTH TRENDS

LT TELEHEALTH
COVERAGE
REQUESTS HAVE

↑ 36%



OVER 2000

TELEHEALTH PROGRAMS DESIGNED FOR
OUR CLIENTS, WITH **500+ PROGRAMS**
CURRENTLY ACTIVE AT ANY GIVEN TIME

EXPANDED RANGE OF SPECIALTIES SERVED WITH TELEHEALTH

- Psychiatry
- Neurology
- Oncology
- Cardiology
- Nephrology
- PM&R
- Radiology
- Psychology
- Geriatrics
- Urgent Care
- Hospital Medicine
- PCCM
- Rheumatology
- Infectious Disease
- Primary Care
- General Surgery
- Hematology/Oncology
- Endocrinology
- Pulmonology
- Orthopedic Surgery
- Occupational Medicine
- Addiction Medicine

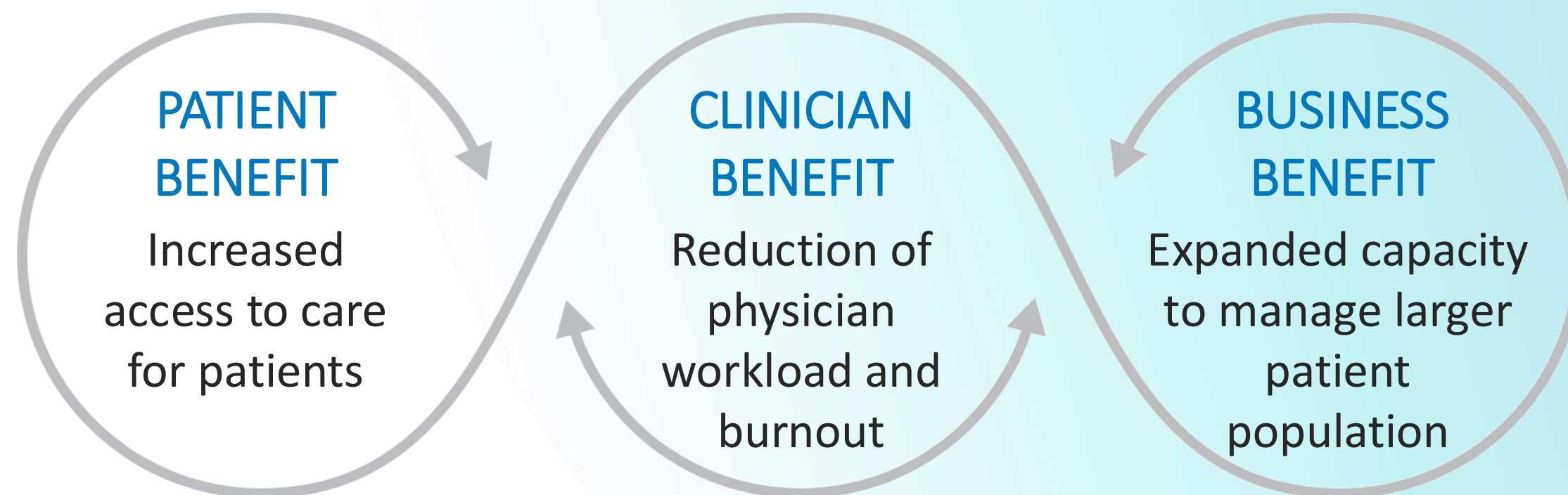
3

PROVIDE A COLLABORATIVE PRACTICE ENVIRONMENT WITH PHYSICIANS

Nearly a **quarter of respondents** say their physicians would be more likely to stay with their organization if given additional advanced practitioner support.

2023 MGMA Survey

TOP 3 BENEFITS OF USING APPs INCLUDE:



CLIENT EXAMPLE: APP-FORWARD HYBRID PRIMARY CARE MODEL

CHALLENGE

PROVIDING PRIMARY CARE AND GERIATRIC SERVICES ACROSS MULTIPLE LOCATIONS, DUE TO STAFFING AND LOGISTICAL CHALLENGES



- High turnover of physicians, due to burnout and administrative tasks



- Caused a temporary suspension of primary care and geriatrics services at multiple locations in one community

SOLUTION

CUSTOM-TAILORED SOLUTION COMBINING TECHNOLOGY AND APPs TO EASE THE BURDEN AND STREAMLINE THE WORK



- A telehealth program based on a hybrid model (combining onsite physicians and remote advanced practitioners)



- 12 board-certified fully remote family nurse practitioners to tackle prescriptions, daily charting and patient check-ins

4

UTILIZE A LOCUM TENENS APP FOR FLEXIBILITY AND EFFICIENCY

88%

OF CLINICIANS WHO HAVE
WORKED LOCUM TENENS
PLAN TO DO SO AGAIN



89% of healthcare organizations expressed satisfaction with quality of care of locum tenens.

43% of healthcare organizations brought locum tenens clinician on as a permanent employee.

2023 Clinician Survey by LocumTenens.com

The Innovation Imperative for Physician Retention (LocumTenens.com + MGMA, Oct. 2023)

WE KNOW ADVANCED PRACTICE

UTILIZE COVERAGE THROUGH
LOCUMTENENS.COM TO MAINTAIN
YOUR PATIENT BASE AND SUPPLEMENT
YOUR EXISTING STAFF

- As staff supply tightens and workloads increase, coverage by well-trained staff is crucial
- LocumTenens.com's advanced practice team offers experienced NPs, PAs, CRNAs, CNMs who have passed our stringent NCQA standards
- We offer shift-based locum tenens options on a short or long term basis including our Locums-to-Perm option
- We handle all of the details – credentialing, privileging, licensing, malpractice and travel
- We can provide supervising physicians/collaborating clinicians if required

BY THE NUMBERS

98,694

Nurse
Practitioners
in our system

48,064

Physician
Associates
in our system

30,694

Certified
Registered Nurse
Anesthetists (CRNAs)
in our system

2,010

Certified
Nurse Midwives
(CNMs) in
our system

2,730

APP
placements

2,925

Unique
facilities

5

ENROLL YOUR APP TO MAXIMIZE REVENUE

WHY IS IT SO IMPORTANT TO ENROLL LOCUM TENENS APPs CORRECTLY?

- Q6 modifier does not apply for APPs, meaning you must fully enroll
- Opens the door to accurate provider billing
- Ensures compliance with Medicare and Medicaid
- Reduces the backlog of claim denials

You can get reimbursed for locum tenens services—making them a revenue generator rather than an expense.

ENROLLMENT SUPPORT

1

Research shows that Advanced Practitioner Provider's could equate to over \$10k per day in lost revenue if not enrolled in a client's payor network.

2

Having an experienced partner (like LT) helps to identify the enrollment statuses of unique payor mixes for advanced practice locums.

Everyone is impacted when a provider isn't enrolled in your payor network

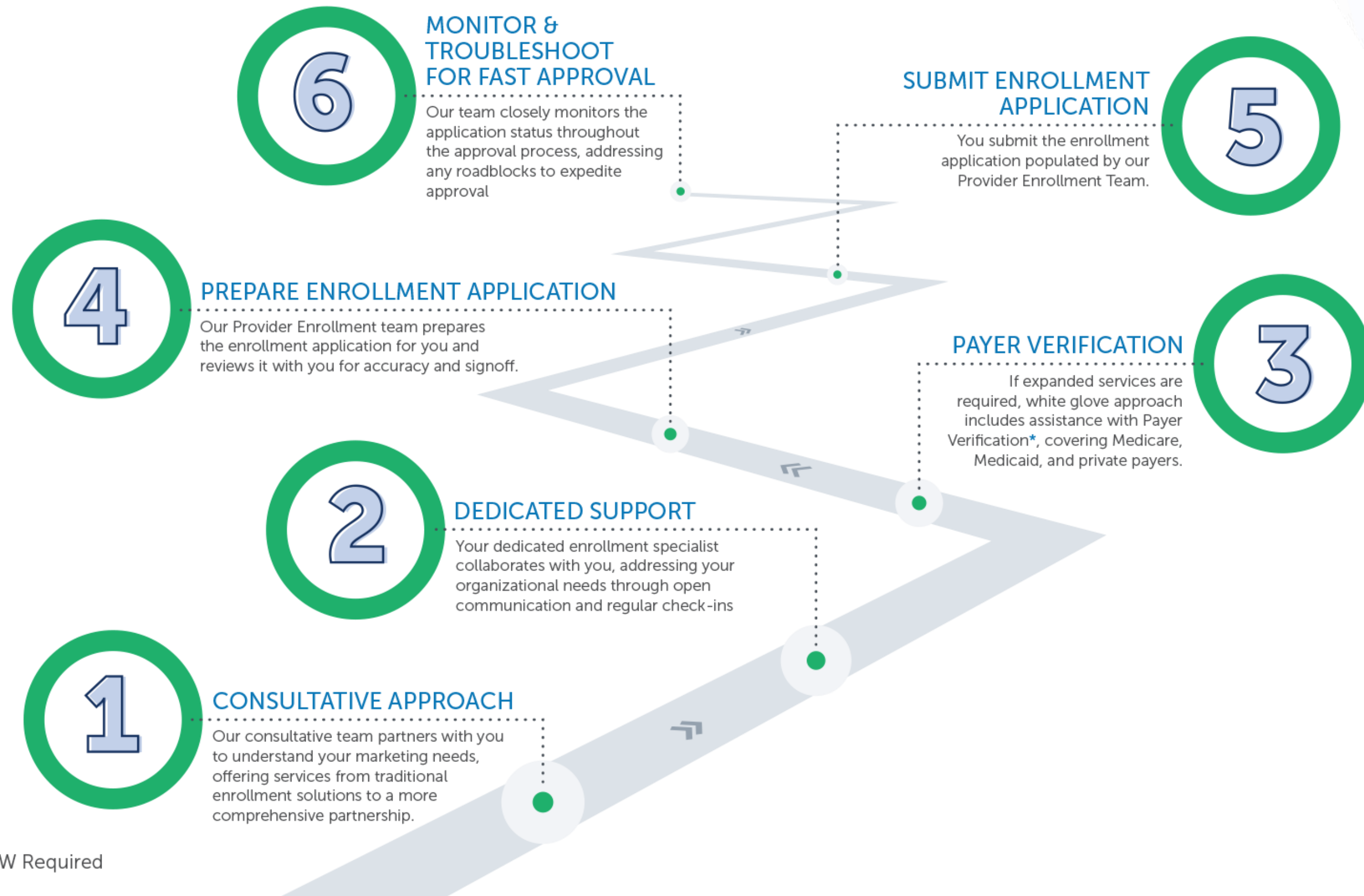
Patients are impacted:

- Unexpected out-of-network bills
- Prescriptions denied or only offered at steep cost

Healthcare facilities are impacted:

- Millions of dollars in lost revenue
- Decreased patient satisfaction

ENROLLMENT SUPPORT



*SOW Required

TAKEAWAYS

5 INNOVATIVE WAYS TO DEPLOY ADVANCED PRACTICE PROVIDERS

- Understand state laws and facility bylaws to ensure NPs and PAs are practicing at the top of their license.
- Use APPs in telehealth settings to broaden patient access.
- Foster collaboration between APPs and physicians on your teams for better patient outcomes.
- Incorporate locum tenens APPs for greater flexibility and operational efficiency.
- Properly enroll APPs to boost revenue potential.

Q & A



Contact Us: Please scan the QR code on your screen to share your thoughts and request more information.