June 24, 2016

KEMSA, in collaboration with Medicaid reimbursement experts from Public Consulting Group (PCG), will be conducting a feasibility study for an EMS revenue maximization initiative for Kansas’ ambulance services. An EMS revenue maximization initiative would generate additional Medicaid revenues for the EMS community at no additional cost to taxpayers of the State of Kansas. This is made possible through leveraging an opportunity provided through the federal Centers for Medicare and Medicaid Services (CMS). About 10 states, including California, Texas, Louisiana and Massachusetts, are already taking advantage of this opportunity.

PCG has been a leader in the development and implementation of revenue maximization projects for EMS providers across the country. PCG’s team for this initiative is comprised of experts in federally accepted cost allocation and Medicare/Medicaid reimbursement methodologies and has significant experience with designing, gaining approval for, and implementing EMS revenue maximization initiatives for fire departments and ambulance services providers. PCG project staff includes James Dachos and Jon Hartford (both Austin, TX), Shileah McDonald (Atlanta, GA), and David Mead (Boston, MA).

KEMSA is working closely with officials with the Kansas Department of Health and Environment (KDHE) to evaluate the best option for Kansas ambulance services. There are several different programs allowed under federal law and each option has its own variables that need to be evaluated. KEMSA, KDHE and PCG are well aware of the diversity of EMS services in Kansas based upon size of operation, model (county based, private, fire based, hospital etc.) and economic strength of the services. Making the determination of which federal program can best benefit Kansas EMS is not a simple black & white comparison.

KEMSA has formed a task force to assist with the evaluation of the information which PCG will develop and guide the final decision as to which federal program is best for Kansas.

The task force includes:
Brandon Beck (KEMSA President, Lyon County EMS/City of Emporia Fire, Region V)
Marvin VanBlaricon (KEMSA Vice President, Clay County EMS, Region IV)
Rod Pace (Chair of Region VI, Air Methods)
David Adams (hospital based, Via Christi/ Riley County, Region V)
Con Olson (private service, TECH)
Deb Brown (Haskell County EMS, Region II, super rural)
John Hultgren (Dickinson County EMS, KEMSA Administrator Society, Region IV)
Shane Pearson (KSFFA, Board of EMS, Salina FD)
Brad Smith (Derby FD, KS Fire Chiefs Association)
Dave Johnston (Sedgwick County EMS, Region III)
KEMSA has selected a diverse task force to facilitate the development of a program that mutually benefits public, private, and volunteer services of a variety of sizes and locales.

In the coming weeks, KEMSA will be reaching out to ambulance services across the state to request the transport and billing data needed to develop EMS revenue maximization feasibility modeling. Your support is critical, as the approach selected to most effectively solve Kansas’ unique EMS needs will depend on the accuracy and completeness of the data received from providers.

We have set up a page on the KEMSA web site (www.kemsa.org/ems-funding-project) in order to provide background information regarding this effort as well as notices regarding the progress being made. Please monitor the progress of this effort and if you have questions, please feel free to contact a member of the task force or me at brandon@kemsa.org.

Sincerely,

Brandon Beck,
KEMSA President (on behalf of KEMSA and its Board of Directors)