In May, 2004, CMS released a ‘Change Request’ for the Diabetes Self-Management Training Benefit, the implementation date for which was June 28, 2004. This article will summarize the changes and, with the use of easy acronyms, will guide you in translating the changes into real life practice settings.

When benefits, or revisions, are released by CMS it is important for providers to develop a plan for insuring that there will be:

<table>
<thead>
<tr>
<th>C.O.B.</th>
<th>Correct Ordering of the Benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>C.U.B.</td>
<td>Complete Utilization of the Benefit</td>
</tr>
<tr>
<td>C.I.B.</td>
<td>Correct Implementation of the Benefit</td>
</tr>
</tbody>
</table>

First, let’s review the specific changes (in italics):

**Referral Source for DSMT:**
*Treating physician or treating qualified nonphysician practitioner who in managing beneficiary’s diabetic condition certifies that such services are needed.*

**Beneficiary Eligibility Requirements:**
Change in definition of diabetes and criteria to diagnose has been made: *Diabetes is diabetes mellitus, a condition of abnormal glucose metabolism diagnosed using the following criteria:*
- Fasting blood sugar of ≥ 126 mg/dl on two different occasions
- Two hour post glucose challenge test of ≥ 200 mg/dl on 2 different occasions
- Random glucose test over 200 mg/dl for a person with symptoms of uncontrolled diabetes

**Pre-DSMT Documentation Requirements:**
1) Documentation that patient is diabetic is maintained in beneficiary’s medical record in DSMT program files
2) Order (by treating physician or treating qualified nonphysician practitioner) must also include statement signed by same that DSMT is needed, as well as the following:

| Number of initial or follow-up DSMT hours: less than 10 may be ordered |
| Topics to be covered in training. Initial training hours can be used for full, initial DSMT program, or specific areas such as nutrition or insulin training |
| Determination that beneficiary should receive individual or group DSMT: |
| ➢ If individual DSMT ordered, must be documentation which substantiates need for training on individual basis |

**Follow-Up DSMT**
*Beneficiaries may now receive follow-up training when ordered even if Medicare does not have documentation that initial training has been received. In this instance,*
contractors shall not deny follow-up DSMT even though there is no initial DSMT recorded.

Diabetes educators and DSMT program coordinators may want to develop a plan to:
1) make patients, staff and referral sources aware of the changes, and 2) systemically implement these changes into their practice setting. The acronym R.E.A.C.H. can be used as your guide. The core underpinnings of this acronym guide is this: “maximize effort to maximize education”. We must do everything we can to maximize the amount of diabetes education our referred patients receive. It is only through comprehensive and on-going self-management education, over the patient’s lifetime, that diabetes’ co-morbidities and mortality will be significantly reduced.

| R | REVISE | ❖ Revise order form* to include benefit changes...have on form:  
❖ DSMT order option that is 10 hour/10 topic program (i.e., option automatically defaults to 10 hours/10 topics)  
❖ Option for ordering individual or group DSMT  
❖ Request for substantiating reason for individual training order  
❖ Option for ordering initial or follow-up training visit  
❖ Three new lab eligibility diagnostic criteria  
❖ Request for specific lab value for one of diagnostic criteria, or to attach lab report  
❖ Revise DSMT curriculum, if necessary, to ensure complete utilization of 10 hour benefit:  
❖ Patient completion of 10 hour initial and 2 hour yearly follow-up training can be maximized if, at assessment visit, educator:  
❖ Schedules all initial classes and next year’s follow-up visit  
❖ Gives patients content of all classes, so they knows ‘what they’re missing’ if class skipped  
❖ Assign at least one “hot topic” in each class, rather than all hot topics in 1 class (sugary/sugar-free foods) |
|---|---|---|
| E | EDUCATE ENOUGHAGE | ❖ Educate physicians on changes by meeting with them personally  
❖ Encourage physicians to order complete 10 hour benefit  
❖ Be a strong patient advocate; emphasize to physicians importance of ordering all 10 topics; remember our ‘core concept’, and see how easy it is to encourage “DSMT x 10” |
| A | ADJUST | ❖ Adjust your systems, procedures to increase C.O.B. and C.U.B.  
❖ Evaluate systems and procedures to identify if referred DSMT patients “slip through the cracks’, and thus not having access to complete DSMT benefit  
❖ Example: DSMT order faxed, but: 1) form does not ask for diagnostic...
criteria; 2) systems/procedures do not easily capture criteria. Result: DSMT order, and patient ‘on hold’

| C  | COMMUNICATE | Communicate DSMT outcomes to physicians regularly
|    |             |   - One key to increasing patient access to complete DSMT benefit is physicians ordering it. Benefit will be ordered if physicians made aware of positive, measurable differences in patients’ health parameters, directly due to DSMT |
| H  | HAVE a PLAN | Have concrete plan to systematically implement DSMT benefit changes into practice setting
|    |             |   - Failing to plan is planning to fail…enough said! |