



KANSAS EMS ASSOCIATION
6021 SW 29th St., Suite A PMB 359 | Topeka, KS 66614
Ph: 785.580.3459 | Fax: 888.760.6884 | www.kemsa.org

Unity Is Strength

January 23, 2017

Over the past year, KEMSA commissioned Public Consulting Group, Inc. (PCG) to conduct a feasibility study for a revenue maximization initiative for EMS providers serving the State of Kansas. The objective of the feasibility study was to provide KEMSA and other stakeholders, including Kansas Department of Health and Environment (KDHE), the opportunity to understand the potential outcomes the CMS-approved approaches to EMS revenue maximization would have in the State of Kansas. The study focused on three options – (1) Certified Public Expenditure (CPE), (2) Intergovernmental Transfers (IGTs), and (3) Provider Assessment – that can be utilized to increase Medicaid reimbursement for EMS providers.

Together, KEMSA and PCG engaged the EMS provider community in order to determine which program option is the best fit for the state's EMS providers. KEMSA placed a strong emphasis on including all types of providers in the discussions surrounding this revenue maximization initiative. To this end, KEMSA formed a diverse task force from all six regions representing various models and sizes of ambulance providers. Services represented in the task force included fire-based, hospital-based, and third service ground and air EMS providers with a mix of public, private, volunteer, and nonprofit statuses. (A list of task force members is included on the next page.)

In collaboration with the task force, PCG worked with providers and billing vendors to collect data pertinent to transports, paid claims data, cost data, and other relevant demographical information. Additionally, PCG worked with KDHE to obtain Medicaid paid claims data for each provider. Both data sets were used in the final analysis and modeling to determine the fiscal impact each initiative would have on EMS providers. The results of this analysis and modeling are detailed in the attached *EMS Revenue Maximization Initiative Feasibility Study & Recommendations Report*.

We look forward to presenting KDHE with our recommended approach and soliciting input for moving forward to successfully establish an EMS revenue maximization program. KEMSA will continue to seek collaboration with the entire provider community as we progress with this initiative. We want to thank you for your continued cooperation and support in these efforts.

Sincerely,

Brandon Beck
President
Kansas EMS Association (KEMSA)
brandon@kemsa.org



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The EMS Revenue Maximization Initiative 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)
- Dave Johnston (Sedgwick County EMS, Region III)
- Brad Mason (MARCER, Johnson County Med-Act)
- Micky Webb (City Manager, Independence)
- Kristi Brown (AMR)
- Kerry McCue (Ellis County EMS, Region I)
- Eric Voss (KEMTA, Region IV, Concordia FD)
- Melissa Wangemann (Kansas Association of Counties)
- Grant Helferich (ambulance billing)