



“Bridge to Understanding”

5th Annual Conference in Minneapolis, Minnesota
September 26 - 28, 2007

Gold Sponsors

The NAME Conference Committee would like to thank the following nine companies and agencies for their generous support as Gold Sponsors of the Fifth Annual NAME Conference:



Minnesota Department of Education
Special Education Policy
1500 Highway 36 West
Roseville, MN 55113
(651) 582-8200

Department Mission:

Improve educational achievement by establishing clear standards, measuring performance, assisting educators and increasing opportunities for lifelong learning.

Serving approximately:

- 850,000 K-12 students and their families;
- 122,000 children and youth in special education
- 118,000 Head Start and Early Childhood Family Education children;
- 82,000 adult learners in GED and citizenship programs

- 460 school districts and charter schools;
 - 52,000 licensed teachers
-



The Center for Health Care Financing UMass Medical School

Schrafft Center

529 Main Street

Charlestown, MA 02129

(617) 886-8200

<http://www.umassmed.edu/commed/index.aspx>

The Center is a Massachusetts-based public sector organization that is part of the University of Massachusetts Medical School. The Center provides management consulting and operational services to state and local human services and educational agencies. The mission of the Center is to assist state and local governments maximize revenues and increase savings in order to provide more cost-effective health care. The Center employs more than 300 staff and currently has contractual relationships with 10 states in addition to its comprehensive body of work on behalf of the Commonwealth of Massachusetts.

The Center works with state and local entities to:

- Design and implement cost-saving strategies and cost-containment projects;
- Design and implement creative initiatives that reduce the overall level of state and local expenditures for human services programs; and

Identify additional revenues to which they are entitled under federal law.

The Center is solely focused on improving the return of state and local health care dollars. We work in partnership with our clients to serve the public good while keeping a keen eye on the bottom line. We understand the challenges facing state and local agencies because we are also public. Our unique insight into the market, combined with financial expertise, allows us to help public agencies maximize their resources and revenues. We believe in the philosophy of “knowledge transfer”—sharing our experience with our clients and empowering them to provide more cost-effective health care. As part of the Medical School, the Center has direct access to the knowledge base and assets of a major academic institution, which allows us to serve the public using the highest quality resources available.



MAXIMUS
11419 Sunset Hills Road
Reston, VA 20190
(602) 751-5858
www.maximus.com

The Educational Services Division of MAXIMUS provides a complete set of management tools for all levels of the educational system. We provide Medicaid cost recovery services, consulting services, educational management software, technical and financial support and software tools for higher educational institutions and not-for-profit organizations involved with federally funded research and other sponsored programs.

TIENET is a single program for managing instruction, assessment and special education that provides three applications that can be used separately or as one coordinated system for:

- * Instructional Data Management
- * Response to Intervention Management
- * Special Education Case Management

MAXIMUS administers two school-based Medicaid programs-

- * Fee for Service Claiming
- * Administrative Claiming

These programs assist participating school districts by reimbursing them for Medicaid covered services provided to eligible and qualified students.

MAXIMUS Consulting Services are led by educators who have held senior leadership positions within educational agencies and support organizations seeking to better manage their educational programs.

MAXIMUS has over 280 offices nationwide and has assisted more than 2,200 school districts in their educational endeavors and has also provided services to more than 100 distinguished colleges and universities in the U.S.



ClaimAid Consulting Corporation

**5780 West 71st Street
Indianapolis, IN 46278**

1-800-842-4052

www.claimaid.com

Experienced

ClaimAid has been helping schools implement and grow their Medicaid direct billing programs since 2002. You have a seasoned partner when you have ClaimAid in your school.

Involved

Our model of training and support is active and engaged. Our technology tools and processes keep your staff focused on services and children, not paperwork and claim submission.

Endorsed

In 2003, the Iowa Association of School Boards selected ClaimAid as the vendor for their IMED program. Our role is to help Iowa schools document and capture revenue for all billable services.



Public Consulting Group (PCG)

148 State Street, 10th Floor

Boston, MA 01209

(617) 426-2026

www.pcgus.com

Public Consulting Group (PCG) offers full-service consulting and innovative, scalable technology solutions to meet the changing needs of the K-12 education community.

- ✓ Web-Based Special Education Management
 - ✓ Response to Intervention (RTI) Solutions
 - ✓ Medicaid Reimbursement
 - ✓ Data Integrity
 - ✓ School Improvement Planning
-



Paradigm HealthCare Services

311 California Street, Suite 200

San Francisco, CA 94104

(415) 616-0920

www.paradigm-healthcare.com

Ready for a solution to your Medicaid claiming? Paradigm HealthCare Services has the key. We are a specialized firm who partners with school districts, county offices of education, and local education consortia in the administration of the fee-for-service and Medicaid administrative claiming programs. Since our establishment in 1989, our solutions are proven to maximize participation, alleviate administrative burden, and ensure regulatory compliance. Paradigm brings additional ease to participation by complimenting our consultation and billing services with technological solutions to include a student healthcare case management system and a Medicaid administrative claiming management system. We make it easy for you.



SpedForms, Inc.

PO Box 1

Jasper, MN 56144

(866)796-1848

www.spedforms.com

SpEd Forms Inc. prides itself in delivering outstanding software, service and support to school districts at the lowest possible cost.

MA Forms, from SpEd Forms Inc., is an inexpensive web-based 837/835 medical batch

billing system which enables school districts to electronically collect data and bill directly, eliminating per claim fees.



Interface Consulting Group

PO Box 361

Hazleton, PA 18201

(877) 455-7505

www.interfaceconsultinggroup.com

Interface Consulting Group provides a range of consulting services for school-based Medicaid programs including legal, financial, and management matters relating to participation in school-based Medicaid programs. We assist state education agencies and school districts in evaluating Medicaid programs for regulatory compliance, and we provide advice and quality assurance reviews in preparation for a formal audit process. We can also generate and manage compliance plans, provide downstream quality assurance checks, and assist in the preservation of evidence needed for appeals.

Our thorough understanding of federal and state Medicaid laws, regulations, and procedures comes from years of first-hand, professional experience in administering state and local education agency Medicaid programs in multiple capacities, and in the management of federal Medicaid audit and audit review programs, including adjudicating complex disputes over Medicaid funding.



Educational Services & Products LLC

19 Dove Street, Suite 104

Albany, NY 12210

(518) 445-3840

www.esp-sgs.com

During the past five years, Educational Services & Products, LLC (ESP) has become the fastest growing Medicaid Billing Agent for School Districts in the country. During that same period of time, ESP also developed the **Student Tracking And Reporting System™ (STARS™)**, a state-of-the-art, Web-based management information system for School Districts' Special Education programs.

Our underlying philosophy at ESP is to provide only the products and services that each of our client's actually needs. That is why we begin each new business relationship by undertaking a free, on-site evaluation of each School District's current level-of-compliance with all of the applicable requirements of the *Family Education Rights and Privacy Act (FERPA)*, the *Health Insurance Portability and Accountability Act (HIPAA)* and the *Individuals With Disabilities Education Act (IDEA)* – and its current Medicaid claiming procedures. Thereafter, we provide each School District with an "Evaluation Report" that identifies any existing "gaps" or "overlaps" in its current operations – and details what will have to be done in order to resolve those issues.

Silver Sponsors

The NAME Conference Committee would like to thank the following six companies for their generous support as Silver Sponsors of the Fifth Annual NAME Conference:



Health Evolutions
9000 Keystone Crossing Blvd
Suite 200
Indianapolis, IN 46240
(317) 815-0801
www.healthevolutions.com

Health Evolutions is a consulting firm providing a wide range of skills and experience to hospitals, health systems, physicians, and other healthcare organizations. Our consultants represent an expansive breadth of knowledge and proficiency, and the majority of them have over 21 years of healthcare experience.

Health Evolutions has had the opportunity to work in collaboration with the State of Indiana (Family Social Services Administration, Department of Education, and the Office of Medicaid Policy and Planning) over the past several years to assist Learning Well, Inc. in developing a Medicaid Administrative Claiming program.



MedBill Corporation
4801 Willoughby Road
Suite 7
Holt, MI 48842
1-800-279-1395
www.medbill.com

MedBill Corp is a leader in the development and implementation of Medicaid reimbursement programs for School Based Health Services. Since 1991, MedBill Corporation has assisted hundreds of school districts in realizing millions of dollars annually.



Navigant Consulting
1201 Third Avenue, Suite 3320
Seattle, WA 98101
(206)292-2387
www.navigantconsulting.com

Navigant Consulting is an independent consulting firm that provides professional services and practical solutions to clients regarding uncertainty, risk and distress. We focus on large industry sectors that are typically highly regulated and/or undergoing significant change. Our healthcare practice provides assistance to State Medicaid and Education agencies to improve school-based services programs.



Hansine Fisher & Associates
3635 SW Dosch Road
Portland, OR 97239
(503) 579-1010
www.hfa3.org

Voice: 503.579.1010
Fax: 503.227.2429
E-mail: web@hfa3.org
www.hfa3.org

Hansine Fisher & Associates is a small, woman-owned firm offering a full range of Medicaid consulting and training services. Our work with state Medicaid agencies and state and local education, health, mental health and child welfare agencies over the last 14 years designing, implementing, and monitoring Medicaid services and Medicaid administrative claiming has made us especially fluent in the language of Medicaid and education, and our expertise is bridging them to create systems that satisfy the needs of each entity. Our small size, rapid response capacity, professional education, knowledge of Medicaid policy and practice, and technological skills strengthen the problem-solving skills and individualized approach we bring to each engagement. We are only successful if our client partners have the knowledge and tools to implement Medicaid claiming programs that withstand audit.



MJ Care, Inc.
2448 South 102nd Street, Suite 340
Milwaukee, WI 53227
1-800-359-1046 Ext. 425
www.medicaid.mjcare.com

MJ Care is a leading provider of revenue-enhancing Medicaid billing services and software. Since 1990 our experienced staff has helped districts of all sizes recover millions of dollars to help offset their special education costs. Specialists in therapy, MJ Care brings one of the most comprehensive backgrounds to school-based Medicaid billing.



Fairbanks LLC

500 N Michigan Avenue, Suite 300

Chicago, IL 60611-3775

(312) 321-1225

www.fairbanksllc.com

Fairbanks LLC is a management consulting firm comprised of individuals dedicated to a single purpose: providing uncompromised quality and client service to state and local agencies. Fairbanks LLC provides strategic, operational, and organizational consulting services, and assists government organizations to improve their revenue cycle and other business processes.

Fairbanks LLC also assists state agencies in restructuring and streamlining agency functions, including consolidating the purchasing of health care services and achieving significant administrative and group health care plan savings for state employees. Our experienced team provides planning, project management, strategy development and negotiation assistance to assist state agencies in purchasing group health from health plans and provider networks. We also assist agencies in enhancing the effectiveness of their business processes, particularly in the area of improving inter-agency coordination of related business functions.
