

November 5, 2019

Dear Members of the Stanford Clinical Research Community,

We want to make you aware of an enhanced Coverage Analysis process we are initiating to ensure accurate billing for standard of care services delivered as part of clinical research studies performed with SHC patients.

Most of our peer institutions (e.g. Penn, Dartmouth, University of Maryland, UCSF and other University of California campuses, etc.), have implemented a coverage analysis process and in their experience, this process has resulted in a number of unexpected benefits. Specifically, these institutions have found that the coverage analyses decrease research billing risks while they increase clinical trial revenue because they allow the study teams to request funding from a sponsor when an item or service is not billable to insurance. This ensures that the organization receives all of the reimbursement it is entitled to when conducting clinical research studies.

SHC has hired an external consulting firm, Ankura Consulting, to complete the Coverage Analyses (CA) for our clinical research studies. The CAs will be created in a modified workbook tool, which means that you are no longer responsible for completing the RPS Form and Routine Care Services Form in the workbook!

We are excited about the benefits of Ankura's CA offering:

- Savings in staff time/labor. Reduction of the burden of coverage analysis by the investigators and study staff.
- Reduce billing errors and speed to value. Ankura's experts will review all aspects of Coverage Analysis even the most complex studies.
- Optimize use of funding while mitigating risks associated with the ever-changing insurance reimbursement landscape
- Facilitate realistic study budgeting and assist with sponsor negotiations. PI input and expertise will be reflected and agreed upon in the final CA output to support these activities.

The attached FAQ document contains details on the new process. We would like to stress that although we have worked to ensure that the coverage analysis process will be efficient and effective and should not result in delays in study start-up, there will be a learning curve and there may be some initial disruption.

We understand that this change will require some transition. To help facilitate the transition and to allow staff to get comfortable with the new processes, Ankura will be conducting a training session the week of November 11, 2019. Meeting invite information will be forthcoming.

**Li Ka Shing Center for Learning and Knowledge**

Stanford University School of Medicine • Office of the Dean, 291 Campus Drive • Stanford, CA 94305- 5101 •

t: 650.796.2720 • e: roh@stanford.edu

Since the OnCore Clinical Trials Management System is not fully implemented, the coverage analyses will be communicated through email. Once the OnCore System is fully operational, it will “house” the coverage analyses for easy viewing by the study teams and the billing staff. We will do our best to minimize any impact on your studies. As the coverage analysis process matures, there will be modifications and we will continue to communicate with you as the changes unfold.

If you have any questions regarding the coverage analysis process please email [StanfordCAintake@ankura.com](mailto:StanfordCAintake@ankura.com).

Sincerely,



Ruth O'Hara, PhD

Senior Associate Dean for Research, School of Medicine

Professor, Department of Psychiatry and Behavioral Sciences, School of Medicine

Director, Sierra-Pacific MIRECC Translational Core

**Li Ka Shing Center for Learning and Knowledge**

Stanford University School of Medicine • Office of the Dean, 291 Campus Drive • Stanford, CA 94305- 5101 •

t: 650.796.2720 • e: roh@stanford.edu