



What's on the Reimbursement Horizon, June 2021

Summer is here and it is a good time to assess if your reimbursement teams are tracking 2021 payer market trends and strategizing for market access. Do your drugs fall into the specialty tier category? If so, you may need to know about the new “second” specialty tier. Do you know if your clinical outcome strategies can support market access? Read on below for summaries of our blog posts from May.

[What is the Impact of the Federal Marketplace Expansion for Your Medtech Products?](#)

GIRS has been tracking payer trends for the past 19 years to assist with the market uptake of client Products. CMS has announced that they will be making \$80 million in grants to the Navigators in Federal Marketplaces who will educate patients about their health coverage options for the 2022 plan year. As open enrollment has been extended to August 15th, 2021, and due to the Navigator educational efforts, patient enrollment is expected to increase in the Federal Marketplace. Read on for more details on the Federal Marketplace expansion and its implications for your Products <https://bit.ly/2Swl0U8>

[Arkansas is Poised for Medicaid Managed Care Expansion in 2022? How will this Impact Market Access for Your Product?](#)

Recently, a sales representative and the provider in that region contacted GIRS for assistance to prevent a fee reduction. A major Medicaid Managed Care Organization (MCO) in Arkansas was planning a 20 percent reduction of the fees for the client's Product

billing code for 2022. When handling this issue with the payer, we also tracked the Medicaid expansion in the state to determine its impact on our client's Product. Read on for news on Arkansas' MCO expansion to help you determine the impact of this trend on your Product... <https://bit.ly/3fp9RNM>

[What Does the Medicare Part D and its New Second Specialty Tier for High-Cost Drugs Mean for Your Drug?](#)

CMS has announced a final ruling that will revise regulations for the Medicare Advantage (MA or Part C) program and the Medicare Prescription Drug Benefit (Part D) program beginning on January 1, 2022. Read on for news on the new second specialty tier... <https://bit.ly/3ylaslt>

[Perform these Five Key Steps to Assess if the Clinical Outcome Strategies of Your Company Supports Market Access?](#)

The medical policy teams of insurers in the U.S. are busy in the first two quarters of the year conducting medical policy coverage reviews. Are you aware of payer needs for coverage and payment? Are you ready to educate the payers about your drugs, medical devices biologics, or diagnostics? If you are not tracking payer coverage and communicating with payers about their specific needs for coverage and payment, your accounts may be bringing non-coverage language or confusing coverage policy language to the attention of the sales representatives. Read on for to learn five key steps for assessing clinical outcome strategies... <https://bit.ly/3bVGK2i>

[Contemplate Both Traditional Medicare & Medicare Advantage for Your MedTech Medicare Strategies!](#)

In 2020, GIRS spotlighted upcoming Medicare Advantage (MA) growth for 2021. In our recent updates, GIRS continues to track payer growth, specifically in MA payer market as enrollment continues to increase, showing signs of a stable market. Read on for the latest update on Medicare Advantage... <https://bit.ly/3wzSmzZ>

Did you miss our May Newsletter? It's available to read [on our blog](#).

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