

## INTRODUCTION

Johns Hopkins researchers can take advantage of receiving a substantial research discounted rate.

Every year Johns Hopkins Medicine establishes research rates for hospital and professional fees. These institutional guidelines for research pricing attempt to approximate 100% of Centers for Medicare & Medicaid Services (CMS) Medicare Fee Schedule for Government/Not For Profit sponsors and 150% for Pharma/For Profit sponsors.

>**Note:** There is a carve-out for radiology services performed at Johns Hopkins Hospital. Please contact [radresearchbilling@jhmi.edu](mailto:radresearchbilling@jhmi.edu) directly for pricing

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## HOSPITAL VERSUS PROFESSIONAL FEES

Every hospital visit involves both physician and hospital resources. Although the hospital and the provider may use the same language (for example, “office visit”) to describe each charge, their bills are for separate services.

**1. Hospital Fees** – The hospital bill will be for the technical resources, including space, equipment, medications and supplies.

Maryland Hospitals:

**a. Health Services Cost Review Commission (HSCRC)** - Maryland is the only state in the country that has an agreement with the Centers for Medicare and Medicaid Services (CMS ) requiring all payers — insurance companies, HMOs, Medicare, Medicaid, uninsured individuals and others — to pay the same rate for the same service at the same hospital. This demonstration, *the Total Cost of Care Model*, is often referred to as the “*Maryland Model*,” under which all payers reimburse Maryland’s hospitals according to rates set by the Commission.

(source: <https://www.mhaonline.org/advocacy/regulatory/hscrc>)

**b. Regulated Space** means that the research participant was seen in a hospital setting for which the HSCRC sets the rates. *These rates can change often, thus the same service performed months apart can have different pricing.* Please note full price must be reported to the Commission.

Sibley Memorial Hospital and All Children’s Hospital are not subject to regulation by the HSCRC.

**2. Professional Fees** – Physicians and other providers bill for their professional assessment, interpretation, direction, and oversight.

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## RESEARCH FEES IN EPIC

### 1. Research Hospital Fees (HB)

Research hospital fees are updated yearly, usually within the first quarter of the calendar year.

### 2. Research Professional Fees (PB)

Research professional fees are calculated to be 150% of the Medicare fee schedule. It is updated every January and updated directly into Epic

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## EPIC “SINGLE BILLING OFFICE” STATEMENT


Research staff will receive a single statement that will have the charges directed to the study specific research account by the Clinical Research Billing Compliance Office (CRBC).

You will receive the statement by email accompanied by a memo (the body of the email) that explains the discounted rates for hospital charges and the final totals for HB and PB charges.

- As explained before, hospital charges must be reported at the rate set by the HSCRC. That means that the research discount will be applied to the total of the hospital invoice and not to each charge line in the statement

The professional fee research charges are already discounted in the statement and receive no additional deduction in price.

This is an example of a research statement:



**Research Statement Account Charges as of 07/09/18**  
**Guarantor Number:**

Page 1 of 5

**Guarantor Number:**  
**Guarantor Name: Research Ph1 Dose**

**Guarantor Address:** /StudyIO#9

**CRMS Number: CRMS-**  
**IRB Number: IRB000**

**Study Header Information**

Summary	
<b>Amount Due:</b>	2,405.12

**For more information:** Please contact the Business Office at [RCM-CR@jhmi.edu](mailto:RCM-CR@jhmi.edu). Itemized summaries of previous statements will be provided upon request.

**New Hospital Billing Charge Summary**

Account #	Date	Amount
<b>HB Account info</b>	04/01/18-04/30/18	\$925.51
<b>Total New Charges</b>		<b>\$925.51</b>

**New Professional Billing Charge Summary**

Account #	Date	Amount
<b>PB HAR info w/ pt names</b>	04/25/18	\$47.00
	04/02/18	\$13.58
<b>Total New Charges</b>		<b>\$60.58</b>

**Previous Professional Billing Charge Summary**

Account #	Date	Amount
		\$13.58

Summary Section

The next pages contain line item detailed charges with participant's identifying information and specific dates of services.

### A WORD ABOUT BUDGETS

Even though research teams receive a generous discounted rate in Johns Hopkins, you should always build your budgets with the full price, plus a percent increase to account for the changes in fee due to the HSCRC rates. Also, remember that fees increase year after year.

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## DIRECT STUDY BILLING

- The statement is emailed to the study contact once a month. Please note that we can email the statement to one study team member. If you expect to receive a statement, but have not received any, please contact CRBC as soon as possible.
- Once the research statement is sent by email, the study team has 30 calendar days to review it. If the study team does not reply to the email, the payment will be processed against the IO number on file.

**>Important** – Please contact the sender of the statement if you see any errors or do not understand your bill. They will forward your questions to the appropriate party.

## WHAT CAN YOU DO?

- Contact CRSS for budget or research pricing questions
- Make sure that the correct person is receiving the statements
- View your statements on a timely maner – within the 30 days timeframe – and reply to the sender of the email with questions or issues

Important clinical research billing information and helpful contacts are available at this web link: [JHM Research Revenue Cycle Website](#)

Questions? [CLINIRESBILLING@exchange.johnshopkins.edu](mailto:CLINIRESBILLING@exchange.johnshopkins.edu) or [CRSS@jhmi.edu](mailto:CRSS@jhmi.edu)