

DEVELOPING A TRAUMA ACTIVATION FEE



**IDAHO TIME SENSITIVE
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GETTING STARTED

Trauma activation fees ([the 68x code](#)) will help offset your trauma program costs.

To bill for a trauma activation you must:

- Be a designated trauma center either by an approved national accreditation body or the State of Idaho;
- Receive pre-notification before the patient's arrival (no walk in or POV). Pre-notification can come from EMS, law enforcement or dispatch; [and](#)
- Have a defined response to each trauma patient priority level.

Each center must calculate the cost for each level of activation and negotiate that fee with their payers.

[This presentation will guide you through the process.](#)



TIPS TO REMEMBER...

- When calculating fees, include EVERYTHING.
- 068x codes were developed by the Trauma Center Association of America. Visit www.traumacenters.org.
- The “x” in the 068x code is the designation level of the Trauma Center. For example,
 - A Level II Trauma Center’s trauma activation code is 068**2**.
 - A Level IV Trauma Center’s trauma activation code is 068**4**.



- There is not a “ballpark” activation fee figure. Each center must calculate its own fees.
- Don’t forget to involve your center’s fiscal/billing staff from the beginning.
- Trauma activation fees can be charged whether the patient is admitted, discharged, transferred, or even died, they do not need to meet state registry inclusion criteria.
- Trauma activation fees are IN ADDITION to Emergency Department charges, not INSTEAD OF Emergency Department charges.



STEP 1

Determine your center's response to each level of activation.

PRIORITY 1

ED Provider
2 RNs
RT
CNA/EMT
X-ray Tech
CT Tech
Lab Tech
House Supervisor
Security
Spiritual Care

PRIORITY 2

ED Provider
1 RN
CNA/EMT
X-ray Tech
Lab Tech

PRIORITY 3

ED Provider
1 RN
X-ray Tech
Lab Tech

SAMPLE

STEP 2

Calculate the cost of activating your trauma team.

**Do this for
each trauma
activation
level.**

Trauma Team Members	How Many?	Hourly Pay
	Total # of team members:	Average hourly pay:

Average time (in hours) a trauma team response takes. Use your last years worth of data to calculate average time.

$$\boxed{} \times \boxed{} \times \boxed{} = \$ \text{ per priority trauma team activation}$$

SAMPLE ONLY

Not intended for duplication

i.e. Priority 3 Activation

Trauma Team Members	How Many?	Hourly Pay
ED Provider (MD,APP)	1	\$150
RN	2	\$35 x 2
Lab Tech	1	\$12
X-ray Tech	1	\$16
	Total # of team members: 5	Average hourly pay: \$49.60

Average time (in hours) a trauma team response takes: **1.2hrs**

5

x

\$49.60

x

1.2

=

\$297.60 per priority **3** trauma team activation

TRAUMA TEAM CALUCATION

Remember...perform Step 2's calculation for
EACH level of trauma activation



STEP 3

Calculate the cost of your Trauma Program Manager.

FTE of your Trauma Program Manager		# of hours worked per year		
	x	2080	=	hours

		Average # of trauma cases per year		
hours	/		=	

		Hourly pay		Add this amount to all priority levels of trauma team activation
	x	\$	=	\$

Use the same process if you have a Trauma Registrar or other dedicated trauma program staff

SAMPLE ONLY

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FTE of your Trauma Program Manager		# of hours worked per year		
0.5	x	2080	=	1040 hours

		Average # of trauma cases per year		Average hours per case
1040 hours	/	35	=	29.7

		Hourly pay		Add this amount to all priority levels of trauma team activation
29.7	x	\$26.50	=	\$787.05

STEP 4

Calculate the cost of your Trauma Medical Director.

Annual salary of your Trauma Medical Director		# of hours worked per year		Average hourly pay
\$	/		=	\$

% of time spent doing Trauma Medical Director related work				# of hours worked per year		Hours per year working on trauma
	/	100	=		x	

Hours per year working on trauma		Average # of trauma patients per year		Hours per trauma patient		Average hourly pay		Add this amount to all priority levels of trauma team activation
	/		=		x	\$	=	\$

SAMPLE ONLY

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Annual salary of your Trauma Medical Director		# of hours worked per year		Average hourly pay
\$175,000	/	2080	=	\$84.13

% of time spent doing Trauma Medical Director related work				# of hours worked per year		Hours per year working on trauma		
30	/	100	=	0.3	x	2080	=	624

Hours per year working on trauma		Average # of trauma patients per year		Hours per trauma patient		Average hourly pay		Add this amount to all priority levels of trauma team activation
624	/	35	=	17	x	\$84.13	=	\$1430.21

- You can also include the cost of the Trauma Center designation.
- For a Level IV Trauma Center, add the 3 year designation fee of \$12,000 to the \$1,500 site survey fee and divide it by 3 years. Divide this number by the total average of trauma patients that you see per year.

Example:

$$\mathbf{\$12,000 + \$1,500 = \$13,500}$$

$$\mathbf{\$13,500 / 3 = \$4,500}$$

$$\mathbf{\$4,500 / 35 \text{ (average \# of trauma patients per year)} = \$129}$$

Add \$129 to each level of trauma activation



SAMPLE ONLY

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	Trauma Team		Trauma Program Manager		Trauma Medical Director		Trauma Registrar		Other		Trauma Designation Fees		Total cost per trauma activation. Use this number to submit to payers.
Priority 1 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+	\$	=	\$
Priority 2 Trauma Activation	\$	+	\$	+	\$	+	\$	+	\$	+	\$	=	\$
Priority 3 Trauma Activation	\$297.60	+	\$787.05	+	\$1430.21	+	\$	+	\$	+	\$129.00	=	\$2643.86

If you have a Trauma Registrar or other dedicated trauma program staff, include these numbers.

REIMBURSEMENT

- Fees must be negotiated with your payers. It is unlikely that your calculated amount will be exactly what you get reimbursed for.
- However, you MUST perform the calculations to understand the true cost of YOUR program.



We are here to help!

*Please note, we cannot determine your actual costs.

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