

Specialty Furniture Products, Inc

1060 E. Industrial Dr. Orange City, Fl. 32763

(386) 789-2278 (888) 804-4317

www.specialtyfurnitureproducts.com

Guidelines for writing letters of necessity for EasyCare Safety Beds

- 1.) Letter of medical necessity
- 2.) Prescription from physician and or therapist
- 3.) Medical records for documentation if necessary

Understanding the protocol of private insurance or Medicare/Medicaid

Most insurance companies and Medicare/Medicaid have some sort of protocol for paying for durable medical equipment. They have specific guidelines that must be met before they will consider another level of equipment. They usually will want to know what has already been tried and **documented through physician's records** that have failed to achieve safety for the special need individual.

Simple example – a physician prescribes the newest brand name drug for an illness. The insurance company denies the prescription, as they want to see that other, less expensive drugs have been tried and failed to achieve recovery. Only after the patient follows the protocol will they allow the brand name drug. The same can be true with durable medical equipment.

How to format the letter of necessity

Open the letter with detailed medical history of the special needs individual. Include how long the special needs individual has been under care. State how many physicians/therapists they have seen and are currently seeing, as the insurance company/Medicare/Medicaid may want to obtain their medical records.

Keep in mind the only way the insurance company/Medicare/Medicaid knows your special needs individual is through his/her medical records.

State the progression of problems occurring with the current bed. If other alternate beds or apparatus (such as add on rails etc) have been used and failed, include this information and detail how they have failed. If injury occurred and the special needs individual had to see his/her physician, attach the medical records for documentation.

Once medical necessity has been established a comparison of the current bed being used and the EasyCare bed should be shown. Give detail of how the specific model of the EasyCare Bed addresses all the safety issues of the special needs individual. Below is a list of items to be considered. It is by no means a complete list. It is only intended to get you started:

- Crib, hospital bed that could cause entanglement in side rails vs. completely closed rail
- Standard twin bed with temporary rails that fall off and pose safety risk or harm vs. permanently mounted locking safety rails.
- Mattress on floor with no way to protect from getting hurt at night vs. safe secure Safety Bed.

Appeals process – If your claim is denied you can appeal the claim with your insurance company. Most appeals processing has to go through an appeals panel or the insurance company can call in an independent medical consultant to review your case. This is usually someone in the field of the disability that your special needs individual has. The original decision to decline **should not** be taken into consideration during the appeals process.

Medicare/Medicaid – to the best of our knowledge Medicare/Medicaid does not have a standard classification for our type of safety bed, as they are fairly new to the market. Medicare/Medicaid has classifications for hospital beds, cribs, pediatric beds etc. Therefore the EasyCare Safety Bed will fall under their Miscellaneous code E1399.

In our efforts to assist you with getting your bed paid for, we spoke with several insurance professionals. Understanding how the insurance industry evaluates claims is very important. Writing a letter of medical necessity is **critical**; and they also stressed the importance of **medical documentation** justifying the need for the bed.

The steps listed above may sound overwhelming. However, with the help of your physician/therapist, they really are necessary to get your EasyCare Safety Bed considered for payment.