Prepare to Participate in the 2022 Commercial Conversion Factor Survey

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The results of the annual ASA commercial conversion factor survey have become an important tool for many anesthesia practices. Groups have told us of how this survey has been helpful to them in negotiations with both payers and hospitals/health systems. With implementation of the No Surprises Act (NSA), the information that comes from this survey may take on greater significance— which makes participation more important than ever!

As part of navigating the implementation of the No Surprises Act, access to payment data will be of critical importance. Under the new law, out-of-network anesthesia providers and other providers are prohibited from balance billing patients in circumstances where insurers refuse to pay physicians appropriately for their services. To address the insurer’s refusal, the out-of-network provider must engage in payment negotiations with the insurer. If the negotiation does not result in a payment that the provider finds fair and accurate, the provider may choose to bring the payment dispute to an independent dispute resolution (IDR) process. Each party to the IDR process will present payment offers to the IDR arbiter and insurers will likely provide a number of payment offers to the IDR arbiter and can also present information supporting the payment-progress/surprise-billing-resources

For more information, please see ASA’s payment-progress/surprise-billing-resources that statistic, and the Federal Trade Commission (FTC). Any information disseminated is sufficient aggregated such that it would be of maximum use to you and other anesthesia practices, you need to participate in it regardless of your size, locale, or type of practice. The overall results have demonstrated how the gap between Medicare and commercial payments has expanded, but with the NSA and its QPA, the results need to be as geographically specific as possible.

During his presentation at the ASA® ADVANCE 2022: The Anesthesiology Business Event in Dallas in January, ASA President Randall Clark, MD, FASA, noted that ASA’s plans in regard to the implementation of the NSA include monitoring the effect on commercial conversion factors over time. This survey provides one very effective way to do that.

Starting with our 2015 survey, we’ve presented state-level responses for those states from which we have received sufficient data to be compliant with the DOJ and FTC principles noted above. We term those states as “Eligible States.” The accompanying table provides a summary of the number of Eligible States from recent years’ surveys.

### How to prepare
Watch for the survey in June. We provide information about the survey and a link to it through multiple ASA communication channels.

Gather the data you will need. You could get a head start on that since the DOJ/FTC requires the data to be at least three months old. The survey will ask you for some information about your top five commercial payers with whom you have a contract. This includes:

- Minutes per time unit
- Contracted conversion factor (rate per unit)
- Whether the contract uses fractional time units or rounds time to a full unit and, if the latter, at what point it rounds up or down
- The percentage that the contract represents of your total units billed
- If the contract pays physical status and qualifying circumstances.

There are some broader questions that ask about:

- Total cases and units billed to all payers and how many of them were reported to commercial payers
- Number of FTE anesthesiologists, CRNAs and anesthesiologist assistants in the practice
- Whether you have any flat fee contracts and, if so, for what services
- The state and five digit ZIP code of the practice.

Our requests for your participation will include a full PDF of the survey that you can use to pull your information together, which can help streamline the process of entering your responses into the online survey tool. We can also assist you in providing data for multiple practices in a compliant manner.

June will be here before you know it— make sure that participation in the 2022 commercial conversion factor survey is on your calendar!