

BILLING & DENIAL RESOLUTION TUTORING LAB

JANUARY 8, 2026



AGENDA

- Reminders & Announcements
- Tutoring Session Topics
 - CO 97 M86
 - Roll-Up Guidance
 - Replacement Claim Assignment (CMS-1500) form
- Open Q&A

REMINDERS & ANNOUNCEMENTS

REMINDERS

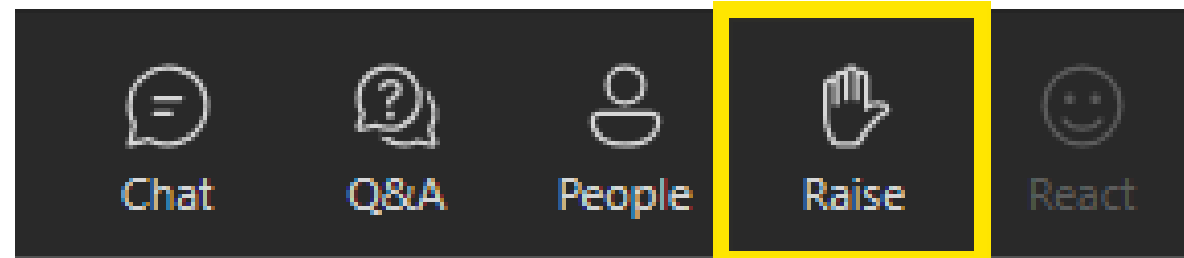
Q&A REMINDER

- As a reminder, to ask questions during this lab, please use one the following:

- Q&A Button



- Raise Hand Button



FAQ REMINDER

- As a reminder, FAQ are uploaded on a monthly basis. Please check to see if your question has been asked in previous tutoring labs.
- Link: <http://publichealth.lacounty.gov/sapc/providers/sage/finance.htm>

The screenshot shows the SAPC website's Sage Finance section. The top navigation bar includes SAPC, About, Prevention, Treatment, Recovery, Harm Reduction, and Providers. A 24/7 support icon is on the right. The left sidebar, titled 'Sage Quick Menu', lists Sage Home, Sage User Enrollment, Sage Provider Communications, and Sage Trainings - Finance. The main content area, titled 'Sage Finance', shows a breadcrumb trail: SAPC Home / Providers / Sage Home / Sage Trainings / Sage Finance. Below this is a table with two tabs: 'Billing' (selected) and 'Billing and Denial Resolution Tutoring Lab'. The 'Billing and Denial Resolution Tutoring Lab' tab is highlighted with a yellow border. It contains a table with the following data:

| Subject | Description | Date |
|---|--|----------|
| Billing and Denial Resolution Tutoring Lab FAQ - 12.05.2024 to 11.06.2025 Sessions (New - December 2025) | Topics include: Cumulative Spreadsheet of the Billing and Denial Resolution Tutoring Lab FAQ Questions and Answers. The spreadsheet includes two tabs named "FAQ" and "Resources". The FAQ tab includes all questions and answers from all tutoring lab sessions, sorted oldest to newest by date of the tutoring lab. The FAQ is categorized by Clinical, Codes, Denials, General, and Policy type questions. The Resources tab includes important websites, emails, and links to tutoring lab presentations. | 12/01/25 |

HELP DESK TICKET FORMS

- Two different forms for Help Desk tickets
- ServiceNow Create Case Form
 - Tickets go directly to Netsmart
 - Use this form to report Sage system issues
- Request Billing Assistance Form
 - Ticket goes directly to SAPC Finance
 - Use this form to report billing-related issues
 - Link: https://netsmart.servicenow.com/plexussupport?id=sc_cat_item&sys_id=1ac545cf1b115e103001a9b6624bcb00&sysparm_category=4cb69d19c3921200b0449f2974d3ae69
- **Note:** Billing-related tickets submitted through the Create Case form will take longer to resolve

LOCKOUT CONFIGURATION ISSUES

- What will it look like to a provider:
 - Batch Status Report (A/D/P Message) & EOB:

| | | | | | | | | | | | |
|---------------------|--------|-----|------------|---|-------------|-----|-----------|-----------|----------|--------|-----------|
| 334609SVC.000637122 | 341234 | DMC | 08/10/2025 | A | 90791:U7 | 1.0 | \$1008.68 | \$1008.68 | \$0.00 | \$0.00 | \$1008.68 |
| 334609SVC.000637122 | 341234 | DMC | 08/10/2025 | D | 90849:U7:XE | 1.0 | \$312.69 | \$0.00 | \$312.69 | \$0.00 | \$0.00 |

CLAIM DENIED DUE TO LOCKOUT

The service was denied for the following reason: Claim Status has been set to D because of Claim Adjudication Rule 90849_Lockout - 90849 Lockout.

- What are the next steps?
 - Open a help desk ticket using the [Request Billing Assistance](#) form, so that we can prioritize configuring the codes you are trying to bill.
 - Please hold off on billing lockouts if you are receiving these denials and wait until we configure the affected codes for you.
 - SAPC Finance is currently doing a full review of the lockout code configurations.

FY 24-25 BILLING DEADLINES

- Submit original and replacement claims for FY 24-25 services by the deadlines listed below:

| |
|---|
| <u>Dates of Service</u> 7/1/2024 - 12/31/2024 |
| <u>Deadline to Submit</u> Friday, January 30, 2026 |

| |
|---|
| <u>Dates of Service</u> 1/1/2025 - 6/30/2025 |
| <u>Deadline to Submit</u> Thursday, April 30, 2026 |

FY 24-25 BILLING DEADLINES

- Submit original and replacement claims for FY 24-25 services by the deadlines listed below:

**22
DAYS
LEFT TO
SUBMIT!**

| |
|--|
| <u>Dates of Service</u> 7/1/2024 - 12/31/2024 |
| <u>Deadline to Submit</u> Friday, January 30, 2026 |

| |
|--|
| <u>Dates of Service</u> 1/1/2025 - 6/30/2025 |
| <u>Deadline to Submit</u> Thursday, April 30, 2026 |

**112
DAYS
LEFT TO
SUBMIT!**

FY 24-25 BILLING DEADLINES

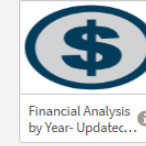
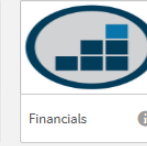
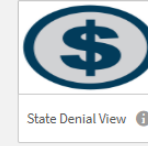
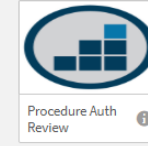
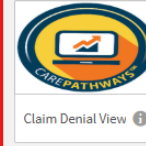
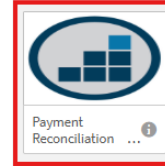
- In preparation of the billing deadlines, we recommend:
 - Don't wait until the last week to submit claims. Submit claims at least once a month before the deadline to allow for any corrections needed for Local and State denials.
 - Review all currently denied services to ensure services have been corrected and replaced (as able).
 - Review available contract amounts and request augmentations if necessary.
 - Lastly, open a [Request Billing Assistance](#) ticket for any support needed to resolve outstanding FY 24-25 questions.

KPI UPDATE - PAYMENT RECONCILIATION VIEW

MSO KPI Dashboards 2.0



Community (6)



Payment Reconciliation View

Fiscal Year

PATID

Check Number

Claim Status

Contract Number

Batch ID

EOB ID

Ret

Procedure Overview (1)

| | | | | | | | | | | | | | |
|------------------------|------------------------------|------------|------------|---------------------|--|-------------|----------|--------|--------------|-------------|--------------|-----------------|-----------------|
| Client Name | Contracting Provider Program | Age on DOS | DOS | Performing Provider | Procedure | Location | Auth LOC | Auth # | Claim Status | Total Units | Total Charge | Total Disbursed | Procedure Count |
| Totals | | | | | | | | | | 1.00 | \$0.00 | \$0.00 | 1 |
| TEST, PATIENT (000000) | Recovery Facility | 71 | 2025-12-04 | DOCTOR, CERTIFIED | Alcohol or other drug testing, 15 mins (Use this code to submit claims for point of care tests) (H0048:U7) | Office (11) | ASAM 1.0 | 123456 | Approved | 1.00 | \$50.00 | \$50.00 | 1 - |

Payment Reconciliation View

Fiscal Year

PATID

Check Number

Claim Status

Contract Number

Batch ID

EOB ID

Ret

Procedure Overview (1)

| | | | | | | | | | | | | | | | | |
|------------------------|-----------------|----------------|---------------|--------------|-------------|----------------------|----------|--------|-----------------|---------------------|--------------|------------|----------------|----------|-----------|---------|
| Client Name | Procedure Count | Total Takeback | Takeback Date | Retro Reason | Proce... ID | Date Claims Received | Batch ID | EOB ID | Retro Claim EOB | Check # | Check Amount | Check Date | MSO Service ID | Claim ID | Unit Cost | Pro Nan |
| Totals | 1 | \$0.00 | | | | | | | | | | | | | \$0.00 | |
| TEST, PATIENT (000000) | 1 - | - | - | - | 12345678 | 2025-12-04 | 123456 | 123456 | - | 2025120412345678910 | 50.00 | 2025-12-04 | SVC.00001 | 12345678 | \$50.00 | Rec |

- This KPI update:
 - Moves and freezes Client Name to first column
 - Adds columns:
 - EOB ID
 - Retro Claim EOB
 - Check #
 - Check Amount
 - Check Date

DATE OF DISCHARGE BILLING

- Discharge Date typically falls on the last day of the patient's service authorization
- Per [Provider Manual 10.0](#) billing on the date of discharge-
 - Allowed
 - Billing Outpatient Services
 - Not Allowed
 - Billing the Day Rate such as RBH (Page 99)

ANNOUNCEMENTS

FY24-25 CONFIGURATION UPDATES

SAPC Finance has been working with Netsmart to update the Sage configuration for minor changes. These are anticipated to be fully configured by 1/16/2026. An updated Rates Matrix will be posted to the Sage website by 1/16/2026.

- T2021 and T2024 have been updated to remove the modifiers 93 and 95 and replaced with the SC modifier (No rebilling necessary)
- 95 modifier has been removed from procedure codes 98966, 98967, and 98968
- 27 modifier has been removed from all codes
- H2010 has been updated to remove 02 and 10 location for Place of Service. The modifiers and unit max have been updated to align with FY 25-26.
- 99415 has been removed from Levels of Care 3.1 (U1), 3.3 (U2), and 3.5 (U3)
- 99202-99205, 99212-99215 and 90849 have been removed from LOC 1.0WM (U4:U7 and U4:U8)

FY24-25 CONFIGURATION UPDATES

- GC and HL modifiers have been removed from the following codes:

| Change |
|---|
| <u>Removed GI and HC as an allowable modifier to codes:</u> 90885,90887,90889,96170,96171,99367,99368,99417,99418,H0001,H0007,H0012, H0014,H0019,H0033,H0034,H0048,H0049,H0049,H1000,H2010,H2014,H2015, H2017,H2027,H2034,S9976,T1006,T1007,T1009,T1013,T1017,T2027 |

- Fees have been removed for Occupational Therapist & Occupational Therapist Clinical Trainee for procedure code 99368 for all Levels of Care.
- Fees have been removed for Registered Nurse and Registered Nurse Clinical Trainee for procedure code H2017 for all Levels of Care.

WOMEN'S HEALTH HISTORY FORM

- The Women's Health History form must be filled out for pregnant and perinatal (PPW) clients. PPW clients should have an active Women's Health History record listed **per episode per pregnancy**.
 - For example: a client receives services at two different agencies during the same pregnancy period. If the client has an active Women's Health History record added by Agency A for the current pregnancy, then Agency B must still ADD a new active Women's Health History record for the current pregnancy.
- There cannot be overlapping pregnancy records within a single Episode. However, there may be multiple records of the same pregnancy period by different Episodes as each agency is required to have their own record.
- Agencies should **NOT** EDIT information on any Women's Health History records created by other agencies.
- If the Women's Health History form is not filled out and does not contain an active record for the pregnancy period, the pregnancy indicator will not appear on the claim, leading to State denials.

WOMEN'S HEALTH HISTORY FORM

- Required fields to ADD a new active record:
 - **Add, Edit, or Delete a Record**
 - DO NOT EDIT OR DELETE records from other agencies
 - Client ID
 - Episode Number
 - Assessment Date
 - Pregnancy Start Date
 - If available: Pregnancy End Date
 - Note Section
 - Enter the **Provider Agency Name** that this Women's Health History record belongs to.
 - Example: "This record belongs to Recovery Inc."
 - Entering this information will help clarify which records belong to a particular agency, as the form currently does not indicate which record belongs to which agency after filing.

WOMEN'S HEALTH HISTORY FORM

- Required fields for adding a new record (continued on the next slide)

WOMEN'S HEALTH HISTORY

SubmitDiscard

Women's Health history

Menarche
Pregnancy and Birth
Notes

[Online Documentation](#)

Add, Edit, or Delete a Record *

☒ Add☐ Edit☐ Delete

Episode Number *

Episode # 1 Admit : 07/01/2025 Discharge : None Program : Recovery Inc × ▾

Client ID *

WHH ONE (162031) 🔍

Selected Record

Select ▾

Filed Records

| Record | Assessment Date | Pregnacy Start | Initial Treatment | Menstrual Date |
|--------|-----------------|----------------|-------------------|----------------|
|--------|-----------------|----------------|-------------------|----------------|

Assessment Date *

07/01/2025 📅 T Y ⬆️⬆️

WOMEN'S HEALTH HISTORY FORM

- Required fields for adding a new record (continuation of previous slide)

▼ Pregnancy and Birth

Pregnancy Start Date (Required for PPW)

06/30/2025

T

Y

▲▼

Have you started prenatal care at another facility?

☐ Yes

☐ No

Pregnancy End Date (Required for PPW)

T

Y

▲▼

Initial Treatment Date (2300-DTP-03)

T

Y

▲▼

▼ Notes

Note Section

This record belongs to Recovery Inc.

+

WOMEN'S HEALTH HISTORY FORM

- Below is an example of how the Women's Health History form will look when two agencies file an active record for the same pregnancy.

WOMEN'S HEALTH HISTORY

Women's Health history

Menarche

Pregnancy and Birth

Notes

Online Documentation

▼

Add, Edit, or Delete a Record *

☒ Add

☐ Edit

☐ Delete

Client ID *

WHH ONE (162031)

🔍

Episode Number *

Episode # 2 Admit : 01/02/2026 Discharge : None Program : PRIMARY SERVICES

Selected Record

Select

Filed Records

| Record | Assessment Date | Pregnancy Start | Initial Treatment | Menstrual Date |
|--------|-----------------|-----------------|-------------------|----------------|
| 1: | 07/01/2025 | 06/30/2025 | | |
| 2: | 01/02/2026 | 06/30/2025 | | |

TUTORING SESSION: PART 1 - CO 97 M86

CO 97 M86 - WHAT IS IT?

- One of the most common State denials providers receive
- What is a CO 97 M86 denial?
 - CO 97 = The benefit for this service is included in the payment/allowance for another service/procedure that has already been adjudicated.
 - M86 = Service denied because payment already made for same/similar procedure within set time frame.

CO 97 M86 - WHAT CAUSES THIS DENIAL?

- In a Nutshell:
 - Medi-Cal denied this service because it had already approved the same service provided on the same day, by the same rendering provider, to the same beneficiary on another claim.

CO 97 M86 - WHAT CAUSES THIS DENIAL?

CLAIM 1

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 2

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 3

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

SEPARATE IDENTICAL CLAIMS BILLED TO THE STATE

APPROVED

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

DENIED

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

DENIED


Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026




CO 97 M86 - WHAT DOES IT LOOK LIKE TO A PROVIDER?

- Retro EOB

KPI



COUNTY OF LOS ANGELES
Public Health



Seal of the County of Los Angeles

SUBSTANCE ABUSE PREVENTION AND CONTROL

Remittance Advice

as of 1/8/2026

Remittance Advice

EOB Number: 163407

Check #: 1_DENIED_163407

Check Date: 1/8/2026

RECOVERY, INC., (1)
5794 WASHINGTON STREET
MIAMI, CA 12060-9163

Page: 1

Adjustment Notice

An adjustment of \$ -200.00 has been applied to this payment.

Current Claims:
Adjustment: -200.00
Adjusted EOB Total: -200.00

Detail Adjustment Information for EOB Number: 163407


Original Service Information

Orig EOB
163405

Adjustment Information

| Client Name (ID):PATIENT,TEST (289566) | | DOB: 1/1/2000 | | Gender: M | | | | | |
|--|----------|---------------|--------|-----------|--------|--------|----------|-----------|-------------------|
| Batch SvcRef# | DOS | Proc | Auth # | Status | Billed | Paid | Adj Date | Adj Amt | Adjustment Reason |
| 334850SVC.00002 | 1/8/2026 | H0004:U7 | 637536 | A | 100.00 | 100.00 | 1/8/2026 | \$-100.00 | Denial Co 97 M86 |
| 334850SVC.00003 | 1/8/2026 | H0004:U7 | 637536 | A | 100.00 | 100.00 | 1/8/2026 | \$-100.00 | Denial Co 97 M86 |
| | | | | | 200.00 | 200.00 | | -200.00 | |
| Total Adjustments: \$-200.00 | | | | | | | | | |

Retro Reason



Denial CO 97 M86

CO 97 M86 - HOW DO WE FIX IT?

ROLL-UPS!

TUTORING SESSION: PART 2 - GUIDE TO ROLLUPS

ROLL-UPS - OVERVIEW - WHAT ARE THEY?

- Roll-up services refer to the consolidation of multiple identical claims into a single billed service that contain the same:
 1. Patient
 2. Rendering Performing Provider
 3. Procedure Code and
 4. Date of Service
- This process ensures compliance with Department of Health Care Services (DHCS) guidelines to prevent duplicate billing for outpatient services. Per the [DHCS DMC-ODS Billing Manual](#), duplicate services are not allowed for outpatient services with minimal exceptions.

ROLL-UPS - OVERVIEW - WHEN DO THEY APPLY?

- Roll-ups are required for:
 - All outpatient services (except for code exceptions noted below)
- Roll-ups are not required for:
 - There are some code exceptions per DHCS, where roll-ups are not required:
 - Sign language or Oral Interpretive services (T1013)
 - Interactive complexity (90785)
 - Health behavior interventions for the family without the patient present (96170 and 96171)
 - Group Counseling (H0005)
 - Group services using the HQ modifier (H0034, H2017, T2021)
 - Patient Education services using the HQ modifier (H2014)

ROLL UPS - OVERVIEW - WHAT NOT TO DO



CLAIM 1

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 2

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 3

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

SEPARATE IDENTICAL CLAIMS BILLED TO THE STATE

APPROVED

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

DENIED

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

DENIED

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026



ROLL UPS - OVERVIEW - WHAT TO DO



COMBINE

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026



Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026



Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026



Services Rolled-Up
Test, Patient
Dr. Clinician
H0004:U7, POS 10
3.0 Units
45 mins
DOS: 1/8/2026

ROLL UPS - HOW TO ROLL UP - THINGS TO CONSIDER

COMBINE

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, **POS 02**
1.0 Unit
15 mins
DOS: 1/8/2026



Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, **POS 10**
1.0 Unit
15 mins
DOS: 1/8/2026



Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, **POS 10**
1.0 Unit
15 mins
DOS: 1/8/2026

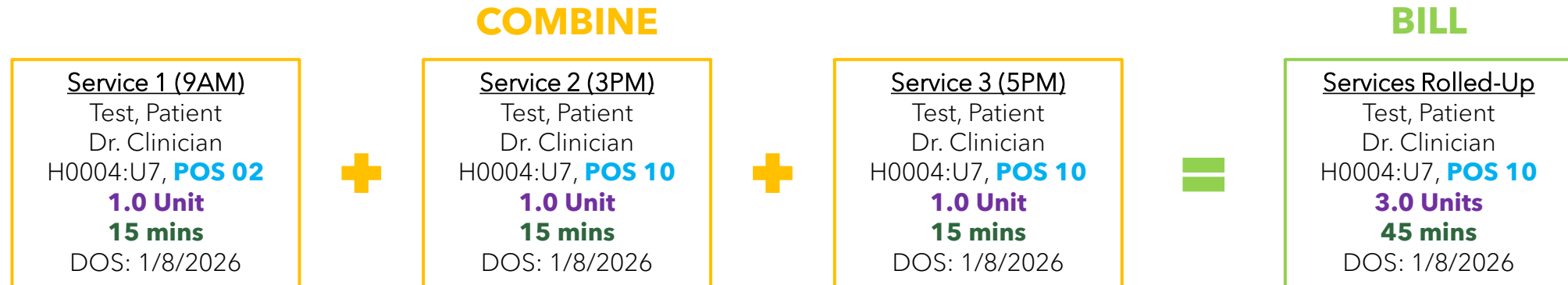


BILL

Services Rolled-Up
Test, Patient
Dr. Clinician
H0004:U7, **POS 10**
3.0 Units
45 mins
DOS: 1/8/2026

- Parts of the claim to think about when rolling-up services. These can potentially change after rolling-up:
 - **Place of Service**
 - **Duration (Minutes) and the Midpoint Rule**
 - **Units**

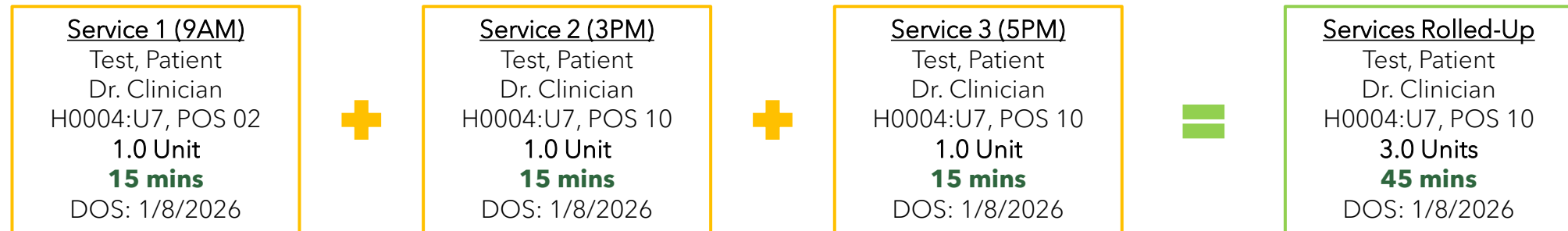
ROLL UPS - THINGS TO CONSIDER - PLACE OF SERVICE



- **Place of Service (POS)**
 - Notice in the example above you have: POS 02, POS 10, POS 10
 - For simplicity, select the POS that occurs the most
 - In the example above, POS 10 occurs two times, while POS 02 occurs once
 - So, when rolling-up, we selected POS 10 because it occurred more often than POS 02

ROLL UPS - THINGS TO CONSIDER - MIDPOINT

COMBINE



- **Duration (Minutes) and the Midpoint Rule**
 - What is the Midpoint Rule?
 - The minimum time needed to claim 1 unit
 - If the service duration is less than the minimum time = cannot claim 1 unit
 - If the service duration is at least the minimum time = can claim at least 1 unit
 - **Before a roll-up, you'll consider the midpoint on an individual service basis**
 - Let's take a look at the [FY25-26 Rates Matrix](#) > Billing Rules Tab > H0004

ROLL UPS - THINGS TO CONSIDER - MIDPOINT

- **Duration (Minutes) and the Midpoint Rule**

- Next, go to the “**Minimum Time Needed to Claim 1 Unit**” column
 - This will tell you the minimum service duration needed to claim 1 unit of H0004
 - For H0004, the minimum time needed to claim 1 unit is 8 minutes
 - If your service duration for H0004 is 7 minutes or less, you cannot claim 1 unit
 - *If trying to see if service duration long enough to claim 1 unit:*
 - If your service duration for H0004 is 8 minutes or more, you can claim 1 unit
 - *If trying to claim a higher duration beyond the duration in the service description:*
 - Use the following calculation

| Code | Code Type | Service Description | Minimum Time Needed to Claim 1 Unit | Minimum Time When Add-on Code or Next Code in Series Can Be Claimed | Can This Code Be Extended with an Add-on or Prolonged Code? | Example Calculation |
|-------|-----------------------|--|-------------------------------------|---|---|---|
| H0004 | Individual Counseling | Behavioral health counseling and therapy 15 minutes. | 8 Min | 23 Min | No. Claim multiple units of this code as appropriate up to the maximum units per day. | <p>If 100 minutes of service was provided:</p> <p>100 minutes of service / 15 minutes time for code = 6.6667 units.</p> <p>5 units accounts for 90 minutes of service. For the remaining 10 minutes of service, 1 additional unit of H0004 can be claimed.</p> <p>Therefore for 100 minutes of service, claim 7 units of H0004.</p> |

Example Calculation

For a 100 minute service -

100 minutes of service / 15 minutes time for code = 6.6667 units

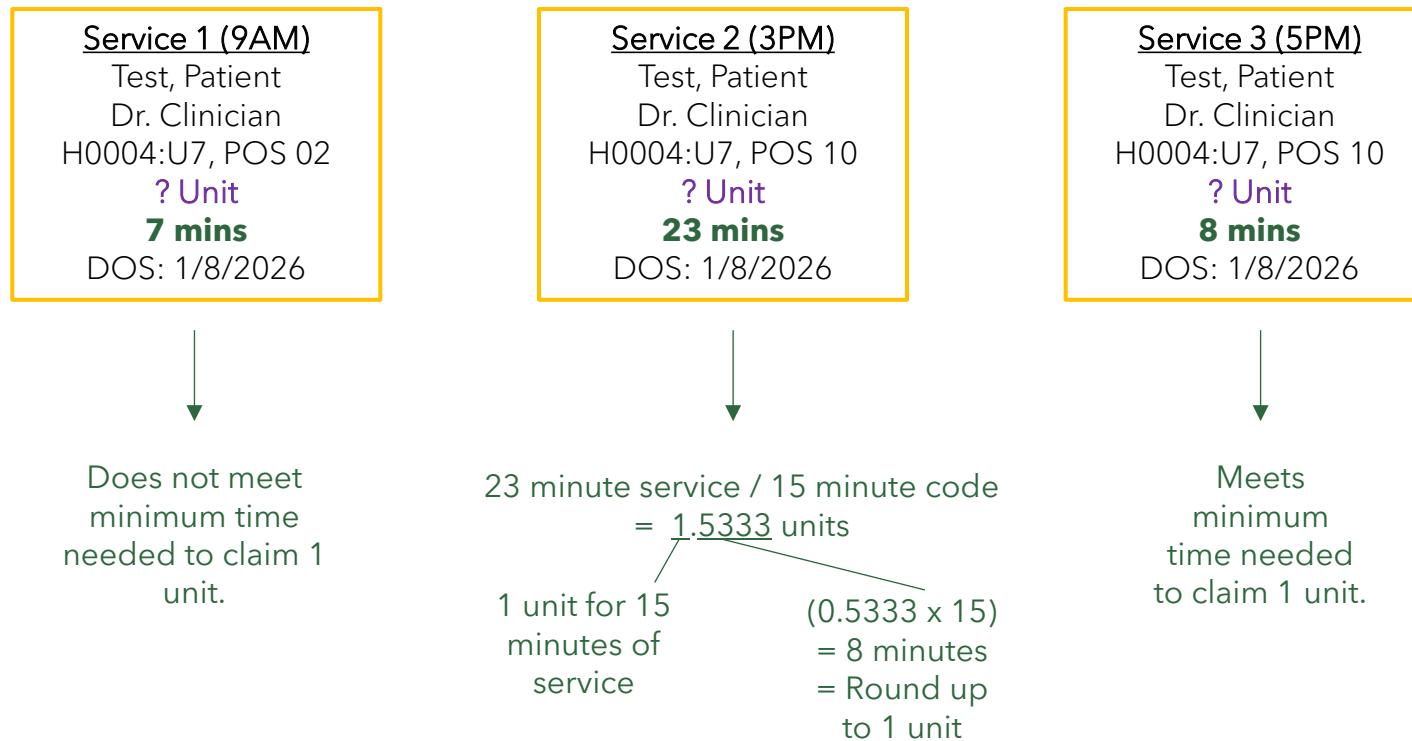
6 units accounts for
(6 x 15) =
90 minutes of
service.

0.6667 units
accounts for
(0.6667 x 15) = 10
minutes of service.
**Round up to 1 unit,
since it meets the 8
minutes minimum**

= 7 Units

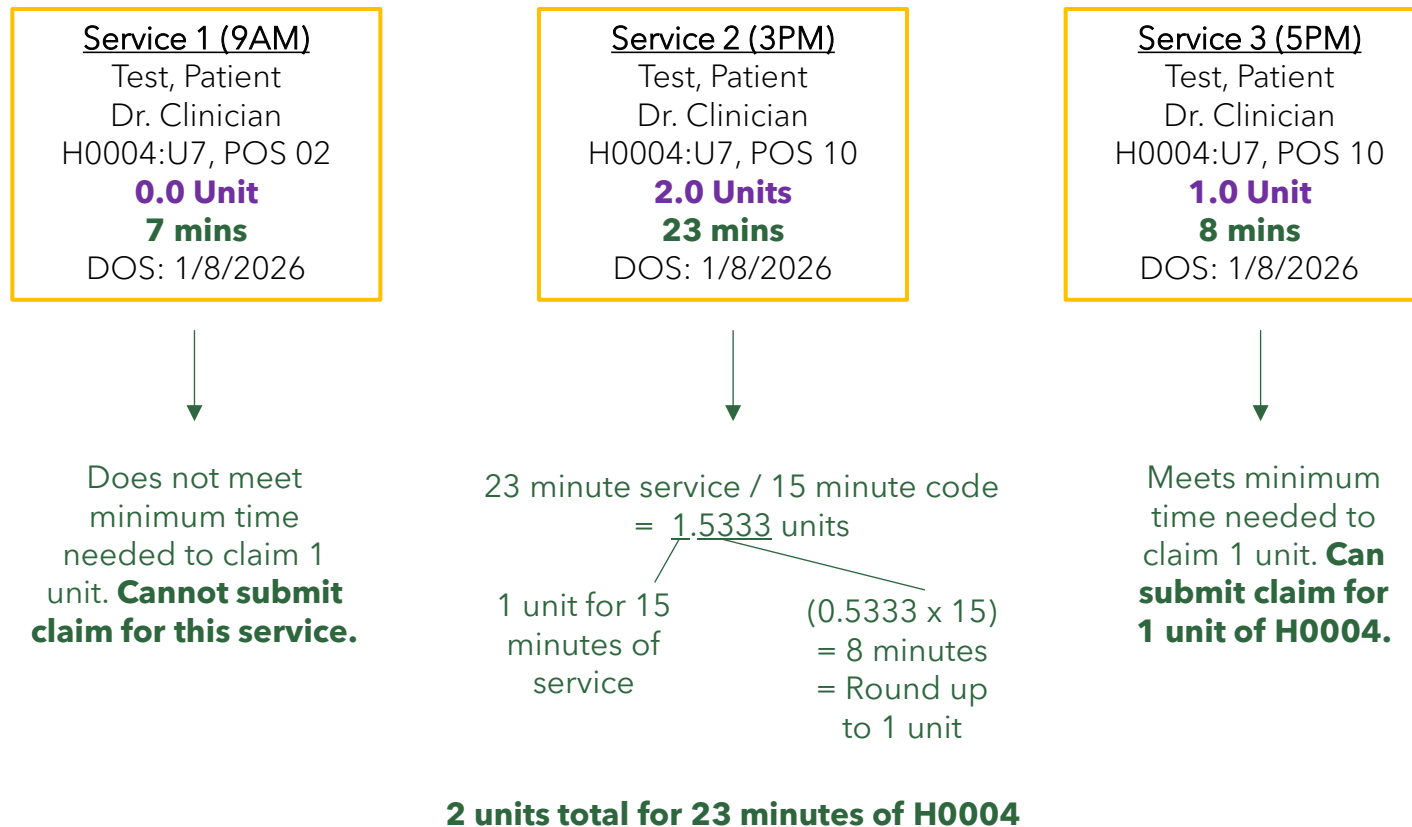
ROLL UPS - MIDPOINT RULE IN ACTION

“Minimum Time Needed to Claim 1 Unit” of H0004 is 8 minutes. Code is 15 minutes per the service description.
Below are examples of how to determine units when the service duration varies.



ROLL UPS - MIDPOINT RULE IN ACTION

“Minimum Time Needed to Claim 1 Unit” of H0004 is 8 minutes. Code is 15 minutes per the service description. Below are examples of how to determine units when the service duration varies.



ROLL UPS - THINGS TO CONSIDER - UNITS

COMBINE

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026



Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026



Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

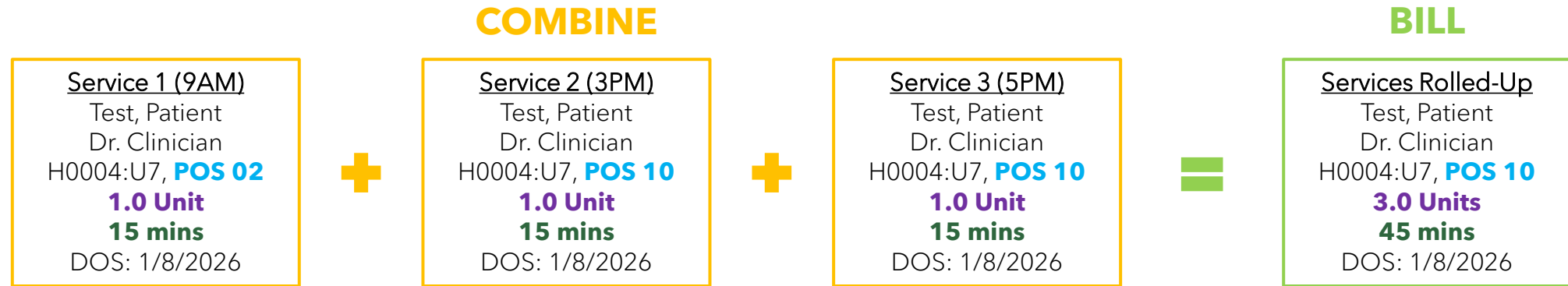


BILL

Services Rolled-Up
Test, Patient
Dr. Clinician
H0004:U7, POS 10
3.0 Units
45 mins
DOS: 1/8/2026

- **Units**
 - Units are calculated based on the billing rules for the code and the midpoint rule
 - Before a roll-up, you'll consider the units on an **individual service basis**
 - Combine all identical service units into one rolled up service
 - Note: Services with a unit maximum of 1 unit cannot be rolled up

ROLL UPS - END RESULT



- End results of rolling up:
 - **Place of Service = POS 10**
 - **Duration (Minutes) and the Midpoint Rule = 45 mins**
 - **Units = 3.0 units**

ROLL-UPS – HOW DO WE BILL THEM?

- If roll-ups are calculated before submitting original claims:
 - Primary
 - Submit originals rolled-up using the Sage **Fast Service Entry Submission Form**
 - Secondary
 - Submit originals rolled-up using your **EHR**
- If roll-ups are calculated after receiving a **CO 97 M86** denial:
 - Primary
 - Submit a replacement claim using the Sage **Replacement Claim Assignment (CMS-1500)** form
 - Secondary
 - Submit a replacement claim using your **EHR**

**TUTORING SESSION:
PART 3 - PRIMARY REPLACEMENT
CLAIMS**

REPLACEMENT CLAIMS - SCENARIO

CLAIM 1

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 2

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 3

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

SEPARATE IDENTICAL CLAIMS BILLED TO THE STATE

APPROVED

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

DENIED

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CO 97 M86

DENIED

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CO 97 M86

REPLACEMENT CLAIMS - EOB

- Your EOB will show all claims billed



SUBSTANCE ABUSE PREVENTION AND CONTROL

Remittance Advice

as of 1/8/2026



Remittance Advice EOB Number: 163405 Check #: Check Date:

RECOVERY, INC. (1)
5794 WASHINGTON STREET
MIAMI, CA 12060-9163

Amount Approved: \$300.00

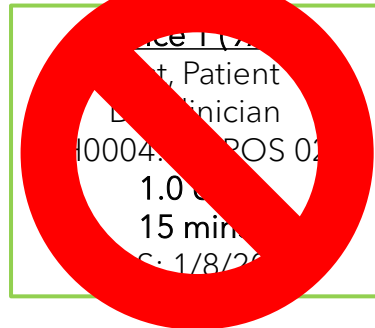
Page: 1

| Client Name (ID): PATIENT,TEST (289566) | | | | | | | | DOB: 01/01/2000 | | Gender: M | | | |
|---|---------|--------|------------|---------------|-----------------|--------|----------|-----------------|----------------|----------------|------------------|---------------|-------------|
| Date Claim Received: 01/08/2026 | | | | | | | | | | | | | |
| Batch | SvcRef# | Auth # | Contract # | Contract Type | Date of Service | Status | CPT Code | Claimed Units | Claimed Amount | Allowed Amount | Denied/ Adjusted | Member Co-pay | Amount Paid |
| 334850SVC.000 | 637536 | | 341234 | DMC | 01/08/2026 | A | H0004:U7 | 1.0 | \$100.00 | \$252.17 | \$0.00 | \$0.00 | \$100.00 |
| 334850SVC.000 | 637536 | | 341234 | DMC | 01/08/2026 | A | H0004:U7 | 1.0 | \$100.00 | \$252.17 | \$0.00 | \$0.00 | \$100.00 |
| 334850SVC.000 | 637536 | | 341234 | DMC | 01/08/2026 | A | H0004:U7 | 1.0 | \$100.00 | \$252.17 | \$0.00 | \$0.00 | \$100.00 |
| | | | | | | | | 3.0 | \$300.00 | \$756.51 | \$0.00 | \$0.00 | \$300.00 |

REPLACEMENT CLAIMS - RETRO EOB

- Your retro EOB will only show denied claims

APPROVED



DENIED

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CO 97 M86

DENIED

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CO 97 M86

- Your retro EOB will only show denied claims



Total Adjustments: \$-200.00

REPLACEMENT CLAIMS - KPI

- To identify claims with the CO 97 M86 denials per the Retro EOB, in KPI only filter for :
 - PATID
 - Date of Service
 - Procedure
- Make note of the following columns:
 - Retro Reason
 - The row with CO 97 M86 was denied
 - We will not be replacing these rows!
 - The row where Retro Reason is blank was approved at the Local and State Level
 - This approved service is the one we're replacing!
 - MSO Service ID
 - Claim ID

REPLACEMENT CLAIMS - KPI

- For primary providers
 - One batch # creates one claim ID # in KPI
 - Only services can be loaded into the Replacement Claim Assignment (CMS-1500) form one Claim ID # at one time
- For secondary providers
 - One batch # may contain multiple unique claim ID #s
 - Replacement occurs in your own EHR

REPLACEMENT CLAIMS - KPI SORT ORDER

- Things to note before performing a replacement claim:
 - By Default, services listed in KPI are inverse to how their listed in the "Select Service(s) To Replace" popup - from highest to lowest
 - Remember to click the "MSO Service ID" column header to sort the services from lowest to highest, so that it matches the order in the "Select Service(s) To Replace" popup

UNSORTED

| MSO Service ID | Claim ID | |
|----------------|----------|---|
| | | |
| SVC.00003 | 19854684 | 3 |
| SVC.00002 | 19854684 | 2 |
| SVC.00001 | 19854684 | 1 |

SORTED

| MSO Service ID | Claim ID | |
|----------------|----------|---|
| | | |
| SVC.00001 | 19854684 | 1 |
| SVC.00002 | 19854684 | 2 |
| SVC.00003 | 19854684 | 3 |

MATCHES ORDER OF THE SORTED

| | | | | | |
|---|--------------------------|--------|------------|----------|----------|
| 1 | <input type="checkbox"/> | 334850 | 2026-01-08 | 19854684 | H0004:U7 |
| 2 | <input type="checkbox"/> | 334850 | 2026-01-08 | 19854684 | H0004:U7 |
| 3 | <input type="checkbox"/> | 334850 | 2026-01-08 | 19854684 | H0004:U7 |

REPLACEMENT CLAIMS - SCENARIO + DEMO

CLAIM 1

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 2

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CLAIM 3

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

SEPARATE IDENTICAL CLAIMS BILLED TO THE STATE

APPROVED

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, POS 02
1.0 Unit
15 mins
DOS: 1/8/2026

DENIED

Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CO 97 M86

DENIED

Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, POS 10
1.0 Unit
15 mins
DOS: 1/8/2026

CO 97 M86

REPLACEMENT CLAIMS - SCENARIO + DEMO

COMBINE

Service 1 (9AM)
Test, Patient
Dr. Clinician
H0004:U7, **POS 02**
1.0 Unit
15 mins
DOS: 1/8/2026



Service 2 (3PM)
Test, Patient
Dr. Clinician
H0004:U7, **POS 10**
1.0 Unit
15 mins
DOS: 1/8/2026



Service 3 (5PM)
Test, Patient
Dr. Clinician
H0004:U7, **POS 10**
1.0 Unit
15 mins
DOS: 1/8/2026



BILL

Services Rolled-Up
Test, Patient
Dr. Clinician
H0004:U7, **POS 10**
3.0 Units
45 mins
DOS: 1/8/2026

- End result of rolling up:
 - **Place of Service = POS 10**
 - **Duration (Minutes) and the Midpoint Rule = 45 mins**
 - **Units = 3.0 units**

HELPFUL RESOURCES

HELPFUL RESOURCES

- Denial Crosswalk:
<http://publichealth.lacounty.gov/sapc/NetworkProviders/FinanceForms/DenialCrosswalk/Sage-Claim-Denial-Reason-and-Resolution-Crosswalk-V5.0.xlsx>
- Replacement Claim Job Aid:
<http://publichealth.lacounty.gov/sapc/docs/providers/sage/finance/Job-Aid-Replacement-Claim-Assignment-CMS-1500-Provider-Training.pdf>
- Guide to PCNX Reports:
<http://publichealth.lacounty.gov/sapc/docs/providers/sage/pcnx/PCNX-Guide-Reports.pdf>
- Guide to Widgets: <http://publichealth.lacounty.gov/sapc/docs/providers/sage/pcnx/PCNX-Guide-Widgets.pdf>
- The entire catalog of SAPC Finance Billing Aids:
<http://publichealth.lacounty.gov/sapc/providers/sage/finance.htm>

HELPFUL CONTACTS

HELPFUL CONTACTS

| Unit/Branch Contact | Email <i>Do not send Protected Health Information (PHI) to any SAPC email</i> | Description of when to contact |
|---|---|--|
| Sage Helpdesk | Phone Number: (855) 346-2392 ServiceNow Portal: https://Netsmart.service-now.com/plexussupport | Sage related questions, including system errors, medical record modifications |
| Sage Management Division (SMD) | SAGE@ph.lacounty.gov | Sage process, workflow, general questions about Sage forms and usage |
| QI and UM | SAPC.QI.UM@ph.lacounty.gov | All authorization related questions, questions for the office of the Medical Director, medical necessity, secondary EHR form approval |
| Systems of Care (SOC) | SAPC-SOC@ph.lacounty.gov | Questions about policy, the provider manual, bulletins, and special populations (youth, PPW, criminal justice, homeless) |
| Health Outcomes and Data Analytics (HODA) | hoda_caloms@ph.lacounty.gov | All questions regarding Sage CalOMS: CalOMS submissions guidelines, issues related to CalOMS forms and submissions in Sage, Data Quality Report, and requests for trainings |
| Contracts | SAPCMonitoring@ph.lacounty.gov | Questions about general contracts, amendments, appeals, complaints, grievances and/or adverse events. Agency specific contract questions should be directed to the agency CPA |
| Strategic and Network Development | SUDTransformation@ph.lacounty.gov | DHCS policy, DMC-ODS general questions, SBAT |
| Clinical Standards and Training (CST) | Dsapc.cst@ph.lacounty.gov | Clinical training questions, documentation guidelines, requests for clinical trainings |
| Finance | Sapc-Finance@ph.lacounty.gov | General questions related to billing. For specific questions related to billing denials, payments, and technical assistance, please open a ticket with the Request Billing Assistance form |
| Eligibility | DPH-SAPC-EST@ph.lacounty.gov | For any eligibility related questions such as for assistance identifying County of residence, help with the intercounty transfer (ICT) process, applying for Medi-Cal benefits |



OPEN Q&A