

# Peer to Peer - Dr. Michael Salvatore

## Problem:

INPT denials by UHC managed Medicaid for patients who needed SNF but couldn't go because:

1. IV drug abuser
2. On sex offender register
3. Limit (30 days) SNF benefit but needed 42 days of IV antibiotics most were Q8H or no home support

## Solution:

1. Met with State Medicaid & UHC including other DE hospitals
2. Agreement to refer these denials to the Regional Medical Director for SNF coverage – all supported for SNF rate
3. Met with UHC for contractual changes for SNF rate while INPT
4. Renegotiated with Regional Director to bypass P2P for DSNF cases and refer directly to him

## Outcome:

- Blizzard of UHC denials slowed to a flurry