

Statewide Medicaid Reimbursement Program

Case Study



The Client

New Jersey Department of Treasury

The Project

Statewide Medicaid Reimbursement Program:

- Establish a statewide, school-based Medicaid program
- Configure, deploy and host a web-based, service documentation tool
- Provide live trainings and ongoing personnel support
- Provide revenue optimization consulting and analyses
- Monitor data collection of district expenditures related to the program
- Develop annual cost reports

The Opportunity

In response to recommendations from CMS, New Jersey sought an experienced partner to operate and transform the current statewide school-based Medicaid reimbursement program into a cost reconciliation model consisting of Fee-For-Service (FFS), Medicaid Administrative Claiming (MAC) and Cost Settlement. The transition to a cost reconciliation model resulted in new requirements for statewide program participants. In addition to continued billing using service logging, student data, special education data, parental consent and other compliance checks, all districts would begin to supply provider data to verify reimbursement rates. Public Consulting Group (PCG) leveraged its nationwide experience of compliant revenue optimization and partnered with New Jersey to provide technical assistance, consultative services, and end-user support resources to more than 300 school districts and charter schools throughout the State.

The PCG Approach

PCG has worked closely with New Jersey for more than a decade supporting the State's Medicaid reimbursement efforts. As a result of this ongoing partnership, when New Jersey pursued a new reimbursement model following CMS recommendations in 2012, PCG was well positioned to provide technical assistance and end-user support. Throughout the year, and not just during implementation or periods of school staff turnover, PCG delivers trainings to all New Jersey school districts to encourage and review best practices and promote compliant revenue optimization in FFS, MAC and Cost Settlement. Key components of PCG's work include:

Implementing FFS Program

- **EasyTrac:** Host and update secure, compliant system for Medicaid service documentation

- **Reporting and Compliance:** Use EasyTrac to report on logging, compliance and Medicaid reimbursement optimization areas
- **Training and Support:** Provide comprehensive onboarding process that includes sequenced trainings for district staff. All participating districts receive continued training (offered online and in-person) throughout the year to ensure compliant procedures.

Implementing and Preparing MAC and Annual Cost Report

- **PCG Claiming System:** Host and update secure, compliant system to collect district Staff Pool List, Random Moment Time Study (RMTS) responses, and related program expenditures
- **Reporting and Compliance:** Collaborate with colleagues to design proven method of cost report and MAC calculation. Utilize site reports to ensure all eligible costs are captured.
- **Training and Support:** Provide continued training (offered online and in-person) to all participating districts throughout the year. As cost reporting deadlines approach, targeted support and outreach ensures compliant and optimized reporting.

The Result

Since being awarded the statewide Medicaid reimbursement contract in 2005, PCG has processed more than \$1 Billion in gross FFS reimbursement, \$56 Million in gross MAC and \$112 Million in gross Cost Settlement reimbursement. PCG ensures a consistent approach for Medicaid reimbursement across all 315 school districts; further, PCG revolutionized the State's Medicaid reimbursement program, moving from paper to electronic documentation of all service and compliance data in EasyTrac. Recently, New Jersey selected PCG to continue providing statewide Medicaid reimbursement services - PCG looks forward to continuing its work as thought partner with state agency leads and New Jersey districts and schools throughout the next decade.