



Douglas Stein <steinmail@vasweb.com>

## Second Request to Consider Rate Increase

Douglas Stein <steinmail@vasweb.com>  
To: "Gross, Melissa A HHHH" <Melissa.Gross@cigna.com>  
Cc: Heather Freidin <heather@vasweb.com>

Wed, Jul 12, 2023 at 2:31 PM

Ms. Gross,

Thank you so much for your help with this.

**We agree to the rate of \$554.64, effective August 15, 2023.**

For insured patients, we ask for the company allowable at the time of service, and then reimburse as soon as we hear from the insurance company. You would be surprised how often we used to see patients who had not met their deductibles or who had been disenrolled for non-payment of premiums. Then we would have to send them invoices, which often went unpaid. This system works really well, and patients are very happy paying and then seeing the reimbursement a few weeks later.

So we will continue to ask the same for now, and then increase that to \$554.64 on August 15, assuming that CIGNA will pay at that new rate on and after Tuesday August 15.

Thank you again,  
Doug Stein, MD

On Tue, Jul 11, 2023 at 10:32 AM Gross, Melissa A HHHH <Melissa.Gross@cigna.com> wrote:

Good Morning Dr. Stein I apologize for the delay in responding to your below request. This is the first I am seeing this Communication. Cigna value's the service you bring to our clients, customers and the market. We continually review our fee schedules to ensure competitiveness in a given marketplace. We measure ourselves against the other major healthcare carriers within the state. This is accomplished through competitive intelligence and network-based resources. Please keep in mind the majority (85%) of our business is funded by our clients and customers. It's like we are negotiating with their money. Therefore we have a fiduciary responsibility to our members and our clients to remain competitive within the market and all adjustments directly impact the Cigna members, especially those with coinsurance or deductible amounts that contribute to their out of pocket liabilities.

As such the last update Cigna completed was in 2021 and we are in the process of reviewing for another adjustment next year. We are required to notify the Network with any changes.

In reviewing the current fee schedule, 120% of Cigna's 2020 RBRVS, is above market compared to other like specialists in the market so the best I will be able to do is move the fee schedule to the Miami Locality from the current, Rest of Florida Locality. This will create just over 5.5% overall increase in the fee schedule. It would remain at the current 120% but change the Locality Factor. The schedule is attached. To your request below, **code 55250 has increased to \$554.64.** If this is agreeable, respond to this email and I will update the fee schedule effective 8/15/2023.

Melissa Gross  
Provider Contracting Lead Analyst

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860.787.6110

860.687.7028 fax

**Proclaim Sched: CIGMFL183**

| Default % | Service Code | Modifier | Rate     |
|-----------|--------------|----------|----------|
| 50        | 10004        |          | 0        |
| 50        | 10005        |          | 0        |
| 50        | 10006        |          | 0        |
| 50        | 10007        |          | 0        |
| 50        | 10008        |          | 0        |
| 50        | 10009        |          | 0        |
| 50        | 10010        |          | 0        |
| 50        | 10011        |          | 0        |
| 50        | 10012        |          | 0        |
| 50        | 10021        |          | 187.22   |
| 50        | 10022        |          | 177.62   |
| 50        | 10030        |          | 201.63   |
| 50        | 10035        |          | 0        |
| 50        | 10036        |          | 0        |
| 50        | 10040        |          | 134.16   |
| 50        | 10060        |          | 141.86   |
| 50        | 10061        |          | 240.05   |
| 50        | 10080        |          | 217.01   |
| 50        | 10081        |          | 339.55   |
| 50        | 10120        |          | 175.18   |
| 50        | 10121        |          | 343.36   |
| 50        | 10140        |          | 201.53   |
| 50        | 10160        |          | 163.18   |
| 50        | 10180        |          | 311.5    |
| 50        | 11000        |          | 67.63    |
| 50        | 11001        |          | 27.75    |
| 50        | 11004        |          | 803.83   |
| 50        | 11005        |          | 1,089.76 |
| 50        | 11006        |          | 981.65   |
| 50        | 11008        |          | 383.11   |
| 50        | 11010        |          | 378.58   |
| 50        | 11011        |          | 411.87   |
| 50        | 11012        |          | 585.82   |
| 50        | 11042        |          | 112.99   |
| 50        | 11043        |          | 165.89   |
| 50        | 11044        |          | 289.79   |
| 50        | 11045        |          | 41.36    |
| 50        | 11046        |          | 71.9     |
| 50        | 11047        |          | 91.17    |
| 50        | 11055        |          | 61.73    |
| 50        | 11056        |          | 74.21    |
| 50        | 11057        |          | 87.97    |
| 50        | 11100        |          | 133      |
| 50        | 11101        |          | 43.01    |
| 50        | 11102        |          | 0        |
| 50        | 11103        |          | 0        |
| 50        | 11104        |          | 0        |
| 50        | 11105        |          | 0        |
| 50        | 11106        |          | 0        |
| 50        | 11107        |          | 0        |
| 50        | 11200        |          | 109.44   |
| 50        | 11201        |          | 25.03    |
| 50        | 11300        |          | 87.82    |
| 50        | 11301        |          | 119.76   |
| 50        | 11302        |          | 143.54   |



|    |       |          |
|----|-------|----------|
| 50 | 54405 | 1,113.34 |
| 50 | 54406 | 1,003.02 |
| 50 | 54408 | 1,085.54 |
| 50 | 54410 | 1,183.03 |
| 50 | 54411 | 1,408.84 |
| 50 | 54415 | 722.74   |
| 50 | 54416 | 972.72   |
| 50 | 54417 | 1,234.59 |
| 50 | 54420 | 970.92   |
| 50 | 54430 | 880.92   |
| 50 | 54435 | 570.52   |
| 50 | 54437 | 0        |
| 50 | 54438 | 0        |
| 50 | 54440 | 798.45   |
| 50 | 54450 | 97.04    |
| 50 | 54500 | 102.11   |
| 50 | 54505 | 289.01   |
| 50 | 54512 | 736.38   |
| 50 | 54520 | 448.67   |
| 50 | 54522 | 799.21   |
| 50 | 54530 | 694.31   |
| 50 | 54535 | 1,012.34 |
| 50 | 54550 | 671.39   |
| 50 | 54560 | 924.76   |
| 50 | 54600 | 619.13   |
| 50 | 54620 | 412.4    |
| 50 | 54640 | 652.84   |
| 50 | 54650 | 969.63   |
| 50 | 54660 | 485.24   |
| 50 | 54670 | 552.5    |
| 50 | 54680 | 1,072.96 |
| 50 | 54690 | 975.65   |
| 50 | 54692 | 1,044.5  |
| 50 | 54699 | 0        |
| 50 | 54700 | 292.14   |
| 50 | 54800 | 203.51   |
| 50 | 54830 | 509.55   |
| 50 | 54840 | 440.47   |
| 50 | 54860 | 572.83   |
| 50 | 54861 | 773.61   |
| 50 | 54865 | 488.42   |
| 50 | 54900 | 1,038.88 |
| 50 | 54901 | 1,442.47 |
| 50 | 55000 | 161.08   |
| 50 | 55040 | 464.68   |
| 50 | 55041 | 699.11   |
| 50 | 55060 | 521.14   |
| 50 | 55100 | 226.34   |
| 50 | 55110 | 531.47   |
| 50 | 55120 | 487.24   |
| 50 | 55150 | 672.26   |
| 50 | 55175 | 497.82   |
| 50 | 55180 | 949.88   |
| 50 | 55200 | 624.62   |
| 50 | 55250 | 554.64   |
| 50 | 55300 | 251.74   |
| 50 | 55400 | 685.6    |