



Presenter Bios

Derek Abraham
Vice President of Field Operations, Accellify
 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 this time 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 Accellify operates in. These responsibilities include providing detailed analyses of the results generated for each of Accellify's school district clients, the resolution of project-specific issues, and Accellify's training programs nationwide.

Derek also plays a leadership role on Accellify'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 Accellify 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.

NAME Annual Conference
 October 15-18 | Fort Lauderdale, FL

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

NAME Annual Conference
 October 15-18 | Fort Lauderdale, FL



Recap: Claiming Medicaid for Specialized Transportation

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 an IEP authorized direct health service on the day that transportation services were provided and documented and that health service was claimed.



NASE Annual Conference
October 15-18 | Fort Lauderdale, FL

Recap: Claiming Medicaid for Specialized Transportation

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 systems 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/tracking device access to internet for transferring data
 - c. Missing/lost/damaged student RFID cards
 - d. Daily updates of student/route 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 buses) 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.

NASE Annual Conference
October 15-18 | Fort Lauderdale, FL

**Value-Add Areas of Tracking
Transportation for Medicaid Billing**

NAEP Annual Conference
October 15-18 | Fort Lauderdale, FL

Value-Add Areas of Tracking Transportation for Medicaid Billing

Tracking ridership data for all students provides additional revenue opportunities to school districts.



NAEP Annual Conference
October 15-18 | Fort Lauderdale, FL

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.**

NAEP Annual Conference
October 15-18 | Fort Lauderdale, FL

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

NAMBE Annual Conference
October 15-18 | Fort Lauderdale, FL

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/attendants (*especially solutions that integrate with routing systems to prepopulate students on appropriate routes*).
 - 2. Major time-savings for staff required to process logs.
 - 3. Improved accuracy and audit protection.

NAMBE Annual Conference
October 15-18 | Fort Lauderdale, FL

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 printing 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 state 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 costs!

NAMBE Annual Conference
October 15-18 | Fort Lauderdale, FL


