REACHING NEW HEIGHTS WITH SGRT

SURFACE GUIDED RADIATION THERAPY
SGRT COMMUNITY

Breakfast Session: Reimbursement of SGRT in Free-Standing Clinics

Sally Eggleston, VP – Shared Services
Radiation Business Solutions

Radiation Business SOLUTIONS + visionrt Guiding Radiation Therapy™

Vision RT Products Coding & Reimbursement

Radiation Business SOLUTIONS

Disclaimers

Every practice is unique, and it is the Client's responsibility to implement these opinions appropriately to Client's specific practice and circumstances. Client is not under the obligation to implement any recommendations made by RBS. Recommendations made by RBS are our opinions only, and Client should consult an attorney regarding the application of these recommendations in Client's specific market and circumstance. RBS is not a law firm and is not providing legal advice to Client.

Vision RT, LLC and Radiation Business Solutions have formed a collaborative agreement to boost the success of radiation centers using Vision RT's innovative products. By combining Vision RT's cutting-edge technology with Radiation Business Solutions' expertise in radiation oncology coding, billing, and reimbursement, this partnership aims to help radiation centers optimize Vision RT's technology for financial viability and advance the field of radiation oncology. Radiation Business Solutions is contracted and compensated by Vision RT for the consulting services presented in this webinar.

About RBS

At Radiation Business Solutions (RBS), our story is driven by a singular mission: **Helping cancer practices run more effectively**. We recognized that financial anxiety could hinder physicians from fully focusing on their patients. To address this, we specialized in radiation oncology billing and management solutions, new cancer center development, and enhancing the patient experience.

Radiation Business Solution Services

REVENUE CYCLE Our revenue cycle services maximize your radiation oncology practice's revenue and financial health. We handle everything from timely claim submissions to efficient follow-ups and denials management. Our dedicated team reduces outstanding receivables and improves cash flow, so you can focus on excellent patient care.

REVENUE CYCLE AUDIT Our Oncology-experienced auditors review a sample of patient charts to identify missing documentation or coding problems that could lead to compliance issues and fines.

AUTHORIZATIONS An efficient claims process starts with an appropriate authorization. We work seamlessly within your system, ensuring prior authorizations are correct and in place before treatment begins.

CODING Our medical coding services ensure precise and compliant coding for your radiation oncology practice. Our certified coders have extensive knowledge of oncology-specific codes and regulations, guaranteeing accuracy and maximizing reimbursement. By focusing on meticulous coding practices, we help minimize denials and improve overall revenue cycle efficiency.

MANAGEMENT Elevate your radiation oncology practice with our comprehensive management solutions. We offer a full spectrum of services, from executive management and financial leadership to compliance, IT, and marketing. Our expert guidance ensures streamlined operations, improved financial health, and superior patient care, driving excellence in every aspect of your practice.

PROCESS IMPROVEMENT Enhance your practice's performance with our comprehensive process improvement services. We meticulously analyze your current operations, identify areas for enhancement, and implement effective strategies to streamline workflows, reduce waste, and boost overall productivity. Our goal is to help your practice operate more efficiently and deliver higher-quality care.

Meet the Team

Leah Harlin CPC

Director, Shared Services

Coder by trade with over 15 years in the radiation oncology specialty and decades of practice management and RCM experience.

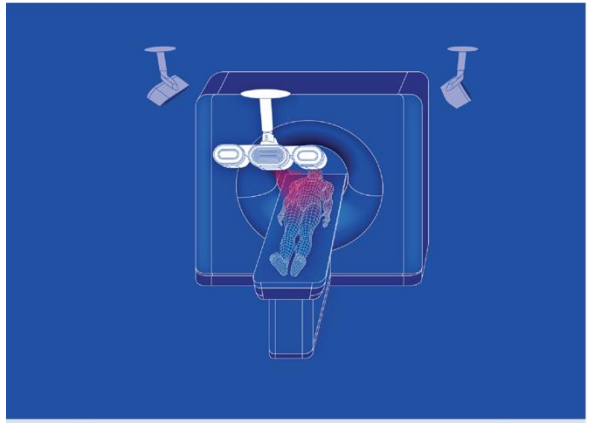
Sally Eggleston

VP, Shared Services

Radiation Therapist by trade and equipped with decades of experience streamlining RCM services.

Product Reimbursement

SIMULATION



simrt™

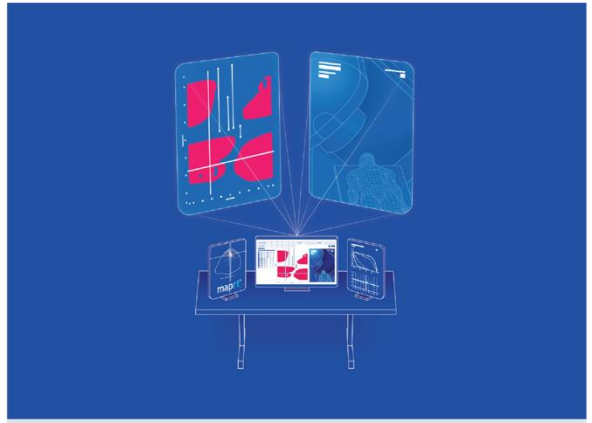
Capture the Initial CT & Setup – Complex Simulation for reimbursement

Code	Freestanding: Non-Facility (MPFS Nat'l)	Facility: Hospital Based (OPPS)
77290*	$427.75	$366.07 (APC 5612)

An additional code is not captured for the addition of Vision RT's products to Sim.

**Simulation is not captured separately for courses planned as IMRT (77301)*

PLANNING

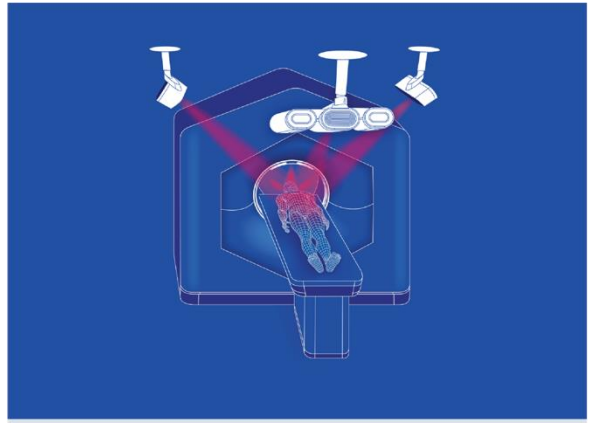


maprt®

Capture 1 if performed and documented

Code	Freestanding: Non-Facility (MPFS Nat'l)	Facility: Hospital Based (OPPS)
77370	$145.60	$132.77 (APC: 5611)
77470	$142.37	$587.47 (APC 5623)

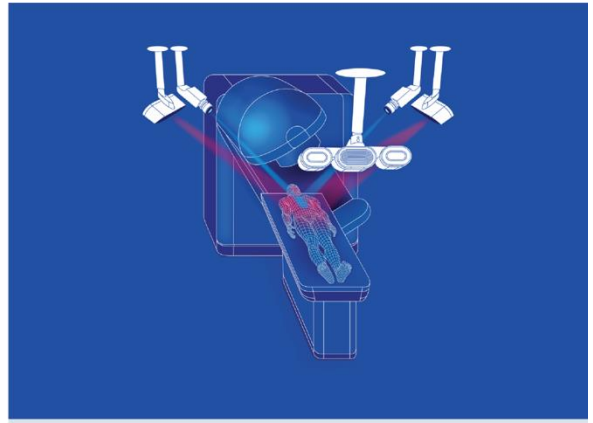
TREATMENT & DOSE



alignrt®

Capture daily 3D surface tracking alongside treatment

Code	Freestanding: Non-Facility & Pro Only (MPFS Nat'l)	Facility: Hospital Based (OPPS)
G6017	Carrier Priced $20.84-$138.57	N/A
77387	N/A	Packaged



dosert™

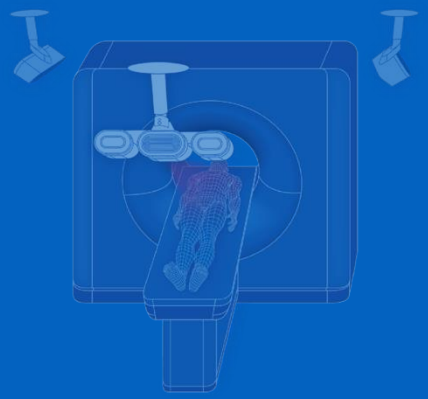
Capture 1 if performed and documented

Code	Freestanding: Non-Facility (MPFS Nat'l)	Facility: Hospital Based (OPPS)
77370	$145.60	$132.77 (APC: 5611)
77470	$142.37	$587.47 (APC 5623)

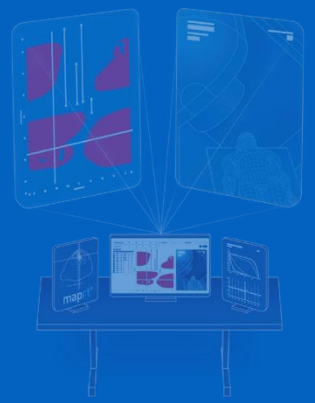
** Codes can potentially be reported if the medical record documentation supports medical necessity.*

alignrt®

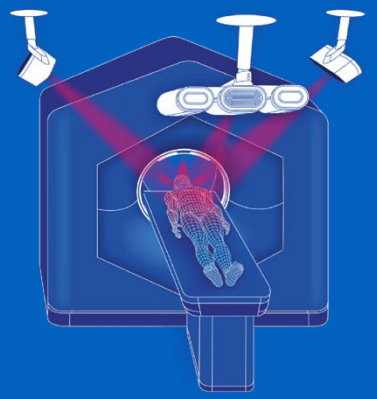
SIM



PLAN



TREAT



DOSE

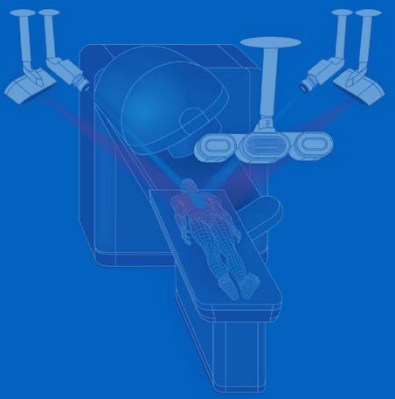
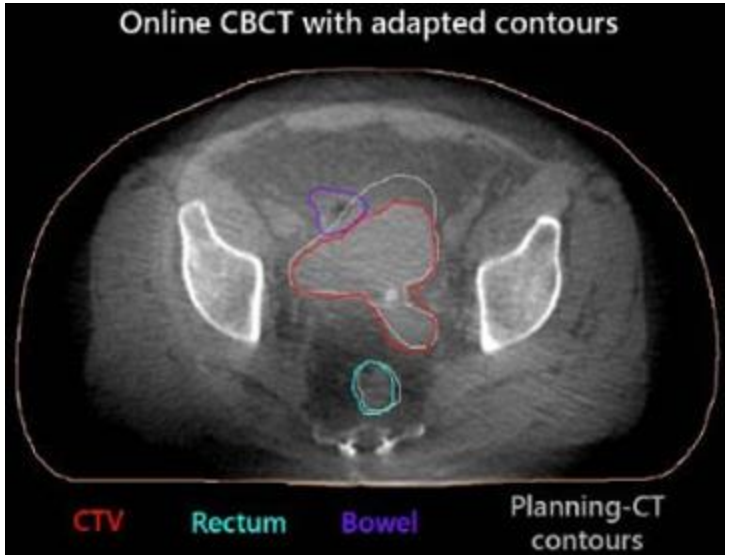


Image Guided Radiation Therapy (IGRT)

Image Guided Radiation Therapy (IGRT) is an internal view and involves using various imaging modalities to precisely visualize the target area and surrounding structures immediately before radiation beam is on. Common imaging techniques employed with IGRT include Cone Beam Computed Tomography (CBCT), Ultrasound, and Magnetic Resonance Imaging (MRI).



Surface Guided Radiation Therapy (SGRT)

AlignRT's Surface Guided Radiation Therapy (SGRT) is a technology used in radiation therapy immediately before and **during** cancer treatment. SGRT involves the use of imaging techniques to monitor and guide the delivery of radiation to the targeted area on the patient's body surface. It provides real-time feedback on the patient's position and movement during treatment, ensuring accurate and precise delivery of radiation to the intended treatment area. **Different than IGRT, SGRT continuously monitors patient motion in real-time, specifically and exclusively while the beam is on.**

Freestanding Center Coding (IMRT Example)

IMRT CODING EXAMPLE

Service	Billable Technical Component	Billable professional Component
	This component addresses the cost of maintaining a practice inclduing rent, equipment, supplies, and non-physician staff costs.	Accounts for the provider's work when performing a procedure or service, including technical skills, physical effort, mental effort, and judgement, stress related to patient risk, and the amount of time required.
Treatment Delivery	G6015 - IMRT Treatment delivery by an RT, costs of treatment including rent, linac, overhead, etc.	
IGRT	77014- CBCT Utilization of CBCT during treatment, facilitated by an RT and the cost of performing the CBCT including equipment and technology. Includes images interpreted and approved by a Radiation Oncologist.	
SGRT	G6017 - SGRT SGRT utilization during treatment, facilitated by an RT, cost of performing SGRT including equipment and technology and approval by a Radiation Oncologist.	

CCI Edit

- A CCI edit refers to the National Correct Coding Initiative (NCCI) edits established by the Centers for Medicare & Medicaid Services (CMS). These edits are designed to prevent improper coding and inappropriate payment of services that should not be reported together. Each CCI edit consists of a pair of codes: Column One and Column Two. If both codes are reported for the same patient on the same day, the Column One code is eligible for payment, while the Column Two code is denied unless a clinically appropriate modifier is used

National Correct Coding Initiative (NCCI) Edit

- ✓ **Clinical documentation must reflect a distinction between the services that contribute to the technical components of these codes to appropriately support overriding the edit with a modifier.**

IGRT

- Clinical rationale distinct to IGRT
- Technology/equipment, IGRT modality
- Workflow staff to facilitate IGRT

Drawing the Distinction via Documentation

SGRT

- Clinical rationale distinct to SGRT
- Technology/equipment, AlignRT camera system, console
- Workflow of staff to facilitate SGRT, including postural monitoring

G6017 will require a modifier 59 in most scenarios to be paid separately from the IGRT component.

Modifier 59 attests 'Distinct procedural service'.

Current & Historical CCI Edit

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Column1/Column2 Edits						
Column 1	Column 2	*=in existence	Effective	Deletion	Modifier	PTP Edit Rationale
		prior to 1996	Date	Date	0=not allowed	
				*=no data	1=allowed	
					9=not applicable	
77014	G6017		20150101	*	1	Mutually exclusive procedures
G6002	G6017		20150101	*	1	Mutually exclusive procedures

Medicare National Correct Coding Initiative Policy Manual

- Chapter IX Radiology Services 2015

8. Since HCPCS code 0197T (Intra-fraction localization and tracking of target or patient motion during delivery of radiation therapy…) includes localization of the radiation field, it should not be reported with other CPT codes describing localization of the radiation field such as CPT codes 76950 (Ultrasonic guidance for placement of radiation therapy fields), 77014 (Computed tomography guidance for placement of radiation therapy fields), or 77421 (Stereoscopic X-ray guidance for localization of target volume for the delivery of radiation therapy). (CPT codes 0197T and 77421 were deleted January 1, 2015)

9. Since CPT code 77387 (guidance for localization of target volume for delivery of radiation treatment delivery, includes intrafraction tracking when performed) includes localization of the radiation field, it should not be reported with other CPT codes describing localization of the radiation field such as CPT codes 76950 (ultrasonic guidance for placement of radiation therapy fields) or 77014 (computer tomography guidance for placement of radiation therapy fields).

Billing Example

Code addition per occurrence: G6017
HCPCS Code for Intra-fraction localization and tracking of patient motion during delivery of radiation therapy (e.g., 3D positional tracking, 3D surface tracking), each fraction of treatment.

IMRT Treatment Daily - HCPCS Coding		
Code	Description	Natl' MPFS 2025
G6015	IMRT Tx Delivery	$337.37
77014	IGRT: CBCT	$115.80
G6017	SGRT	$71.37
	Total	$524.54

3D Treatment Daily - HCPCS Coding		
Code	Description	IN-MPFS 2024
G6013	3D Tx Delivery	$217.37
77014	IGRT: CBCT	$115.80
G6017	SGRT	$71.37
	Total	$404.54

Added Value

From a revenue cycle perspective, the value-add stems from the additional code capture. Examples of additional code capture currently seen *(Electron, Proton courses not displayed, but SGRT can be captured with both).*

IMRT

IMRT Treatment Daily - HCPCS Coding		
Code	Description	National Avg-MPFS 2025
G6015	IMRT Tx Delivery	$337.37
77014	IGRT: CBCT	$115.80
G6017	SGRT	$71.37
	Total	$524.54.

Prostate Hypofractionation: 28 FRC

- $1,989.68 in additional reimbursement

Prostate Conventional Fractionation: 45 FRC

- $3,197.70 in additional reimbursement

3D

3D Treatment Daily - HCPCS Coding		
Code	Description	National Avg-MPFS 2025
G6013	3D Tx Delivery	$217.37
77014	IGRT: CBCT	$115.80
G6017	SGRT	$71.37
	Total	$404.54

Breast Hypofractionation: 16 FRC

- $1,136.96 in additional reimbursement

Breast Conventional Fractionation: 36 FRC

- $2,558.16 in additional reimbursement

SRS/SBRT

SBRT Treatment Daily - HCPCS Coding		
Code	Description	VA-MPFS 2025
G0339	SBRT 1st day	$2,256.04
G6017	SGRT	$101.51
	Total	$2,357.55

SBRT Treatment Daily - HCPCS Coding		
Code	Description	VA-MPFS 2025
G0340	SBRT 2nd - 5th treatment	$2,886.08
G6017	SGRT	$101.51
	Total	$2,987.59

SBRT: 5 FRC

- $507.55 in additional reimbursement
- Based on Payor Policy

Coding Nuance – SGRT Code Capture

	Service	Code Description	Setting	Code	Code Type	SGRT Code Capture Eligibility Status
✓	IMRT	IMRT Tx Delivery	Freestanding	G6015	HCPCS	Allowed
⊘	IMRT	IMRT Tx Delivery	Freestanding	77385 or 77386	CPT	Not Allowed
✓	3D	3D Tx Delivery	Freestanding	All Codes	CPT & HCPCS	Allowed
✓	Electrons	e- Tx Delivery	Freestanding	All Codes	CPT & HCPCS	Allowed
⊘	SRS	SRS Tx Delivery	Freestanding	77372	CPT	Not Allowed
✓	SRS	SRS Tx Delivery	Freestanding	G0339	HCPCS	Allowed
⊘	SBRT	SBRT Tx Delivery	Freestanding	77373	CPT	Not Allowed
✓	SBRT	SBRT Tx Delivery	Freestanding	G0339/G0340	HCPCS	Allowed
✓	IGRT	CBCT	Freestanding	77014	CPT	Allowed
✓	IGRT	kVkV/MV/Orthogonals	Freestanding	G6002	HCPCS	Allowed
⊘	IGRT	kVkV/MV/Orthogonals	Freestanding	77387	CPT	Not Allowed

**This is not an all-inclusive list*

High-Level Proforma

A detailed analysis is recommended, but a simpler high-level estimate can be calculated using the sample methodology shown below to provide a snapshot of estimated reimbursement.

Select your state from dropdown:	VA	
Description	Calculation	Instructions
SGRT - Added revenue per treatment	$101.51	This field will auto-populate once state is selected
Enter the avg. number of daily treatments for your site	30	Entered by user
Enter the estimated % of treatments that SGRT will be utilized for	80%	Entered by user, when uncertain of this %, use 70%
SGRT potential daily reimbursement	$2,436.24	This field will auto-populate once avg. treatments and estimated % of SGRT utilization are entered
Enter the estimated payer mix that will reimburse SGRT in addition to IGRT	80%	Entered by user, when uncertain of this %, use 80%
Total estimated daily reimbursement	$1,949.01	This field will auto-populate once the estimated payer mix is entered
Total estimated monthly reimbursement (assuming 21 avg. business days)	$40,929.34	This field will auto-populate once all other fields are completed

Annual Estimated Revenue Projection $491,152.03

Comprehensive and accurate orders, accompanied by robust supporting documentation, are essential to ensuring proper coding and compliance

Cone Beam CT Order Sample Verbiage:

I am ordering [FREQUENCY] CBCT image guidance with this patient's course of [DISEASE SITE] [TREATMENT MODALITY]. This is necessary to allow for real-time imaging of the patient's anatomy, providing valuable information for treatment planning, target localization, and ensuring precise radiation delivery to maximize therapeutic benefits while minimizing potential side effects.

This will be achieved through the following:

- **Image Reconstruction:** The acquired X-ray images are processed and reconstructed using advanced computer algorithms to generate a three-dimensional (3D) image volume of the patient's anatomy. This reconstructed CBCT image provides detailed information about the patient's internal structures, including the tumor and surrounding healthy tissues.
- **Image Registration for Quality Assurance:** The CBCT image volume is then registered or aligned with the planning CT image that was obtained during the initial treatment planning process. Image registration involves matching corresponding anatomical landmarks or fiducial markers in the CBCT and planning CT images, ensuring that the images are aligned in the same coordinate system.
- **Image Registration:** The CBCT image volume is then registered or aligned with the planning CT image that was obtained during the initial treatment planning process. Image registration involves matching corresponding internal anatomical landmarks or fiducial markers in the CBCT and planning CT images, ensuring that the images are aligned in the same coordinate system.
- **Treatment Delivery:** With the updated treatment plan based on the CBCT information, the external beam radiation therapy is delivered to the patient. The treatment machine delivers the radiation beams according to the plan's specifications, taking into account the patient's internal anatomy and tumor location as visualized on the CBCT.
- **Verification for Quality Assurance:** Throughout the treatment course, daily CBCT scans will be performed to verify and monitor the patient's internal anatomical changes, tumor response/changes, and treatment accuracy. These verification scans will help in assessing the need for plan adaptation to ensure accurate and effective radiation therapy delivery.

Performing cone beam CT (CBCT) with external beam radiation therapy will involve the following steps:

Cone Beam CT Acquisition: A specialized CBCT scanner, often integrated with the linear accelerator or radiation therapy machine, is used to acquire a volumetric CT image of the patient's anatomy. The CBCT scanner consists of a rotating gantry that houses the X-ray source and detector. The X-ray source emits a cone-shaped X-ray beam that rotates around the patient, capturing a series of X-ray images from multiple angles.

Cone Beam CT Review and Approval: The physician will review the images captured and approve continued treatment, or may be prompted to adapt the plan due to changes identified through these images.

Daily SGRT Order Sample Verbiage:

I am ordering [FREQUENCY] Surface Guidance (SGRT) for this course of [DISEASE SITE] [TREATMENT MODALITY]. Surface guidance, including postural outline, will be used to monitor and guide patient positioning and motion during external beam radiation therapy. This technique will be utilized to capture the surface contours of the patient's body using advanced imaging technologies. SGRT and postural outline for motion monitoring is necessary for this case to enhance the accuracy and precision of radiation therapy by monitoring patient positioning and motion in real-time. It will aid in minimizing setup errors, compensating for patient motion, and ensuring the radiation beams are accurately delivered to the intended target while sparing healthy tissues.

This will be achieved through the following:

1. Surface Imaging Acquisition: SGRT surface imaging technologies will be used to capture the patient's body surface by projecting patterns and using cameras to capture the surface contours of the patient's body.

2. Patient Setup: The patient will be positioned on the treatment table in the desired treatment position with the help of immobilization devices or personalized positioning aids to ensure consistency and reproducibility of setup. These aids may include headrests, body molds, or vacuum bags.

3. Surface Registration: Once the patient is in position, the surface imaging system will capture the patient's body surface contours. The captured surface data is then registered or aligned with a reference surface obtained during the initial treatment planning process.

4. Postural Outline: The registered surface data is used to create a postural outline, which represents the patient's body shape and position. This outline provides a visual representation of the patient's posture and helps in assessing any deviations or changes from the reference position. The postural outline will be overlaid on the planning CT image and used as a reference for treatment setup.

5. Real-Time Monitoring: During treatment delivery, the surface imaging system will continuously monitor the patient's body surface in real-time. This allows for the detection of any positional changes or movements, such as patient breathing or involuntary shifts, that may affect the accuracy of radiation delivery.

6. Motion Monitoring and Correction: If any positional deviations or movements are detected during treatment, the surface imaging system will provide real-time feedback to the treatment team. This information will then be used to make necessary adjustments to the patient's position or to modify the treatment plan accordingly.

7. Quality Assurance: Surface guidance provides an additional layer of quality assurance throughout the treatment process. By continuously monitoring the patient's position and motion, any inconsistencies or discrepancies can be identified and corrected, ensuring accurate and precise radiation delivery and assuring the best patient outcomes.

Components of Clinical Orders & Documentation

	IGRT Order Components	SGRT Order Components
Medical Necessity	IGRT clinical rationale, i.e., monitor anatomical changes	SGRT clinical rationale, i.e., provide continuous monitoring of patient's positioning during breathing phase with DIBH
Technology Equipment	Detail the technology/equipment utilized, i.e., onboard imaging CBCT	Detail the AlignRT camera installation, console, and postural video equipment and technology utilized
Staff Time & Effort	Outline the workflow staff follow to facilitate IGRT	Outline the workflow staff follow to facilitate SGRT

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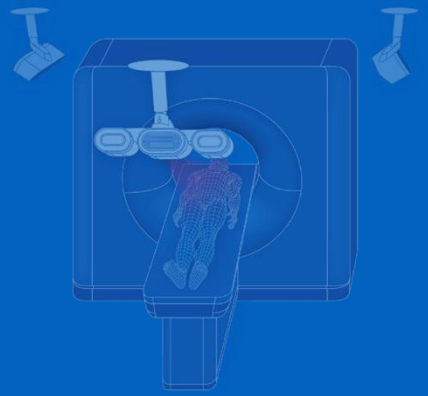
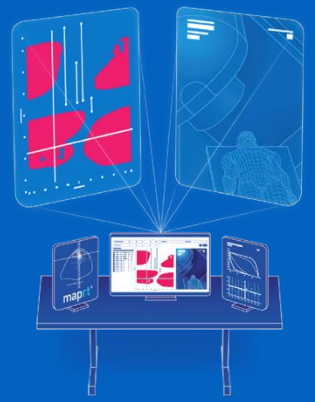
SIM

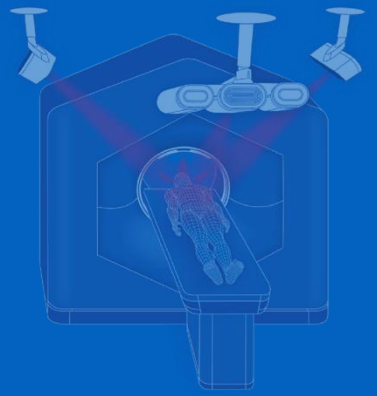
PLAN

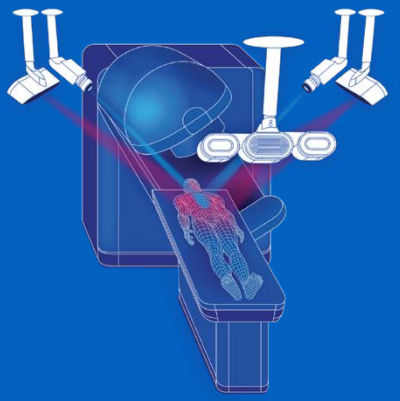
TREAT

DOSE









Coding MapRT & DoseRT

Utilizing MapRT and DoseRT has many advantages, but is not presently a standard use procedure within Radiation

77370

Special physics consult
Reimbursed once per course of therapy

MPFS: $145.60
APC: $132.77

OR

77470

Special treatment procedure
Reimbursed once per course of therapy

MPFS: $142.37
APC: $578.47

Radiation Business SOLUTIONS

High-Level Calculation of the added value increasing utilization of 77470 - MapRT

Assumptions	Description	Calculation
National MPFS Reimbursement	77470 - Special Treatment Procedure - Added Revenue	$142.37
New Course Volume	Avg. number of new courses initiated per month	50
Current Special Treatment Volume %	% of current Special Treatment Procedures monthly courses utilizing 77470	20%
Current Special Treatment Procedure Volume	Number of current Special Treatment Procedure monthly courses utilizing 77470	10
Current Special Treatment Procure Revenue	Current Special Treatment Procedure monthly 77470 code revenue	$1,423.70
Potential Special Treatment Procedure Volume %	% of estimated Special Treatment Procedure monthly courses utilizing 77470	50%
Potential Special Treatment Procedure Volume	Number of estimated Special Treatment Procedure monthly courses utilizing 77470	25
Potential Special Treatment Procedures Revenue	Estimated Special Treatment Procudure revenue - 77470	$3,559.25
Net Value Add	Total estimated monthly net value add	$2,135.55
	Estimated Annual net value add	$25,626.60

High-Level Calculation of the added value increasing utilization of 77370 - DoseRT

Assumptions	Description	Calculation
National MPFS Reimbursement	77370 - Special Physics Consult - Added Revenue	$145.60
New Course Volume	Avg. number of new courses initiated per month	50
Current Special Physics Consult Volume %	% of current (pre-Dose) monthly courses utilizing 77370	20%
Current Special Physics Consult Volume	Number of current (pre-Dose) monthly courses utilizing 77370	10
Current Special Physics Consult Revenue	Current (pre-Dose) monthly 77370 code revenue	$1,456.00
Post-Dose RT Special Physics Volume %	% of estimated (post-Dose) monthly courses utilizing 77370	60%
Post-Dose RT Special Physics Volume	Number of estimated (post-Dose) monthly courses utilizing 77370	30
Post-Dose RT Special Physics Revenue	Estimated post-dose revenue - 77370	$4,368.00
Net Value Add	Total estimated monthly net value add	$2,912.00
	Estimated Annual net value add	$34,944.00

Special Treatment Procedure - 77470

The special treatment procedure CPT code (77470) represents additional work and effort required by the physician and/or staff and the justification requires support via the medical record.

Customized Planning: Developing a highly individualized treatment plan that addresses unique patient needs and complex clinical situations.

Complex Procedures – Examples include, but are not limited to: Hemi-Body, Total-Body Irradiation, Intracavitary Brachytherapy

Resource Utilization – Examples include, but are not limited to: Advanced Technology and Extended Time

Patient Management: Intensive Monitoring and Supportive Care

When implementing DoseRT, consider the physician's involvement and determine if they can document effort that supports billing 77470.

Special Physics Consultation - 77370

CPT code 77370 is used in medical billing to describe "Special medical radiation physics consultation." This code is typically used when a radiation oncologist requires a more detailed and comprehensive analysis or consultation from a medical physicist.

Complex Treatment Planning: When a patient's treatment involves a highly complex plan that necessitates additional physics consultation beyond the standard treatment planning.

Dose Calculations: Special dose calculations or dose verification processes that require detailed review and input from a medical physicist.

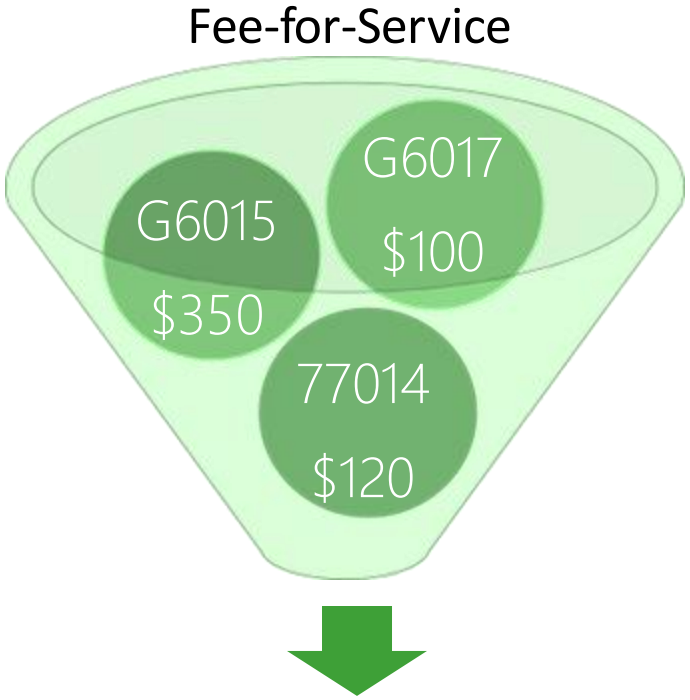
Quality Assurance: Extensive quality assurance procedures for radiation therapy equipment or treatment plans to ensure accuracy and safety.

Radiation Safety Issues

When implementing DoseRT, thoroughly document the physicists' corresponding efforts to support capturing this code.

What is on the horizon for Radiation reimbursement?

The field of radiation oncology is witnessing a potential shift from traditional fee-for-service payment models to episodic payment models. This transition is evident with initiatives such as the doomed Radiation Oncology Advanced Payment Model (RO APM) by Medicare and the more recent Radiation Oncology Care Model (ROCR) by ASTRO (American Society for Radiation Oncology).



ASTRO –AMA New CPT Codes

CPT Code	Description	Changes
77402	Radiation treatment delivery, >=1 MeV; simple	Revised to consolidate and more clearly specify services provided for radiation treatment delivery
77407	Radiation treatment delivery, >=1 MeV; intermediate	
77412	Radiation treatment delivery, >=1 MeV; complex	
77014	Computed tomography guidance for placement of radiation therapy fields	Delete
77385	Intensity modulated radiation treatment delivery (IMRT), includes guidance and tracking, when performed; simple	Delete
77386	Intensity modulated radiation treatment delivery (IMRT), includes guidance and tracking, when performed; complex	Delete

Radiation Business SOLUTIONS

Radiation Oncology Reimbursement Could Face Major Changes in 2026 - ASTROblog - American Society for Radiation Oncology (ASTRO)

Reach out to Radiation Business Solutions' Dedicated Vision RT Coding Support Team

Leah Harlin CPC
Director, Shared Services

Sally Eggleston
VP, Shared Services

visionrt@radiationbusiness.com

REACHING NEW HEIGHTS WITH SGRT

SURFACE GUIDED RADIATION THERAPY
SGRT COMMUNITY

RADIATION THERAPIST TRACK