



Key Questions for CMS ICD-10 Vendor Conference Tuesday, April 27, 2010

Dealing with Crosscutting Issues – Break Out Sessions

1. What plans or mechanisms has industry developed to address issues that cross industry business areas? A few of these areas may be billing, quality control, fraud protection, or research.
 - What does the industry see as opportunities for collaboration between other vendors, providers, health plans, themselves?
 - Knowing that other industry segments are relying on vendor readiness, what steps are being taken to prepare those segments and inform them on the steps that they should be taking for the transition process?
2. This question is specific to ICD-10: Can you discuss the development of proprietary crosswalks between ICD-9 and ICD-10 within your industry segment?
 - How many proprietary crosswalks are there? Who is making them?
 - What do they do that makes them different from GEM available from CMS?
 - Do differing crosswalks present a business risk for your industry segment?
 - What is your industry segment doing to mitigate the business risks that may result from using different and various crosswalks?

Communications and Outreach

3. How can the vendor community best plan for the transition to 5010 and ICD-10?
 - Is the vendor community collaborating on an industry plan for the transition to both?
 - Do you have specific implementation plans to target smaller entities?
4. Can you describe what your planning process will be over the next several years to ensure that products and support are available to meet the various deadlines for each initiative?
5. What communication vehicles have you identified as being the most effective for reaching your health care customers?
 - Have you identified any specific communication needs among your customers?

What are key 5010 and ICD-10 transition messages for planning, training, installation and testing that would resonate with your customers and clients?