



## Overcoming the Funding Obstacles/Challenges of iLevel®

### FICTION

“Nobody” pays for power adjustable seat height because

- a. It is not reasonable and necessary
- b. It is not primarily medical in nature
- c. It is for comfort and convenience

### FACT

Medicare FEE FOR SERVICE considers seat elevation as “not reasonable and necessary” because 94% of their beneficiaries age into the program at age 65 and the PWC is used as an energy conserving or pain reduction device. The user can typically stand to perform or participate in ADLs when he or she gets where he or she is going. Because there is no differentiation within the Medicare program between seniors and individuals with a permanent disability who cannot stand when they get to point “B” they have deemed seat elevation as “primarily not medical in nature” and have further indicated that it is used for the “convenience” of the wheelchair rider and/or his or her caregiver(s) so that they are not put in a position of having to cover it for all beneficiaries.

However; the VA, Workman’s Comp., Vocational Rehab Programs, Medicaid and Commercial Payors (including Medicare and Medicaid replacement plans) will consider it on a case by case basis when it is shown to be essential for:

- a. Transfers;
- b. Reach;
- c. Access;
- d. Safety;
- e. Communication; and/or to
- f. Support identified vocational and educational goals.

### FICTION

Adding iLevel will delay the order

- a. The provider will have to send it to the payor for prior approval
- b. If the payor denies the power adjustable seat height they will deny the entire chair
- c. If we have to take it off a whole new quote will be needed

### FACT

The addition of iLevel to a quote DOES NOT delay an order - EVER

- a. The provider MUST submit a prior approval request (PAR), including a manufacturer’s quote, to any payor that mandates this process, regardless of the items being recommended – SO WHY NOT ASK FOR SEAT ELEVATION, TOO!

- b. Prior approval requests are not approved or denied in whole; they are reviewed line item by line item. If there is insufficient evidence submitted with the PAR to warrant their approval for ANY recommended component the corresponding line item(s) will be denied, not the entire chair. The individual has three options:
  - i. Fight the denial
  - ii. Pay cash/find alternative funding
  - iii. Remove iLevel from the quote prior to converting it to an order
- c. The quote is simply modified to reflect the approved components prior to the order acknowledgement being sent.