



Polling Question #1



How would you rate your knowledge of the Sunshine (payment transparency) laws and data?

- a. I know nothing
- b. I know a little
- c. Semi-pro
- d. Pro All-Star

Presented by



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Disclaimer: Nothing in this presentation should be construed as legal advice nor relied upon as legal expertise.



Mining the Data

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Explore the Data

- Data Overview
- Dataset Downloads
- Data Explorer
- Reports to States
- Use the Search Tool

Additional Resources

- Methodology and Data Dictionary Document
- View Summary Data

Dataset Downloads

Before you download

Some datasets, particularly the general payments dataset included in these zip files, are extremely large and may be burdensome to download and/or cause computer performance issues. Downloading the files with the assistance of the Akamai Download Manager application should make downloading the data easier by offering the option to pause and restart downloading to minimize resource allocation impact. Be advised that the file size, once downloaded, may still be prohibitive if you are not using a robust data viewing application. Microsoft Excel has limitations on the number of records it can display, which this file exceeds. CMS recommends against using Windows File Compression to decompress downloaded files. Programs recommended for file decompression are WinZip, WinRAR, and 7-Zip.

Use the search tool or Data Explorer as alternatives to search and refine views of the larger Open Payments data sets. Read more about the Akamai Download Manager here.

Complete 2017 Program Year Open Payments Dataset

A complete set of all data from the 2017 Program Year, which includes data reported about payments made from January 1 through December 31, 2017.

Download Complete 2017 Program Year Dataset

Download without Akamai Download Manager

Polling Question #2



Which statement best describes your organization's policy on physician acceptance of gifts from industry (eg, Pharma, MedDevice, etc.)?

- All gifts, even minimal value, are strictly prohibited
- Occasional gifts of "small" value are allowed
- Gifts are allowed if approved through an existing policy/procedure
- There are no prohibitions associated with gift acceptance at all

Nature of Payment: Gift

Physician_Specialty	Physici	Total_Amount_of_Payment_USDollars	Form_c	Nature_of_Payment_or_Transfer_of_Value
Allopathic & Osteopathic Physicians Ophthalmology	CO	25000	Cash or ca Gift	
Allopathic & Osteopathic Physicians Orthopaedic Surgery Orthopaedic Surgery of the Spine	CA	3000	Cash or ca Gift	
Allopathic & Osteopathic Physicians Plastic Surgery	CA	2500	Cash or ca Gift	
Allopathic & Osteopathic Physicians Plastic Surgery	CA	2500	Cash or ca Gift	
Allopathic & Osteopathic Physicians Surgery Plastic and Reconstructive Surgery	NV	2100	Cash or ca Gift	
Allopathic & Osteopathic Physicians Surgery Plastic and Reconstructive Surgery	CA	1400	Cash or ca Gift	
Allopathic & Osteopathic Physicians Surgery Plastic and Reconstructive Surgery	CA	1400	Cash or ca Gift	
Allopathic & Osteopathic Physicians Obstetrics & Gynecology	MO	1050	Cash or ca Gift	
Dental Providers Dentist General Practice	PA	1000	Cash or ca Gift	
Allopathic & Osteopathic Physicians Internal Medicine	OH	866.4	Cash or ca Gift	
Allopathic & Osteopathic Physicians Obstetrics & Gynecology	MI	795	Cash or ca Gift	
Dental Providers Dentist General Practice	FL	750	Cash or ca Gift	
Allopathic & Osteopathic Physicians Surgery Plastic and Reconstructive Surgery	WA	735.41	Cash or ca Gift	
Allopathic & Osteopathic Physicians Obstetrics & Gynecology	MO	700	Cash or ca Gift	
Allopathic & Osteopathic Physicians Plastic Surgery	IL	558.6	Cash or ca Gift	
Dental Providers Dentist	PA	554	Cash or ca Gift	
Dental Providers Dentist General Practice	NY	554	Cash or ca Gift	
Dental Providers Dentist General Practice	PA	554	Cash or ca Gift	
Dental Providers Dentist General Practice	PA	554	Cash or ca Gift	
Dental Providers Dentist	TX	554	Cash or ca Gift	
Dental Providers Dentist	IL	554	Cash or ca Gift	
Dental Providers Dentist	CA	554	Cash or ca Gift	

Nature of Payment: Gift Device or Drug Name

Indicate_Drug_or_Biological_or_Device_or_Medical_Supply_1	Product_Category_or_Therapeutic_Area_1	Name_of_Drug_or_Biological_or_Device_or_Medical_Supply_1
Device	DENTISTRY	
Device	DENTISTRY	
Device	DENTISTRY	
Device	Optometrist	OCT
Device	Electrosurgical	ERBE
Device	Cardiac	Cardius 3m
Device	Dental Adhesive	Scotchbond Universal Adhesive
Device	DENTISTRY	
Device	DENTISTRY	
Device	Cardiac	Cardius 3m
Device	Cardiac	Cardius 3m
Device	Cardiac	Cardius 3m
Device	Cardiac	Cardius 3m
Device	Cardiac	Cardius 3m
Device	Cardiac	Cardius 3m
Device	DENTISTRY	
Device	DENTISTRY	
Device	DENTISTRY	

Nature of Payment: Gift Frequency of Events (same physician)

Physician_First_Name	Physician_Last_Name	Total_Amount_of_Payment_USDollars	Form_of_Payment_or_Transfer_of_Value	Nature_of_Payment_or_Transfer_of_Value
E	P		73.68	Cash or ca Gift
E	P		73.68	Cash or ca Gift
E	P		55.26	Cash or ca Gift
E	P		50	Cash or ca Gift
E	P		50	Cash or ca Gift
E	P		47.86	Cash or ca Gift
E	P		36.84	Cash or ca Gift
E	P		35	Cash or ca Gift
E	P		26.25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		25	Cash or ca Gift
E	P		24.49	Cash or ca Gift
E	P		23.94	Cash or ca Gift
E	P		23.94	Cash or ca Gift

Nature of Payment: Travel

Physician_First_Name	Physician_Last_Name	Total_Amount_of_Payment_USDollars	Form_of_Payment_or_Transfer_of_Value	Nature_of_Payment_or_Transfer_of_Value
H	G	25000	In-kind items and services	Travel and Lodging
A	S	19896.28	In-kind items and services	Travel and Lodging
D	Ei	14423.83	In-kind items and services	Travel and Lodging
K	V	13611.44	In-kind items and services	Travel and Lodging
S	G	13501.46	Cash or cash equivalent	Travel and Lodging
Y	H	12317.42	In-kind items and services	Travel and Lodging
W	Si	12281.7	In-kind items and services	Travel and Lodging
S	M	12277.5	In-kind items and services	Travel and Lodging
R	P	11997.77	In-kind items and services	Travel and Lodging
R	G	11349	In-kind items and services	Travel and Lodging
S	Si	11170.99	In-kind items and services	Travel and Lodging
B	C	11082.4	In-kind items and services	Travel and Lodging
A	D	10442.51	In-kind items and services	Travel and Lodging
R	Fi	10433.94	In-kind items and services	Travel and Lodging
A	S'	10152.82	In-kind items and services	Travel and Lodging
Ir	A	10087.38	In-kind items and services	Travel and Lodging
S	G	10069.76	Cash or cash equivalent	Travel and Lodging
K	Si	9923.51	In-kind items and services	Travel and Lodging
Ji	V	9749.68	Cash or cash equivalent	Travel and Lodging
Ji	D	9605.85	In-kind items and services	Travel and Lodging
T	K	9123.81	In-kind items and services	Travel and Lodging
H	M	9097.18	In-kind items and services	Travel and Lodging

Nature of Payment: Travel

City, State, Country of Travel

Total_Amount_of_Payment_USDollar	City_of_Travel	State_of_Travel	Country_of_Travel
25000	Sydney		Australia
19896.28	LISBON		Portugal
14423.83	Amsterdam		Netherlands
13611.44	Amsterdam		Netherlands
13501.46	Bangkok		Thailand
12317.42	Amsterdam		Netherlands
12281.7	Amsterdam		Netherlands
12277.5	Amsterdam		Netherlands
11997.77	Amsterdam		Netherlands
11349	BANGKOK		Thailand
11170.99	Amsterdam		Netherlands
11082.4	London		Great Britain (Uk)
10442.51	LISBON		Portugal
10433.94	LISBON		Portugal
10152.82	PRAGUE		Czech Republic
10087.38	Amsterdam		Netherlands
10069.76	Sandiego		Chile
9923.51	Munich		Germany
9749.68	Sydney		Australia
9605.85	Amsterdam		Netherlands
9123.81	LISBON		Portugal
9097.18	YOKNEAM		Israel

Nature of Payment: Travel

Frequency (same physician)

Physician_First_Name	Physician_Last_Name	Total_Amount_of_Payment_USDollar	Date_of_Payment	City_of_Travel	State_of_Travel	Contextual_Information
R	D	2300.49	7/27/2017	Edison	NJ	Speaker Expenses
R	D	1122.1	6/22/2017	Albany	NY	Speaker Expenses
R	D	1089.55	7/10/2017	Houston	TX	Speaker Expenses
R	D	1085.75	3/29/2017	McAllen	TX	Speaker Expenses
R	D	964.53	6/1/2017	Houston	TX	Speaker Expenses
R	D	933.21	8/7/2017	Laredo	TX	Speaker Expenses
R	D	886.12	9/27/2017	Corpus Christi	TX	Speaker Expenses
R	D	723.78	6/21/2017	Charlotte	NC	Speaker Expenses
R	D	618.14	12/1/2017	Sherman Oaks	CA	Speaker Expenses
R	D	575.63	11/30/2017	Beverly Hills	CA	Speaker Expenses
R	D	519.78	5/15/2017	El Paso	TX	Speaker Expenses
R	D	497.5	4/3/2017	Lubbock	TX	Speaker Expenses
R	D	487.4	3/31/2017	Keller	TX	Speaker Expenses
R	D	429.4	12/1/2017	Sherman Oaks	CA	Speaker Expenses
R	D	419.4	6/15/2017	Rosemont	IL	Speaker Expenses
R	D	392.4	8/17/2017	Marietta	GA	Speaker Expenses
R	D	367.88	8/17/2017	Johns Creek	GA	Speaker Expenses
R	D	350.8	6/14/2017	Chicago	IL	Speaker Expenses
R	D	348.94	7/27/2017	Edison	NJ	Speaker Expenses
R	D	268.85	6/15/2017	Rosemont	IL	Speaker Expenses
R	D	267.52	5/16/2017	El Paso	TX	Speaker Expenses
R	D	256.35	6/13/2017	San Diego	CA	Consulting Exoenses

Nature of Payment: Entertainment

Physician_Specialty	Physici	Amount_of_Payment_U_	Date_of_Paymen	Form_of_Payment_or_Tr	Nature_of_Paym
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	MO	994.74	6/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	722.4	8/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	ID	702.6	8/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	HI	676.63	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	CA	676.63	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	AZ	676.63	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	IL	676.63	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	FL	676.63	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NM	676.63	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	CA	676.62	12/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NJ	646.4	9/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	PA	636.5	8/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	MD	600.56	6/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist	DC	591.96	6/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	TX	582.61	11/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	MO	538.87	6/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	TX	519.04	8/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	513.6	10/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	OK	507.6	11/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	VA	503.6	9/1/2017	Cash or cash equivalent	Entertainment
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	TX	499.4	8/1/2017	Cash or cash equivalent	Entertainment

Polling Question #3



Which statement best describes your organization's policy on physician acceptance of food and beverage from industry (eg, Pharma, MedDevice, etc.)?

- All food and beverage, even minimal value, is strictly prohibited
- Occasional, reasonable food and beverage is allowed if accompanied by product education or training
- Food and beverage is allowed if approved through an existing policy/procedure
- There are no prohibitions associated with food and beverage at all

Nature of Payment: Food

Physician_Specialty	Physician	Amount_of_Payment_Usd	Date_of_Payment	Form_of_Payment_or_Transfer_of_Value	Nature_of_Payment_or_Transfer_of_Value	Contextual_Information
Allopathic & Osteopathic Physicians Plastic Surgery	NJ	712.14	11/9/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Internal Medicine Hematology & Oncology	KS	704.59	5/3/2017	In-kind items and services	Food and Beverage	
Allopathic & Osteopathic Physicians Internal Medicine Endocrinology, Diabetes & Metabolis	MO	688.01	1/10/2017	In-kind items and services	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Internal Medicine Endocrinology, Diabetes & Metabolis	NJ	661.09	1/3/2017	In-kind items and services	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Neurological Surgery	NY	652	6/2/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Surgery	FL	616	1/7/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Surgery	TX	616	1/7/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Surgery Vascular Surgery	SC	616	1/7/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	TN	605.34	4/23/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Surgery	FL	588	1/6/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Surgery Vascular Surgery	SC	588	1/6/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Orthopaedic Surgery Orthopaedic Surgery of the Spine	NJ	584.3	2/7/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist	OH	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	AL	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	OH	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	PA	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	PA	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	PA	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	OH	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist General Practice	MI	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	PA	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Dental Providers Dentist Orthodontics and Dentofacial Orthopedics	NY	562.9	5/5/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Internal Medicine	MO	508.47	1/6/2017	In-kind items and services	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Orthopaedic Surgery Orthopaedic Surgery of the Spine	TX	499.2	1/11/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Orthopaedic Surgery	FL	490.67	2/1/2017	Cash or cash equivalent	Food and Beverage	
Allopathic & Osteopathic Physicians Internal Medicine	MO	482.04	1/1/2017	In-kind items and services	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Internal Medicine	PA	480.43	1/9/2017	In-kind items and services	Food and Beverage	Informational Meal

Nature of Payment: Food Frequency (same physician)

Physician_Specialty	Physician	Amount_of_Payment_Usd	Date_of_Payment	Nature_of_Payment	Contextual_Information
Allopathic & Osteopathic Physicians Family Medicine	NY	18.99	3/31/2017	Food and Beverage	Educational Program
Allopathic & Osteopathic Physicians Family Medicine	NY	17.8	8/7/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	19.13	2/23/2017	Food and Beverage	
Allopathic & Osteopathic Physicians Family Medicine	NY	18.48	4/17/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	17.8	8/7/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	15.64	8/28/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	15.4	4/6/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	15.14	11/6/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	15.05	11/2/2017	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Family Medicine	NY	14.18	1/23/2017	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Family Medicine	NY	13.88	7/20/2017	Food and Beverage	Informational Meal
Allopathic & Osteopathic Physicians Family Medicine	NY	11.95	4/14/2017	Food and Beverage	
Allopathic & Osteopathic Physicians Family Medicine	NY	11.91	6/12/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	7.77	2/23/2017	Food and Beverage	Related to product training activity
Allopathic & Osteopathic Physicians Family Medicine	NY	6.16	12/22/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	0.96	8/7/2017	Food and Beverage	Related to product discussion
Allopathic & Osteopathic Physicians Family Medicine	NY	0.34	6/12/2017	Food and Beverage	Related to product discussion

Polling Question #4



Which statement best describes your organization's policy on a physician's ordering and use of a product or drug that he or she has financial interest in?

- a. It is strictly prohibited and physicians attest to following the policy and we use/audit available data to confirm accuracy
- b. It is prohibited and physicians attest to following the policy
- c. There is a general understanding it is prohibited but no policy or procedure to monitor compliance
- d. Physicians are free to order or use products and devices they have a financial interest in

Nature of Payment: Royalty or License

Physician_La	Submitting_Applicabl	unt_of_Paym	ite_of_Pay	Form_of_Paym	Nature_of_Paym	Product_Category_or_Thera	Name_of_Dru	Indicati	Produc	Name	Covered	Indicati	Produc	Name
WF	DePuy Synthes Sales Inc.	5388446.18	1/18/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
Enj	AstraZeneca Pharmaceut	1569575	5/17/2017	Cash or cash equi	Royalty or License	Cardiovascular and Metabolism	BYETTA							
Enj	AstraZeneca Pharmaceut	1518822	2/14/2017	Cash or cash equi	Royalty or License	Cardiovascular and Metabolism	BYETTA							
Enj	AstraZeneca Pharmaceut	1445452	8/17/2017	Cash or cash equi	Royalty or License	Cardiovascular and Metabolism	BYETTA							
Enj	AstraZeneca Pharmaceut	1231477	11/16/2017	Cash or cash equi	Royalty or License	Cardiovascular and Metabolism	BYETTA							
BEI	DePuy Synthes Sales Inc.	901629.88	2/22/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip SUMMIT		
BEI	DePuy Synthes Sales Inc.	892713.4	9/7/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip SUMMIT		
BEI	DePuy Synthes Sales Inc.	865059.71	7/13/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip SUMMIT		
BEI	DePuy Synthes Sales Inc.	814797.77	11/22/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip SUMMIT		
FEI	DePuy Synthes Sales Inc.	621873.47	2/22/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
FEI	DePuy Synthes Sales Inc.	609105.07	9/6/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
FEI	DePuy Synthes Sales Inc.	580162.5	7/13/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
FEI	DePuy Synthes Sales Inc.	546555.02	11/22/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
WE	DePuy Synthes Sales Inc.	479299.49	7/6/2017	Cash or cash equi	Royalty or License	Sports Surgical	HEALIX	Device	Sports Sur RIGIDLOOP					
CA	DePuy Synthes Sales Inc.	476433.64	2/22/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
DE	DePuy Synthes Sales Inc.	475902.3	2/22/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
HE	DePuy Synthes Sales Inc.	472056.01	2/24/2017	Cash or cash equi	Royalty or License	Ortho-Hip	TRI-LOCK							
PEI	DePuy Synthes Sales Inc.	471313.08	2/24/2017	Cash or cash equi	Royalty or License	Ortho-Hip	TRI-LOCK							
WE	DePuy Synthes Sales Inc.	470609.47	8/30/2017	Cash or cash equi	Royalty or License	Sports Surgical	HEALIX	Device	Sports Sur RIGIDLOOP					
WE	DePuy Synthes Sales Inc.	476455.79	3/8/2017	Cash or cash equi	Royalty or License	Sports Surgical	HEALIX	Device	Sports Sur RIGIDLOOP					
CA	DePuy Synthes Sales Inc.	461010.2	8/30/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
DE	DePuy Synthes Sales Inc.	460567.06	8/30/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
FO	Braintree Laboratories, In	447389.5	8/16/2017	Cash or cash equi	Royalty or License	Gastroenterology	GOLYTELY	Drug	Gastroent NULYTELY Covered		Drug	Gastroent SUPREP		
CA	DePuy Synthes Sales Inc.	442927.38	7/6/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
DE	DePuy Synthes Sales Inc.	442404.58	7/6/2017	Cash or cash equi	Royalty or License	Ortho-Knee	ATTUNE							
CA	DePuy Synthes Sales Inc.	436222.2	8/15/2017	Cash or cash equi	Royalty or License	Ortho-Knee	SIGMA	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
CA	DePuy Synthes Sales Inc.	427160.95	7/6/2017	Cash or cash equi	Royalty or License	Ortho-Knee	SIGMA	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
CA	DePuy Synthes Sales Inc.	427053.31	2/15/2017	Cash or cash equi	Royalty or License	Ortho-Knee	SIGMA	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		
WF	DePuy Synthes Sales Inc.	425355.39	11/21/2017	Cash or cash equi	Royalty or License	Sports Surgical	HEALIX	Device	Sports Sur RIGIDLOOP					
CA	DePuy Synthes Sales Inc.	418044.65	11/6/2017	Cash or cash equi	Royalty or License	Ortho-Knee	SIGMA	Device	Ortho-Hip PINNACLE Covered		Device	Ortho-Hip RECLAIM		

Nature of Payment: Ownership

Physician La	unt_of Paym	ite_of Payr	Form_of Payment_or Transfer_of_Value	Nature_of Payment_or Ti	Product_Category
V	10000	3/7/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	160000	1/5/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	120000	1/19/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	4500	9/18/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	40000	6/22/2017	In-kind items and services	Current or prospective own	Spinal Implants
V	120000	6/5/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	20000	2/27/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	120000	7/25/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	4500	2/7/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	4500	7/12/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	4500	5/8/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	4500	1/4/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	10000	5/10/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	40000	8/11/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	10000	3/8/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	80000	8/21/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	20000	2/6/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	80000	7/11/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	4500	3/8/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	4500	4/11/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	70000	3/13/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	4500	8/25/2017	Any other ownership interest	Current or prospective own	Spinal Implants
V	80000	3/17/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	80000	5/22/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	10000	2/28/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	80000	4/24/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants
V	40000	7/17/2017	Dividend, profit or other return on investment	Current or prospective own	Spinal Implants

Polling Question #5



Is conflict of time or commitment a part of your organization's COI compliance program?

- Yes
- No
- Somewhat, but it's not a mature part of the program

Nature of Payment: Honoraria

Multiple, same day, possible threshold

Physician	Total_Amount	Date_of_Payr	Form_of_Payment	Nature_of
W	1750	6/30/2017	Cash or cash equivalent	Honoraria
W	1750	8/16/2017	Cash or cash equivalent	Honoraria
W	1750	8/16/2017	Cash or cash equivalent	Honoraria
W	1750	8/16/2017	Cash or cash equivalent	Honoraria
W	1750	8/16/2017	Cash or cash equivalent	Honoraria
W	1750	9/28/2017	Cash or cash equivalent	Honoraria
W	2500	9/28/2017	Cash or cash equivalent	Honoraria
W	2500	10/12/2017	Cash or cash equivalent	Honoraria
W	1750	10/25/2017	Cash or cash equivalent	Honoraria
W	2500	12/22/2017	Cash or cash equivalent	Honoraria
W	1750	3/17/2017	Cash or cash equivalent	Honoraria
W	1750	3/17/2017	Cash or cash equivalent	Honoraria
W	1750	5/19/2017	Cash or cash equivalent	Honoraria

Nature of Payment: Consulting

Frequency, possible conflict of commitment, retainer?

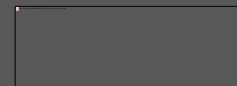
Physician	Total_Amount	Date_of_Payr	Form_of_Payment	Nature_of_Payment	Contextual_Information
H	5000	1/2/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	2/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	3/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	4/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	5/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	6/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	7/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	8/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	9/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	10/1/2017	Cash or cash equivalent	Consulting Fee	Consulting for OCULUS Pentacam 2017
H	5000	8/1/2017	Cash or cash equivalent	Consulting Fee	Cons082017
H	5000	9/1/2017	Cash or cash equivalent	Consulting Fee	Cons092017
H	5000	10/1/2017	Cash or cash equivalent	Consulting Fee	Cons102017
H	5000	11/1/2017	Cash or cash equivalent	Consulting Fee	Cons112017
H	4000	12/1/2017	Cash or cash equivalent	Consulting Fee	Cons122017



Questions?

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Disclaimer: Nothing in this presentation should be construed as legal advice nor relied upon as legal expertise.



Mitigating Risk

Investigations, Management Plans,
and Auditing

Presented by



Andrew Hill
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Conflict of Interest Reporting – Develop Your Program

- Appoint a Conflict Manager to oversee day-to-day monitoring plan
 - Reviewing disclosed potential conflicts
 - Conducting investigations
 - Creating management plans
- Create well-defined policies
 - Determine reporting limits
 - How much outside activity is too much?
 - Provide faculty with clear expectations and definitions
 - “What is honoraria?”

Conflict of Interest Reporting – Develop Your Program



- Determine the frequency of reporting
 - Annual? Biannual? Continuous?
 - Update existing disclosure? Provide new disclosure for each new conflict?
- Construct an effective questionnaire
 - Broad questions vs specific inquiries
 - Revise!!
- Decide on a management tool
 - Electronic vs paper
 - Databases vs spreadsheets
 - What can be simplified using the proper tool?

Management Plans



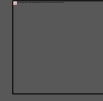
1. Minimal Risk- once disclosed, activity can continue without significant management or concern
2. Perceived or Potential Conflict – once disclosed, activity can continue, but with written guardrails and agreements
3. Conflict of Interest – once disclosed, activity may or may not continue with a management plans in place

COI Management Plan Steps

- Disclosure
- Review
- Escalation
- Investigation
- Management Plan
- Management Plan Monitoring
- Management Plan Auditing
- Assessment
- Recommendations
- Planning



Conducting Investigations



- Doctor's history, research and publications
 - What are the recurring themes and how do they relate to outside interests?
 - Who has the doctor worked with in the past? How might they be involved?
- Institutional records
 - Is there a record of the doctor being granted permission for the work they're doing?
 - Do we have other business agreements in place and how do they relate?

Audit Approaches



- Baseline Audit – establish a set of benchmarks for future comparison
- Concurrent Audit – could identify problems as they arise
 - Review travel documents/absence records
 - Google employee name plus "presentations" or "speaker"
 - Random unannounced interviews using a pre-planned check-list
 - Could lead to a
- Retroactive Audit – review of past activity as suggestion of future behavior
 - Prior submissions on Open Payments or Dollars for Docs
 - Past management plan violations
 - Random/snowball/simple sample audits

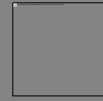
Conflict of Interest

Activity	Management Plan?
Incoming department chair owns controlling interest in pharma drug (brand name), wishes to do clinical trial using drug	Advise chair to swap interest, divest entirely, or forego clinical trial
Surgeon, who is also department chair, wishes to hire spouse as surgeon	Nepotism. Disallow, or follow institutional process for exceptions, or have chair step down
Provider consults for pharma and accepts \$170,000/year in "honoraria" (almost exceeds salary)	Monitor prescribing practices, or treat honoraria as income, or disallow as income
Addiction researcher/provider has opened a community clinic	Disallow, or refer to non-compete, or inform research personnel, or...? Corrective Action?

Questions?

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What will the sun(shine) on next?

CMS's Open Payments Database Expansion



Presented by



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Polling Question #6



Are you very familiar with the SUPPORT Act of 2018?

- a. Yes, I'm sick of hearing about it.
- b. I've heard of it, but am not familiar with it.
- c. No, this is brand new to me.

Grassley, Brown, and Blumenthal



"The opioid epidemic has taught us a terrible lesson: without full transparency, pharmaceutical companies can operate under the cover of darkness, possibly using gifts and payments to influence the prescribing practices of medical professionals like nurse practitioners and physicians assistants. That's why it is absolutely essential that pharmaceutical companies disclose gifts and payments made to additional health care providers who prescribe opioids and other drugs – not just doctors."

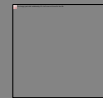
Senator Richard Blumenthal (D-CT)

Fighting the Opioid Epidemic with Sunshine Act of 2018



- Introduced May 2018
- Proposed effective date of January 1, 2020
- Related legislation: HEAL Act, CRIB Act, SUPPORT Act, TeleCAST Act, Opioid Addiction Treatment Programs Enhancement Act, Securing Flexibility to Treat Substance Use Disorders Act, Help for Moms and Babies Act, Assessing Barriers to Opioid Use Disorder Treatment Act, Building Capacity for Family-Focused Residential Treatment Act, Comprehensive Screenings for Seniors Act of 2018, etc...

SUPPORT ACT



Substance Use-Disorder Prevention that Promotes Opioid Recovery and Treatment for Patients and Communities Act

- Massive set of opioid crisis Acts
- More than 170 titles
- Signed into law October 25, 2018
- Section 6111: Fighting the Opioid Epidemic with Sunshine (FOES?)
 - Grassley, Brown, and Blumenthal repackaged

Covered Recipients



• Sunshine Act

- Physicians (SSA)
 - Doctors, surgeons, DDS, DDM, Optometrists, Podiatrists, Chiropractors
- Teaching Hospitals

• FOES

- Physician Assistants
- Nurse Practitioners
- Clinical Nurse Specialists
- Nurse Anesthetists
- Certified Nurse Midwives

Cloudy Conditions



- What about APRN's and other providers who don't bill Medicare?
- What about the newly covered recipients who don't have NPI's?
- What about practices that don't bill Medicare electronically (non-HIPAA covered entities?)
- What about device companies who don't produce or sell drugs?

(2) EFFECTIVE DATE.—The amendments made by this subsection shall apply with respect to information required to be submitted under section 1128G of the Social Security Act (42 U.S.C. 1320a–7h) on or after January 1, 2022.

Effective Date



Amendment of section by section 6111(a)(1) of Pub. L. 115-271 applicable with respect to information required to be submitted under this section on or after Jan. 1, 2022.

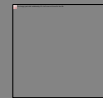
However:

Program Year 2018: Data Submission Happening Now!

Program Year 2018 data submission is February 1, 2019 through March 31, 2019. Reporting entities may now submit Program Year 2018 data and any new or updated records from previous program years. For more information on registration and data submission visit the Open Payments

Soooo...

Prepare For 2021 Data



Covered Manufacturers and GPOs: Update systems requirements/IT fixes

Hospitals/Practices/AMC's: examine budgetary implications, create and share education. Do the accurate covered recipients have NPI numbers?

Covered Recipients: read your institutions policies on vendor/industry interactions, talk to your compliance office

Stormy Forecast?



Patient Advocacy Transparency Act of 2018

- Would amend the Sunshine Act to:
 - Broaden the definition of grants to include educational grants and capacity building grants
 - Expand reporting requirements for payments made by manufacturers, including:
 - Fundraising
 - Conference funding not currently covered in Sunshine
 - Payments for marketing and PR (TV spots/ads/magazine inserts)
 - Payments for placement on web sites, social media sites

Patient Advocacy Transparency Act of 2019?



- Amendment would expand the definition of covered recipient to include payments made to:
 - Professional societies
 - Patient advocacy groups, including voluntary health agencies
 - Patient education organizations
 - Providers of CME's (if not already part of the teaching hospital)
 - Clinical research organizations (if not already part of the teaching hospital)
 - **Accreditors of CME activities**
 - Patient financial assistance groups
 - Certain foundations

Snowmageddon or Sunshine?



Questions?

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