








Supplemental Payment Programs for Emergency Medical Services (EMS)

Medicaid payment rates for ambulance services are often 70 percent less than the cost of providing those services. With state budgets under significant pressure, the prospects for addressing this inequity with traditional measures are dim. However, there is another option. State Medicaid agencies and the Emergency Medical Services (EMS) community can work together to cover the shortfall by taking advantage of an innovative reimbursement mechanism offered by the federal government. Public Consulting Group (PCG) can show you how.

Working with PCG will give you access to:

- A team of 125+ full time staff members dedicated to the fire and EMS industry. Experts from fields such as accounting, public policy, healthcare, government compliance, and directly from the fire and EMS industry.
- The perspective of working as a third-party administrator in to supplemental payment programs in Massachusetts, Colorado, and Wisconsin.
- Experts who have designed and implemented over 13 Ambulance Supplemental Payment Programs in the U.S., and working to establish more.
- Relations and influence with state Medicaid agencies as well as the Centers for Medicare & Medicaid Services (CMS).

The EMS supplemental payment program, like Ground Emergency Medical Transportation (GEMT) and Public Emergency Medical Transportation (PEMT), requires no additional spending by the state Medicaid agency beyond what it pays providers now. PCG works on behalf of EMS providers to establish a cost recovery program, gain state and federal approval, maximize revenue, accurately identify all allowable revenue sources, ensure compliance, and prepare annual cost reports. Using our extensive experience and **Web-Based Solution**, our team will work with you to:

-  Complete cost reports
-  Prepare an audit trail
-  Assist with maintaining compliance
-  Facilitate trainings and ongoing support
-  Implement and expand programs
-  Perform cost of service analysis
-  Develop a detailed rate analysis

Examples of PCG's Qualifications (or Presence) in EMS Cost Reporting Programs



Florida Ground Emergency Medical Transportation | Provided cost recovery services to over **80** EMS providers, generating **\$191M** in incremental Medicaid revenues since 2016.



Maryland Emergency Service Transporter Supplemental Payment | Partnered with **12** JEMSOPs to support cost recovery efforts since program implementation in 2020, generating **\$162M** in additional funding.



Massachusetts Public Ambulance Certified Public Expenditure (CPE) | Developed the CPE program for the MA Executive Office of Health and Human Services in 2013, generating over **\$151M** in additional funding for nearly **107** EMS agencies from 2014 to 2023.



Missouri Ground Emergency Medical Transportation | Have provided full support for IGT compliance and submission of cost reports at the provider level since 2018, generating over **\$19M** in additional funding.



Texas Ambulance Services Supplemental Payment | Designed the first ambulance supplemental payment program for the TX Health and Human Services Commission. From FY11–FY22, PCG has helped over **75** providers capture an estimated **\$586M** in supplemental payments.



Washington Ground Emergency Medical Transportation | Have assisted over **100** providers with GEMT cost reports beginning in 2017 to help ensure compliance and revenue maximization, generating **\$208M** in additional revenue.

Program Implementation and Expansion

PCG brings unmatched experience in not only the design and implementation of supplemental payment programs, but the expansion of current programs to include additional service types, such as managed care. Several states have partnered with PCG to develop models and program designs that are currently being used to gain CMS approval.

Program Services



Program initiation or expansion

We will work with key stakeholders to establish or expand the legal and operational ground to participate in the program in compliance with state and federal guidelines.



Managed care program implementation

We can develop a framework to incorporate Medicaid managed care into currently operational Fee for Service GEMT programs.



Managed care program operation

To ensure you receive the appropriate benefit and have met documentation requirements, we will monitor claims and cash flows of the managed care program.

Additional Related Services

Cost of Service | PCG can provide a cost of service analysis, which focuses on identifying the costs of both fire and EMS responses

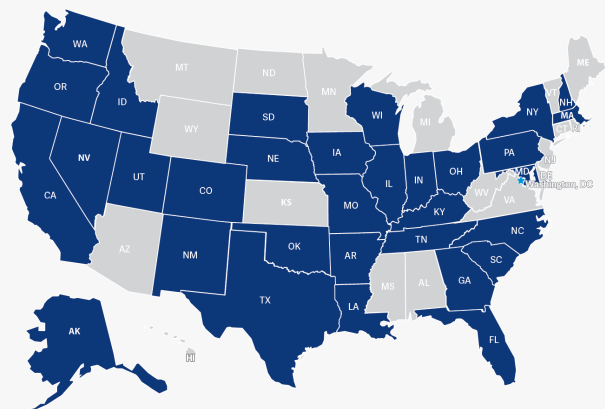
Rate Analysis | We can review providers' rates, analyzing the most commonly provided services based on total volume, the stations/units with the greatest volume of services, and the current pricing for those services.

Why partner with PCG?

PCG has 36+ years of experience supporting revenue enhancement projects for state and local government agencies as well as public and private medical service providers across the U.S. PCG will work with you to improve your cost reporting experience by alleviating administrative burdens, creating an audit trail to ensure compliance, maximizing supplemental payment opportunities, and utilizing our web-based cost reporting tool to streamline the cost reporting process. The additional benefits PCG offers can lead to a more efficient, accurate, and less stressful cost reporting process.

>30 states have active programs or are currently in the process of developing and implementing a program.

PCG's Supplemental Support Services span across the US. If your state is not highlighted, contact us to learn how we can design and implement a program in your state!



To learn more about how we can help you optimize funding and operations, contact us today.

@ emsstrategies@pcgus.com

publicconsultinggroup.com/ems

fireemsblog.com

[linkedin.com/showcase/pcg-fire-ems-services/](https://www.linkedin.com/showcase/pcg-fire-ems-services/)