



# JOHNSON MEDICAL, INC.

Your Strategic Partner For Patient Pain Control



## AMBULATORY CONTINUOUS THERAPY

### Control Post Operative Pain

Finally, patients can start taking **ACTION** for their own recovery with opioid free pain control.

**Third Party Billing Provided  
by Johnson Medical, Inc.**



Now, you can offer  
pain control to patients  
at no added cost with  
convenient, easy  
Third Party Billing

Johnson Medical  
is committed to  
enhancing the  
patient experience  
through opioid free  
pain control by  
**L.I.G.H.T.**

(Love, Integrity, Generosity, Humility, Truth)



### Are There Any Additional Costs to Our Facility?

No! When covered by insurance, there are no added costs to the facility or the patient for the pump kit.



### Who manages the billing process?

Johnson Medical does. Our third party billing program handles the details; simplified document retrieval, invoicing the patients insurance company, and procuring reimbursement. We participate and accept assignment from most insurance companies.



### Does the facility increase revenue?

Yes, by eliminating the cost of the device, increasing billable codes, and adding surgery volume. We provide a risk-free solution to post-operative pain and healing.

JOHNSON MEDICAL, INC.

5100 Poplar Ave, Suite 720, Memphis, TN 38137

Phone: (901) 570-6198

Email claims to: [claims@johnsonmedicalproducts.com](mailto:claims@johnsonmedicalproducts.com)



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## Why Should You Take ACTION?



### The Program

- Third Party Billing Service
- Increased Revenue
- Consigned Inventory



### The Products

- Post-Operative Pain Control Device:
  - Latex Free
  - Multiple Therapies
  - NOPAIN Act Approved
- Cold Therapy, Light Therapy
- Bone Growth Stimulation, Wound Healing
- Bracing



### The Service

- Comprehensive Doctor and Staff Training
- Simple Documentation Process
- Direct Electronic Billing
- No Outsourced Collections



### The Results

- Superior Patient Outcomes
- Cost-Savings
- Enhanced Revenue
- Reduction in Readmissions



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# Your ACTION Plan

## Third Party Process

**1**

**Pre-assessment completed between Johnson Medical and facility.**

**2**

**Johnson Medical places consigned inventory at facility.**

**3**

**On day of surgery, AOB, Rx, Demographics, Op Report and Letter of Medical Necessity are submitted to Johnson Medical.**

**X**

**Incomplete ACTION:**  
Johnson Medical will call to determine why paperwork is incomplete and provide assistance.



**Complete ACTION Forms:**  
Forms completed and claim submitted.



**Prescribed Pump Inventory Replenished.**

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## The One Program

1 Signature

1 Submission

1 Claim

1 Company

### ONE FOR THE ASCs

- One company saves valuable time for the ASC
- One paperwork for the ASC employees to handle
- One stop for all billing and products
- One company to call

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### ONE FOR THE PATIENT

- One company with which to interact
- One company reduces confusion for the patient
- One bill allowing for greater reductions in patient costs

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### ONE ADVANTAGES

- Less confusion for the patient = less calls to the ASC/Doctor
- Vendor neutral; best of class products available
- Customized products for each physician
- Reduces facility time and costs

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## ACTion Billing Program Highlights

- We bill insurance direct on the patients' behalf for the opioid free pain control.
- Offer any outpatient facility or ASC (ambulatory surgery center) the opportunity to give their patients a post-operative opioid free device at little to no cost to the center.
- Substantial cost savings to centers currently purchasing a pain control device or wanting to start a pain control program.
- There are codes available which can capture additional facility fees.
- We are contracted with hundreds of insurance companies across the country; this keeps our current patient billings and out-of-network benefits to a minimum.
- Patients know their maximum out of pocket for a device. (No balance billing like our competitors.)
- We consign inventory to the facility.
- The best pumps on the market and the easiest billing program will enhance patient outcomes and their overall surgical experience.
- Hospitals will be billed for pumps used on admitted patients.
- **We reduce costs and increase revenue.**

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**Medicare Patients: Effective January 2025, the Non-Opioid Policy for Pain Relief "NOPAIN" Act requires the Centers for Medicare and Medicaid (CMS) to provide temporary separate payment for clinically proven non-opioid treatments in the hospital outpatient and ambulatory surgery settings through December 31, 2027. In the published 2025 Outpatient Prospective Payment System Proposed Rule, CMS has added the ON-Q elastomeric infusion pump non-opioid pain management delivery system. If the Proposed Rule is finalized as published, the ON-Q device will be the first and only medical device included under the NOPAIN Act.**



### **The NOPAIN (Non-Opioids Prevent Addiction in the Nation) Act**

- As announced in the Centers for Medicare and Medicaid (CMS) Proposed Rule for CY 2025 Outpatient Prospective Payment System released in July 2024, the ON-Q device is proposed for approval under the NOPAIN Act and to receive a unique code eligible for separate payment effective January 2025. This would mark the first time that the ON-Q device would qualify for separate payment.
- The ON-Q device is the only device to date (join by a short list of drugs) that has been qualified by CMS under the NOPAIN Act as a treatment that “shows the ability to replace, reduce, or avoid intraoperative or postoperative opioid use or the quantity of opioids prescribed in a clinical trial or through data published in a peer-reviewed journal.
- Avanos commends CMS in their efforts of making it easier to provide patients with access to non-opioid therapies. They will continue to work directly with CMS and engage with healthcare professionals to advocate for the proven non-opioid treatments through qualified products like the ON-Q device.
- As detail in the Proposed Rule, final payment and methodologies and limitations for all treatments (device and drugs) under the NOPAIN Act will be finalized and published in the CMS CY 2025 OPPS Final Rules which is historically released late Q4.

### **More on the NOPAIN Act**

- The NOPAIN Act was included as part of the Consolidated Appropriations Act of 2023 and signed into law on December 29, 2022.
- Starting January 1, 2025, the NOPAIN Act requires CMS (Medicare) to separately pay for non-opioid treatments (drugs, biologics, devices) that meet the CMS definition for post relief based on FDA documentation, published peer-reviewed literature, or other evidence-based support.
- The NOPAIN Act applies only to HOPD and ASC sites of service and therefore, does not apply to Hospital Inpatient or Physician Non-Facility settings of care.
- CMS typically publishes the 2025 Final Rule in late Q4. The Final Rule will issue the official rulemaking and guidance to define the process by which applicable non-opioid products are designated for separate payment, the applicable coding and payment methodology, and claims processing effective January 1, 2025.

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