

- Working Document -

**Quarterly Update on the Commercial Use and Cost-Benefit Evaluation of ABC Codes
Submitted to the Centers for Medicare & Medicaid Services
Office of HIPAA Standards**

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This quarterly report provides an overview of the commercial use and cost-benefit evaluation of ABC codes.

Commercial Use of ABC Codes

More than 10,000 ABC code set registrants and millions of their contractual trading partners may exercise rights to use and evaluate ABC codes in HIPAA transactions.

These rights were granted in accordance with the following:

- 1) The Health Insurance Portability and Accountability Act of 1996
- 2) An approved exception from the HIPAA standard code sets, authorized January 16, 2003, by Secretary Tommy Thompson of the U.S. Department of Health and Human Services, under 45 CFR § 162.940
- 3) A clarification letter of August 6, 2003, from Jared Adair, Director of the Centers for Medicare & Medicaid Services' Office of HIPAA Standards

Like most systemic changes, ABC code set adoption appears to be a process, not an event. The nationwide adoption of ABC codes is underway, although still in the early stages. The early adopters are primarily progressive health industry stakeholders that

- 1) already offer integrative healthcare products and services and
- 2) want to identify and properly manage the nation's most cost-effective approaches to care—whether conventional, complementary or alternative.

We anticipate more than a dozen public and private health plans will begin to support ABC coded claims during 2004, including some of the leading Medicaid agencies, some of the nation's top commercial plans and numerous regional/specialty plans.

ABC codes are currently being used by the following preferred provider organizations (e.g., to negotiate reimbursement with insurance companies and large employers):

- **Alternative Healthcare Options** (www.aho-network.com)
- **MediMerge Health** (www.medimerge.com)
- **N-CAM Wellness Benefits Company** (www.n-cam.com)

ABC codes have already been incorporated into other market-leading integrative healthcare solutions, including the following:

- **Bridges in Medicine** (www.bridgesinmedicine.com)
- **Integrative Healthcare Systems** (www.integrativehealthcaresystems.com)
- **Medical Professional Systems** (www.medicalprosystems.com)

Other showcase sites that have been applying ABC codes in research, management and/or commerce applications, include:

- **Ardent Health Services / Lovelace Sandia Health System in New Mexico** (www.lovelacesandia.com)
- **Carolinas HealthCare Systems** (www.carolinas.org)
- **University of San Francisco Osher Center for Integrative Medicine** (www.ucsf.edu/ocim)

In 2004, ABC codes will begin to be used in the majority of automotive injury claims, as **Mitchell Medical** (www.mitchellmedical.com), the dominant claims review software application developer for that segment, incorporates them into its claims adjudication software and application service provider solutions.

ABC codes will also be used by **American Healthcare Alliance** (www.aha-ppo.net) and will be made available for use by AHA members.

Finally, major integrative healthcare research initiatives, slated to incorporate ABC codes, will be managed under the auspices of market-leading organizations, including:

- **Conemaugh Health System** (www.conemaugh.org)
- **The Consortium of Academic Health Centers for Integrative Medicine** (www.bravewell.org/stratinit/consortium.asp)

Press and Conferences Coverage of ABC Codes

ABC codes have been the topic of articles in key trade publications including:

- **Advance Magazine for Health Information Professionals**
- **American Academy of Professional Coders' Coding Edge**
- **American Health Information Management Association (AHIMA) Journal**
- **Alternative Therapies in Health & Medicine**
- **Benefits & Compensation Solutions**
- **Business Insurance**

- **ChiroCode Hot Topics Newsletter**
- **Chiropractic Economics**
- **Coding & Billing Expert**
- **Holistic Primary Care**
- **Integrative Medicine Consult**
- **Integrative Nursing**
- **Managed Healthcare**

In July 2003, the Ardent Health Services / Lovelace Sandia Health System MedicarePlus Choice integrative healthcare plans for seniors, that are supported by ABC codes, were featured at the **Consumer-Directed Health Conference** in Chicago.

Over the 2003 Labor Day weekend, ABC codes were featured in Lake Las Vegas, Nevada, at the **National Foundation for Women Legislators' Annual Meeting** (www.womenlegislators.org). Shortly thereafter, NFWL passed a resolution supporting the extension of coding into alternative medicine, nursing and integrative healthcare practices, to support consumer choice, individual and public health, business and industry efficiencies, and socioeconomic development. A copy of the NFWL "Access to Care" Resolution is included as Attachment I.

In September of 2003, ABC codes were featured at the **McKesson Payor Solutions Conference** in Phoenix, Arizona (www.mckesson.com).

In the last quarter of 2003, ABC codes were featured at the following conferences:

- October 18-23, 2003, **American Health Information Management Association Conference** in Minneapolis, Minnesota.
- October 30-November 2, 2003, **Midwives Alliance of North America Conference** in Austin, Texas.
- November 6-8, 2003, **Congress of Chiropractic State Associations National Conference** in Las Vegas, Nevada.
- November 13-17, 2003, **American Association of Oriental Medicine Annual Conference** in Orlando, Florida.
- November 15-19, 2003, **American Public Health Association Annual Conference** in San Francisco, California.

Already this year, ABC codes were featured at the January 8, 2004, **ChiroCode Conference** in Phoenix, Arizona.

Over the next several months, ABC codes will be featured at other major conferences across the country, including the following:

- January 22-24, 2004, **Integrative Medicine for Healthcare Organizations Conference**, organized by the **American Hospital Association** and **InnoVision** (publishers of **Alternative Therapies in Health and Medicine**), in San Diego, California.
- March 10-13, 2004, **Renaissance in CNS Practice: Transforming Nursing in the 21st Century**” at the **Annual Conference of the National Association of Clinical Nurse Specialists** in San Antonio, Texas.
- October 14-17, 2004, **Symposium for Integrative Medicine**, at the Office of Continuing Medical Education Program at the **University of New Mexico, School of Medicine**.

A Review of ABC Codes

An essential element of the national health information infrastructure (NHII), ABC codes are developed in an open and impartial manner

- 1) to reflect the care delivered by more than 3 million healthcare practitioners, and
- 2) to help ensure the greatest number of Americans get the right care at the right place at the right time, at the right cost.

The codes fill gaps in the older code sets listed below and fit seamlessly into existing claim forms, data fields, software applications, information systems and business processes:

- International Classification of Diseases, 9th Edition, Clinical Modification (ICD-9-CM)
- AMA’s Physician’s Current Procedural Terminology (HCPCS Level I/CPT)
- Healthcare Common Procedure Coding System (HCPCS Level II)
- Healthcare Common Procedure Coding System Local Codes (HCPCS Level III)
- Code on Dental Procedures & Nomenclature (CDT)
- National Drug Codes (NDC)

Early experience from the “Showcase Project” involving **Bridges in Medicine** (www.bridgesinmedicine.com) and **Ardent Health Services / Lovelace Sandia Health System in New Mexico** (www.lovelacesandia.com) indicates that, used in combination with older medical code sets, ABC codes are improving healthcare research, management and commerce, and are supporting cost-effectiveness comparisons between conventional, complementary and alternative care. These comparisons of economic and health outcomes are helping to identify best practices that can reduce medical cost ratios and improve bottom line performance for health plans, provider organizations and practitioners. They are also helping medical and health policymakers make better decisions about what should and should not be covered and reimbursed under related insurance plans.

A PowerPoint presentation on this Showcase Project is available upon request and reveals that ABC codes can enhance the efficiencies of business processes that are essential to protecting and enhancing market share and profitability in a consumer-driven health environment.

Some of these critical processes include

- health insurance benefit plan design,
- managed care and provider contracting,
- utilization and clinical practice management,
- claims processing,
- outcomes research and
- actuarial analyses.

ABC codes are backed by a database of relative value units (RVU/RBRVS data) developed by **Relative Value Studies, Inc.**, as well as legal scope of practice information derived from statutes, administrative regulations and case law in all fifty states and the District of Columbia. This information ensures the financial value and legality of care can be determined automatically, on a per intervention, per practitioner and per state basis. No other code set supports such automated claims review/adjudication and this capability is described in U.S. Patent #5,915,241 and other U.S. and international patents pending.

The Cost-Benefit Evaluation of ABC Codes Under HIPAA (45 CFR 162.940)

ABC codes may be used by anyone (registered or not) in research, management and manual commerce applications even after the October 16, 2003, HIPAA transaction and code set compliance date. One of the nation's leaders in the use of ABC codes outside of electronic commerce was **Preferred Health Systems** (www.phsystems.com), which used the codes, relative values and legal billing guidelines in designing integrative healthcare benefit plans and practitioner credentialing criteria to serve brand name manufacturers and other Kansas-based organizations.

In relation to electronic commerce (the focus of the federally authorized cost-benefit evaluation of ABC codes), we are quantifying the ability of the codes to meet all ten Congressional objectives for HIPAA code sets, i.e., the degree to which ABC codes

1. improve the efficiency and effectiveness of the healthcare system by leading to cost reductions for, or improvements in benefits from, electronic healthcare transactions;
2. meet the needs of the health data standards user community, particularly healthcare providers, health plans, and healthcare clearinghouses;
3. are uniform and consistent with the other standards adopted under HIPAA and, as appropriate, with other private and public sector health data standards;
4. have low additional development and implementation costs relative to the benefits of using them as a standard;

5. are supported by an ANSI-accredited standard-setting organization (SSO) or other private or public organization that will maintain the standard over time;
6. have timely development, testing, implementation, and updating procedures to achieve administrative simplification benefits faster;
7. are technologically independent of the computer platforms and transmission protocols used in electronic health transactions, except where these are explicitly part of the standard;
8. are precise, unambiguous, and as simple as possible;
9. result in minimum data collection and paperwork burdens on users; and
10. incorporate flexibility to adapt more easily to changes in the healthcare infrastructure (such as new services, organizations, and provider types) and information technology.

Our initial perception survey was implemented in the first quarter of 2003 among the first group of entities that registered for rights to use and evaluate ABC codes under HIPAA. Survey results are included as Attachment II. They show widespread belief in the value of ABC codes to public health and the healthcare industry, as well as to key integrative healthcare stakeholders.

In the first half of 2004, we will refine this *exploratory* and *qualitative* research instrument to ask specific categories of registrants and trading partners (e.g., health plans, provider organizations, health care information technology companies and practitioners) whether they anticipate more costs or more benefits to be associated with use of ABC codes in HIPAA transactions.

Building on findings from this phase, we plan to implement *exploratory* and *qualitative* surveys that ask these key categories of health industry participants to identify the general sources of perceived costs and benefits (e.g., "adding the codes to our rules engine may generate computer-based system validation costs " or "avoiding paperwork and calls on denials will save us at least 15 full-time employees in the first year.").

Building on findings from this phase, we plan to distribute an *exploratory* survey designed to capture preliminary *quantitative* information. We plan to work with representative industry players and ask them to estimate the specific areas and quantities of costs and savings associated with implementing the codes in HIPAA transactions.

Finally, we plan to monitor code set adoption and related HIPAA transaction costs and savings in representative settings and continue to report outcomes to the industry and HHS no less frequently than quarterly.

Securing Use and Cost-Benefit Data from ABC Code Set Registrants and Trading Partners

We issued written guidance via email to ABC code set registrants and self-identified trading partners to request that they reflect on the ten aforementioned congressional objectives for HIPAA code sets and make note of the degree to which they believe the ABC codes meet these objectives.

We have directed them to keep written notes on the costs and benefits they anticipate and/or experience in implementing ABC codes in their operations—whether in HIPAA transactions or research, management and manual commerce applications.

We have committed to them to routinely issue updates on the industry's adoption of ABC codes and to provide the latest information on ABC codes at www.alternativelink.com.

On our web site, we have included an official update on ABC codes as well as information about how ABC codes are being rolled out across the industry. The language from the latter is included as Attachment II.

We have also provided registrants and their self-identified trading partners with lists of resources available to help them implement and evaluate ABC codes. This list is included as Attachment III.

Conclusion and Next Steps

Alternative Link and The Foundation for Integrative Healthcare will continue to work collaboratively on the commercial rollout and cost-benefit evaluation of ABC codes in HIPAA transactions, as well as in research, management and manual commerce applications.

We have only identified here those registrants and trading partners that have authorized our revealing their identities to the U.S. Department of Health and Human Services in relation to the 45 CFR 162.940 exception.

We consider this confidential and proprietary information and cite our agreement with CMS to this end.

We look forward to providing additional insight about the commercial use and cost-benefit of ABC codes as we compile data from the field.

We welcome questions and comments and may be reached at 505-875-0001 x 203.

Sincerely,

Synthia Laura Molina
Chief Executive Officer

Melinna Giannini
Board Member, The Foundation for Integrative Healthcare

Attachment I – NFWL “Access to Care” Resolution

**NFWL Access to Care Sub-Committee Resolution
Improving the National Health Information Infrastructure (NHII)
and Standards for Health-Related Data**

(Introduced August 31, 2003)

WHEREAS, a cost-effective and logical national health information infrastructure is needed to:

- 1) compile, analyze and disseminate health-advancing information from all health industry stakeholders, including public and private, community, minority and ethnic, and faith-based organizations,
- 2) provide impartial information on best practices to health, healthcare, and health policy decision makers, and
- 3) help the greatest number of people exercise their liberties and access the right care in the right place at the right time, at the lowest possible cost;

WHEREAS, the federal government is supporting a public-private collaboration to develop impartial standards for health-related data to:

- 1) support an optimal information architecture,
- 2) align financial and other incentives of consumers, caregivers and organizations (e.g., through tax-benefits for achievement of targeted health improvements),
- 3) enhance health surveillance to support homeland security,
- 4) support research and population health,
- 5) enhance safety and quality, and
- 6) help protect privacy and confidentiality;

WHEREAS, the building blocks of an effective national health information infrastructure are currently incomplete, do not adequately address non-MD, non-DDS healthcare professional coding needs and, as a result, may compromise the nation’s ability to:

- 1) identify public health risks (such as bio-terrorism and viral epidemics),
- 2) avoid individual health risks (such as medical errors and adverse reactions),
- 3) reverse disparities in health based on income, race and ethnicity,
- 4) make comparisons of economic and health outcomes of conventional, complementary and alternative approaches to care, and allied health professional care, to identify the best practices available,
- 5) improve healthcare accessibility, quality and cost-management, and
- 6) support better health policy decisions;

WHEREAS, the federal government committed to specific improvement in the national health information infrastructure for administrative simplification, including standardization of transactions and code sets under the Health Insurance Portability and Accountability Act of 1996 (HIPAA);

WHEREAS, the older HIPAA code sets are oriented toward conventional physician and dentist-directed disease-based models of care, and do not provide the practitioner representation, hierarchic coding structure and legal scope of practice information needed to support cost-effective financing, administration and delivery of integrative healthcare;

WHEREAS, HIPAA code sets should be designed, developed and overseen in a manner that facilitates the financing, administration and delivery of the most cost-effective care available;

WHEREAS, complete, accurate and precise clinical and administrative codes are needed to reflect alternative medicine, nursing and other forms of integrative healthcare (including, but not limited to, dental hygiene and other forms of prevention and wellness, as well as impoverished, minority and ethnic, youth, and elderly care);

WHEREAS, incomplete and inadequate standards for health-related data may reduce the effectiveness of the national health information infrastructure and may result in systemic inefficiencies that reduce access to quality care and lead to escalating costs;

BE IT RESOLVED, that the National Foundation for Women Legislator's Access to Care Sub-Committee, under the full Committee of Health & Empowerment, urges the federal government to pass regulations or law to ensure the nation's clinical and administrative codes are developed and managed in an open and impartial manner that supports:

1. scientific assessments of the relative economic and health outcomes of integrative healthcare, as well as complementary and alternative approaches to physician-directed, dentist-directed and other disease-based models of care; and
2. the collection, analysis, and dissemination of health-related data, information and knowledge on all facets of wellness and healthcare to improve individual and public health, business and industry efficiencies, and socioeconomic development;

BE IT FURTHER RESOLVED, that the National Foundation for Women Legislator's Access to Care Sub-Committee, under the full Committee of Health & Empowerment, urges federal and state governments to explore immediate remedies to national health information infrastructure and health-related data challenges, to support the rights of Americans to choose the care that is best for them.

Attachment II – Registrant Survey

**Perceptions About the Cost-Benefit of ABC Codes
in Advancing Public Health, the Healthcare Industry and Stakeholder Interests**

QUESTION

Overall, do you expect ABC codes to offer new benefits and/or contribute favorably to public health? (i.e., the health of individuals)

	<i>Percent</i>	<i>Total Responses</i>
Yes	65.41%	6319
No	1.45%	140
Maybe	13.05%	1261
Not Applicable	0.21%	20
Don't Know	19.88%	1921
Totals	100.00%	9661

Overall, do you expect ABC codes to offer new benefits and/or contribute favorably to the healthcare industry?

	<i>Percent</i>	<i>Total Responses</i>
Yes	67.48%	6446
No	1.11%	106
Maybe	14.17%	1354
Not Applicable	0.09%	9
Don't Know	17.15%	1638
Totals	100.00%	9553

Overall, do you expect ABC codes to offer new benefits and/or contribute favorably to the organization that employs you?

	<i>Percent</i>	<i>Total Responses</i>
Yes	44.26%	4215
No	3.36%	320
Maybe	15.29%	1456
Not Applicable	20.42%	1945
Don't Know	16.67%	1588
Totals	100.00%	9524

QUESTION

Overall, do you expect ABC codes to offer new benefits and/or contribute favorably to your entire profession?	<i>Percent</i>	<i>Total Responses</i>
Yes	67.91%	6445
No	1.41%	134
Maybe	16.11%	1529
Not Applicable	0.34%	32
Don't Know	14.23%	1351
Totals	100.00%	9491

Overall, do you expect ABC codes to offer new benefits and/or contribute favorably to you in your job and/or career?	<i>Percent</i>	<i>Total Responses</i>
Yes	60.77%	5759
No	2.55%	242
Maybe	18.73%	1775
Not Applicable	0.98%	93
Don't Know	16.97%	1608
Totals	100.00%	9477

Overall, do you expect ABC codes to offer new benefits and/or contribute favorably to you (as a consumer)?	<i>Percent</i>	<i>Total Responses</i>
Yes	59.72%	5652
No	2.87%	272
Maybe	17.00%	1609
Not Applicable	1.60%	151
Don't Know	18.81%	1780
Totals	100.00%	9464

Overall, do you expect ABC codes to create challenges and/or increase costs for public health? (i.e., the health of individuals)	<i>Percent</i>	<i>Total Responses</i>
Yes	10.04%	956
No	43.71%	4163
Maybe	17.27%	1645
Not Applicable	0.18%	17
Don't Know	28.80%	2743
Totals	100.00%	9524

QUESTION

Overall, do you expect ABC codes to create challenges and/or increase costs for the healthcare industry?	<i>Percent</i>	<i>Total Responses</i>
Yes	10.30%	974
No	43.72%	4136
Maybe	18.82%	1780
Not Applicable	0.14%	13
Don't Know	27.03%	2557
Totals	100.00%	9460

Overall, do you expect ABC codes to create challenges and/or increase costs for the organization that employs you?	<i>Percent</i>	<i>Total Responses</i>
Yes	7.63%	721
No	39.72%	3754
Maybe	14.08%	1331
Not Applicable	18.53%	1751
Don't Know	20.04%	1894
Totals	100.00%	9451

Overall, do you expect ABC codes to create challenges and/or increase costs for your entire profession?	<i>Percent</i>	<i>Total Responses</i>
Yes	9.35%	882
No	45.55%	4297
Maybe	19.11%	1803
Not Applicable	0.36%	34
Don't Know	25.63%	2418
Totals	100.00%	9434

Overall, do you expect ABC codes to create challenges and/or increase costs for you in your job and/or career?	<i>Percent</i>	<i>Total Responses</i>
Yes	9.64%	911
No	46.41%	4384
Maybe	19.16%	1810
Not Applicable	0.66%	62
Don't Know	24.13%	2279
Totals	100.00%	9446

QUESTION

Overall, do you expect ABC codes to create challenges and/or increase costs for you (as a consumer)?	<i>Percent</i>	<i>Total Responses</i>
Yes	6.15%	582
No	51.62%	4882
Maybe	15.44%	1460
Not Applicable	1.25%	118
Don't Know	25.54%	2416
Totals	100.00%	9458

When do you plan to use ABC codes?	<i>Percent</i>	<i>Total Responses</i>
Currently in Use	2.21%	213
This Month	14.13%	1364
3 to 6 Months	24.34%	2349
6 to 12 Months	9.02%	871
12 to 24 Months	4.21%	406
Beyond 24 Months	1.22%	118
Don't Know	44.09%	4256
Not Applicable	0.78%	75
Totals	100.00%	9652

Do you need help ensuring all your trading partners, business associates and vendors have registered as well?	<i>Percent</i>	<i>Total Responses</i>
Yes	20.00%	1556
No	42.64%	3317
Maybe	10.91%	849
Not Applicable	7.04%	548
Don't Know	19.40%	1509
Totals	100.00%	7779

May we contact you to learn more about your perspectives on these issues?	<i>Percent</i>	<i>Total Responses</i>
Yes	67.04%	4952
No	32.96%	2435
Totals	100.00%	7387

Attachment III – Web Site Instructions for Registrants and Their Trading Partners

How ABC Codes Are Being Rolled Out Across the Industry Excerpt from the Alternative Link Web Site (www.alternativelink.com)

“Are ABC Codes HIPAA Compliant?”

Yes. ABC codes may be used by anyone for research management and manual commerce, and the codes are HIPAA compliant when used in electronic commerce by registered users and their contractual trading partners.

The Health Insurance Portability and Accountability Act of 1996 (HIPAA) was designed, in part, to simplify administrative processes in healthcare. It gave the Secretary of HHS the authority to permit exceptions from older HIPAA transaction and code set standards to evaluate proposed modifications to those standards.

ABC codes are a proposed modification that identifies alternative medicine, nursing and other integrative healthcare interventions. These interventions are not adequately described by the American Medical Association’s Current Procedural Terminology (known as CPT or HCPCS Level I codes) or a key section of the Centers for Medicare and Medicaid Services’ Healthcare Common Procedure Coding System (known as HCPCS Level II codes) or the American Dental Association's Code on Dental Procedures and Nomenclature (known as CDT).

To respond to gaps in the HIPAA code sets and to accelerate the ABC code set review process, the Secretary authorized commercial use and cost-benefit evaluation of ABC codes under 45 CFR 162.940, a special section of the HIPAA regulations.

HHS authorized use of ABC codes in HIPAA transactions in conjunction with CPT and HCPCS Level II codes for at least two years. During that time, HHS will secure data on the cost-benefit of ABC codes in HIPAA transactions. This will help HHS complete its code set evaluation and HIPAA standard-setting process.

Again, ABC codes are HIPAA compliant when used by official code set registrants and their contracted trading partners.

How Are ABC Codes Being Commercialized?

Implementing a new code set on a national scale poses some interesting challenges. For example, some health plans may hesitate to recognize ABC codes until the codes are broadly used by practitioners, and some practitioners may hesitate to use ABC codes until the codes are broadly recognized by health plans. Individuals and organizations want to know their time and resource investments will pay off, and these contradictory conditions can create some uncertainties.

We are overcoming this “Catch 22” in three steps. First, we are working with you and others in the industry to ensure all covered entities, trading partners, business associates and vendors affected by HIPAA have secured their rights to use ABC codes in HIPAA transactions.

Second, we are working with you and others to design business processes that will ensure you benefit significantly from code set use.

Third, we are helping you and others implement these business processes to achieve your desired outcomes.

We are targeting business processes where bottom line improvements can quickly be realized, e.g., health insurance benefits plan design, managed care and provider contracting, utilization and clinical practice management, claims processing, outcomes research and actuarial analyses. In the process, we are uncovering other applications of the code set that will deliver value to end-users like you.

With many business processes and implementation plans already developed, we are rolling out the codes across “value chains”—that is, among groupings of covered entities, trading partners, business associates and vendors that do business together. For example, we have already begun work with 1) leading employers, health plans, clearinghouses and their participating providers and 2) a consortium of academic research centers, a centralized data warehousing site and various integrative healthcare research teams.

In helping these industry stakeholders with code set implementation, we are ensuring the codes facilitate comparisons of the economic and health outcomes of conventional, complementary and alternative care. This is giving health policymakers a more complete and accurate picture of the financing, administration and delivery of integrative healthcare products and services.

[What Happens Next?](#)

The introduction of a new code set as a proposed modification to the HIPAA standards is unprecedented. It is expected to have profound effects on the advancement of individual and public health, business and industry efficiencies and socioeconomic development.

We will keep you informed as we begin to roll out the codes across the various value chains. We welcome your input as we clarify the needs of each category of individuals and organizations to move forward in this beneficial undertaking.”

Attachment IV - ABC Codes and ABC Coding Solutions

1. ***ABC Terminology and Codes: ASCII Flat File***, a data set that includes ABC codes (5 characters), abbreviated descriptions of interventions (28 characters) and full hierarchic descriptions of interventions (up to 255 characters), loadable into spreadsheets, databases and other text format compatible applications. **List Price: \$49.95 + \$10.00 per seat license fees (CD-ROM or electronic file).**
2. ***ABC Coding Manual for Integrative Healthcare***, the definitive guide to using ABC codes, that includes the 5-character codes, corresponding hierarchic descriptions of interventions, and expanded definitions which, in combination, precisely reflect alternative medicine, nursing and other integrative healthcare practices and support research, management and commerce. **List Prices: \$79.95 (hard copy) and \$59.95 (CD-ROM).**
3. ***Practitioner Guides to Billable Interventions Using ABC Codes***, the definitive guides to legal compliance in billing with ABC codes, for more than a dozen integrative healthcare practitioner types (subject to varying legal requirements from state to state) in each of the 50 United States and the District of Columbia, based on statutes, administrative regulations and case law, and including requirements for licensing, training and oversight. **List Price: \$99.95 (hard copy).**
4. ***Superbill for Integrative Healthcare***, an essential tool for integrative healthcare practices, used to assure compliance with legal scope of practice, and helpful in efficiently documenting patient encounters (by checking applicable boxes next to the codes that represent common diagnoses, services and supplies delivered during patient visits). **List Price: \$49.95 for ABC codes only, with additional fees for ICD-9 codes, CPT codes, HCPCS II codes and/or logo and format customization (hard copy or electronic version).**
5. ***HealthIntel Database***, a complete database of ABC codes, hierarchic descriptions, expanded definitions, relative value units and legal logic (on a per intervention, per practitioner and per state basis), especially useful in developing integrative healthcare solutions, in establishing contracts and in adjudicating integrative healthcare claims on the basis of legal scope of practices. **List Price: \$149,950.00 for data sets from all 50 states and the District of Columbia, or \$14,950.00 for the first state and \$4,950.00 for each additional state, plus fees up to \$1.00 per transaction conducted using the database, with negotiable monthly or annual update/access fees depending on transaction volume (CD-ROM).**

6. ***ABC/CPT/HCPCS II Crosswalk***, a spreadsheet that maps relationships among the ABC, CPT and HCPCS II code sets, to help healthcare organizations develop and enhance coding capabilities for integrative healthcare. **List price: \$299.95 (hard copy or electronic version).**
7. ***Relative Values for Integrative Healthcare Using ABC Codes***, the definitive guide to valuing integrative healthcare services for contracting, pricing and payment, published by RELATIVE VALUE STUDIES, INC., and including ABC codes and corresponding numeric indicators of comparative financial worth, using Relative Value Unit and Resource-Based Relative Value System/Scale methodologies. **List Price: \$197.00 for an ASCII electronic version and a hard copy or \$107.00 for a hard copy alone.**
8. ***Complementary and Alternative Medicine (CAM) Market Reports***, an overview of, or complete strategic update on, the sociodemographic, economic, political, technological and industrial developments related to the unconventional portion of the integrative healthcare market (with ample tables, charts, and appendices to support strategic planning included in the strategic update), published by MISSION:ACCOMPLISHED. **List Price: \$595.00 for the market overview and \$3,995.00 for the full-length strategic update (hard copy or electronic version).**
9. ***Consulting Services***, customized educational programs, research and analytical services and management services that help health-promoting organizations and individuals finance, administer and deliver more cost-effective care using ABC codes and market-leading integrative healthcare practices. **List Price: \$125.00 to \$375.00 per hour.**
10. ***Beta Test and Co-Development Agreements***, rights to review and evaluate selected Alternative Link solutions for 30 to 90 days, with a portion of the licensing fee applicable to consultative support. **List Price: \$4,950.00 to \$59,950.00.**