



POINT-OF-CARE TESTING FAQs

Q: WHAT IS POINT-OF-CARE TESTING?

A: Point-of-care testing (POCT) involves performing a diagnostic test outside of a laboratory that produces a rapid and reliable result, aiding in identifying or managing chronic diseases and acute infections. These tests are waived under the Clinical Laboratory Improvement Amendments (CLIA) of 1988. (Source: [NCPA](#))

Q: HOW DO I GET STARTED WITH POINT-OF-CARE TESTING?

A: *Good Neighbor Pharmacy* Premier members can lean on their business coach for personalized help with the implementation process. Premier members can also work with their advertising manager to develop a comprehensive strategy and leverage *Good Neighbor Pharmacy* marketing materials to communicate this new POCT offering to their communities. Review the [point-of-care testing implementation checklist](#) and visit www.wearegnp.com/poct to review additional information and resources

Q: WHAT IS A CLIA WAIVER?

A: A CLIA Certificate of Waiver allows a pharmacy to perform point-of-care tests that have a waived degree of complexity as assigned by the U.S. Food and Drug Administration. A comprehensive list of CLIA-waived tests is available at the [U.S. Food & Drug Administration website](#). A list of available CLIA-waived testing manufacturers and CPT codes is provided at the [Centers for Medicare and Medicaid website](#). (Source: [NCPA](#))

Q: HOW DO I ENROLL AS A CLIA-WAIVED TESTING SITE?

A: Complete [The CLIA application form](#), CMS-116 and mail it to the appropriate [state agency](#). Additional information for obtaining a CLIA Certificate is available at the [Centers for Medicare and Medicaid website](#). (Source – [NCPA](#)). Processing typically takes 2 -3 weeks and costs \$100 - \$200.

Q: IS THERE ANY REQUIRED TRAINING?

A: Pharmacies must complete the OSHA Bloodborne Pathogen Training. This training is available for \$10 on [GNPUniversity](#). It can also be taken through the Red Cross, or with CPR training from any recognized entity that certifies healthcare providers for CPR requirements.

The [Pharmacy-Based Point-of-Care Testing Certificate Program](#) is an optional training that is also available to pharmacists. It includes 20 hours of continuing pharmacy education (16 hours of home study and 4 hours of live/virtual training) about disease states, physical assessment, point-of-care tests, collaborative practice models, and business models. View upcoming trainings [here](#).

Q: WHAT TYPE OF POINT-OF-CARE TESTS ARE AVAILABLE THROUGH AMERISOURCEBERGEN?

A: The BD Veritor is currently available in [ABC Order](#). Purchase two rapid detection kits and receive a **free digital reader***. The BD Veritor allows pharmacies to perform a test for Flu A+B and COVID-19 from one patient sample with results available in minutes. Note that BD test kits are not returnable.

*To take advantage of this offer, you must purchase item [#10260730](#) (BD #256095), which is for two COVID-19 + flu test kits (60 tests total) and one complimentary analyzer. Please search ABC Order by item number to ensure you're purchasing the correct item. Additional items that may also be purchased to enhance your POCT offering include:

- COVID-19 + flu test kits (30 count): [#10259885](#) (BD #256088)
- Strep test kits (30 count): [#10160653](#) (BD #256040)
- BD Veritor Plus System analyzer: [#10187251](#) (BD #256066)

Q: HOW DO I OBTAIN PRESCRIPTIVE AUTHORITY FOR POINT-OF-CARE TESTS

A: Reach out to your [state association](#) to determine exactly what is required in your state. Obtaining a CLIA-waiver allows the pharmacist to perform a point-of-care test in the pharmacy. However, the test itself still needs to be ordered by an entity with prescriptive authority. Some states give the pharmacist the authority to order POCTs, and some states **do not**. If your state **does not** give pharmacists prescriptive authority to order POCTs, then the pharmacy must obtain



this authority according to the state's guidance. In many states this can be accomplished through a [Collaborative Practice Agreement](#). The patient can also present an order from a physician.

Q: HOW DO I BILL FOR POINT-OF-CARE TESTING?

A: There are several billing and reporting solutions that facilitate medical claims billing for pharmacies. [EBS](#), [FDS](#), and [Change Healthcare](#) offer medical billing assistance.

Consider the operating and supply costs of each test and desired profit level to set your cash pricing. To bill Medicare for point-of-care tests, enroll as an **independent clinical laboratory** by submitting a [CMS855B](#) enrollment application to your [designated MAC](#). To enroll online, [click here](#). To bill Medicaid, contact your local state agency to determine billing contacts for your state

Q: WHAT ARE THE REQUIREMENTS FOR REPORTING TEST RESULTS?

A: Reach out to your local health department to determine the requirements for reporting test results. Methods for reporting results can vary depending on which type of testing device you use. Results may be reported through your pharmacy management system, the testing device itself, through your billing management solution, or manually.

Q: HOW DO I MARKET POINT-OF-CARE TESTING TO MY PATIENTS?

A: Review the Point-of-Care-Testing Marketing Execution guide, available for *Good Neighbor Pharmacy* members on [GNP Brand Central Station](#). Branded materials are also available for *Good Neighbor Pharmacy* members on [GNP Brand Central Station](#) and [SOCi](#). *Good Neighbor Pharmacy* members can also take advantage of the point-of-care-testing marketing bundle in [GNP Brand Central Station](#). The bundle includes 1 poster, 1 window cling, 1 lawn sign, and 50 bag stuffers. Identify the communication channels you can access to reach patients in your community (social media, call campaigns, in-store print marketing materials, etc.). Keep social media channels up to date with details on testing availability, days/hours tests are available, scheduling guidance and more. Premier members can work with a business coach and advertising manager on a comprehensive marketing strategy.