



July 30, 2020

APDA Executive Team

Re: Cornerstone Consulting Group and Progress with CMS

Dear APDA Members:

After an extensive RFP and screening process, the APDA Executive team and Board is extremely enthusiastic about announcing APDA's new consulting and lobbying firm. With a unanimous vote, Cornerstone Government Affairs (CGA) (www.cgagroup.com) was awarded the contract and has already hit the ground running supporting our efforts to push assistance from CMS. Attached are two short brochures describing the breadth of CGA's government affairs practice at the national and state level. APDA will have access to all of these resources. In addition, you will find attached the bios of the two government affairs professionals from CGA, Laura Bozell and Chris Sarley, who will be guiding APDA's lobbying efforts. You will be hearing from them about their work on the Hill and during the Fall Virtual Conference.

Your APDA Board has been working tirelessly over the last few months to represents every member around the country. Cornerstone has quickly helped us understand possible "Champions" on the Hill that could help all of our current efforts. Below are some highlights and updates regarding rate cuts, COVID-19 financial relief as well as progress on our push for possible long-term financial changes to the portable diagnostic industry.

- A Novitas call occurred on 7/17
 - Novitas is still reconciling the data submitted from their Survey Monkey, APDA members cost surveys and Trident's data into one data set.
 - They communicated that they have completed only about 25% of the reconciliation with no estimated timetable for completion, meaning the Novitas rate cuts are indefinitely postponed
 - Novitas new Medical Director, Dr. Andrew Bloschichak, is familiar with the R-Code and the 5-year review process and was sympathetic to the need for ancillary providers, like PXR, to receive additional reimbursement for COVID-19

- On July 27th another letter was sent to CMS updating them on our work with Novitas, Congressional Offices and the financial burdens imposed on PXR by COVID-19. With help from Cornerstone, we are again asked CMS the following:
 - Request that CMS pause any rate reviews until after the pandemic
 - Work with APDA and PXR companies to develop a transparent and practical methodology for adequate reimbursement for portable diagnostics
 - Asked that they consider, due to our updated cost data from all you, an immediate increase of 20% to all transportation codes to help offset our cost of COVID-19.

- The Board along with CGA is currently scheduling Congressional meetings and will be reaching out to you to take advantage of past communications with your Senators and House representatives.

Although it is a difficult time, we believe PXR companies are being heard and that we are gaining champions from many different areas and parts of the country that are pushing for our industry.

Please be looking for updates from APDA and CGA. If you have any concerns, questions or assistance, please reach out to any of the Executive Committee or Board directly.

Sincerely,

American Portable Diagnostics Association

John

John Cooke, Chairman

Will

Will Irwin, President

Ryan

Ryan Kingrey, President-Elect