Derek Abraham
Vice President of Field Operations, Accelify

Derek Abraham has more than 20 years of experience working with various federal reimbursement programs and is an expert in school-based Medicaid and other federal reimbursement methodologies. During his career, he has managed 12 statewide projects that collectively produced hundreds of millions in federal funds for state-level agencies and local school districts. Derek oversees the Field Operations teams responsible for managing all claiming and related operations within each state's Medicaid operations. These responsibilities include providing detailed analysis of the results generated for each of Accelify's school-based clients, the resolution of project-specific issues, and Accelify's training programs nationwide. Derek also plays a leadership role on Accelify's Medicaid Reimbursement Maximization Team. In addition to identifying aspects of clients' programming that might be hampering their ability to generate revenue, Derek has played a lead role in client district discussions with state agencies over policy issues. These efforts have led to significant increases in revenue for many Accelify clients nationwide. Derek Abraham received his BS in Business Administration from the University of Florida.

Nanci English
Medicaid Customer Service Analyst, Broward County Public Schools

Nanci English holds a Bachelor's degree in Finance and is currently the Medicaid Customer Service Analyst for the School Board of Broward County. She has worked with the ESE/Student Support Service department for the past 10 years. Nanci works with the electronic management systems to bill Medicaid, trains providers to document their services for compliance and Medicaid billing, works with the Administrative Medicaid Claiming program, manages transportation services, and provides customer service to ESE and Support Staff.

**Presenter Bios**

**Derek Abraham**
Vice President of Field Operations, Accelify

**Nanci English**
Medicaid Customer Service Analyst, Broward County Public Schools

**Agenda**

- Recap: Claiming Medicaid for Specialized Transportation
- Value-Add Areas of Transportation Claiming
  - How to use ridership data to set individual rates for transportation claiming
  - How to use ridership data to claim transportation costs through the annual transportation cost report
  - How to use ridership data for state transportation funding surveys
Transportation services can be claimed when:

**Medicaid Eligibility**
Transportation services were provided to a Medicaid eligible special education student.

**IEP Authorization**
Transportation services were authorized in the student’s Individual Education Plan (IEP).

**Parental Consent**
Parental consent to bill Medicaid has been received.

**Direct Health Service/FFS Matching**
The student received a IEP authorized direct health service on the day that transportation services were provided and documented and that health service was claimed.

Capturing accurate ridership data can be challenging:
1. Vast majority of school districts do NOT capture daily ridership data on students riding specially equipped busses.
2. Electronic ridership information can be very cost prohibitive and pose logistical issues to implement, such as:
   a. Cost and maintenance of additional equipment on the bus
   b. Bus/vehicle/track device access to internet for transferring data
   c. Missing/lost/damaged student RFID cards
   d. Daily updates of student/course assignment information
3. Most manual paper processes to capture ridership data require significant data entry efforts/district resources to manage.

Scannable solutions provide a cost-effective and manageable alternative to electronic and manual processes:
1. Can pre-populate accurate routing information (e.g. which students ride on which busses) onto scannable forms to limit data capture effort for transportation staff
2. Eliminate data entry by school staff by supporting automatic import of ridership information.
Tracking ridership data for all students provides additional revenue opportunities to school districts.

Value-Add Area: Adjustable Rates

How to use ridership data to set individual rates for transportation claiming
1. Certain states allow adjustable rates.
2. Capturing ridership data allows districts to validate their actual costs incurred to substantiate a rate increase.

How much can it impact transportation claiming rates?
1. Broward County Public Schools:
2. District of Columbia: Increased transportation rate for trips 5X over previous rate.
Value-Add Area: Transportation Cost Report

How to use ridership data to claim transportation costs through the annual transportation cost report

Reuse the same data to calculate accurate ratios and maintain an audit log for the transportation cost report, including:
1. Total students transported
2. Total Medicaid students transported

How much can it impact reimbursement?
Typically totals 10-20% of overall reimbursement

Value-Add Area: Transportation State Funding Surveys

How to use ridership data for state transportation funding surveys

1. Many states require districts to track ridership data periodically for all students to allocate transportation funding.
2. Expanding the Medicaid transportation tracking solution to track ridership for all students during transportation survey periods provides many benefits:
   1. Easier documentation for bus drivers/attendance officers (especially solutions that integrate with routing systems to pre-populate students on appropriate routes).
   2. Major time savings for staff required to process logs.
   3. Improved accuracy and audit protection.

Value-Add Area: Transportation State Funding Surveys

How did using a scannable solution for tracking transportation for the state funding survey impact Broward County Public Schools?

1. Substantially reduced printing and resulted in much less paperwork for drivers. Printing was reduced by 66% and processing time was reduced by over 80%
2. Dramatically reduced the time it takes to capture student bus attendance.
3. Lightened the workload for staff responsible for managing the survey. Broward went from 14 staff members and over 450 hours of staff time to only 4 staff members and 54 hours – an 88% COST SAVINGS!
4. Automatically created an electronic audit record of all ridership data.
5. Allowed for quicker submission of the state transportation report.
6. Resulted in more accurate data, increased revenue – with lower cost!
Thank you.