

ET3 Consulting Application & Implementation Services



Pursuing ET3? PCG can help.

Emergency Triage, Treat, and Transport, or ET3, is a new initiative led by the Centers for Medicare and Medicaid Services (CMS) Innovation Center (CMMI). ET3 offers treatment and transportation alternatives for emergency medical service (EMS) providers serving Medicare Fee for Services (FFS) beneficiaries. By participating in ET3, EMS providers can reduce unnecessary emergency room usage, lower healthcare costs, and improve quality of care. This voluntary five-year program will allow EMS providers and CMS to test the viability of EMS operations transformation.

Public Consulting Group (PCG) can help EMS providers assess their eligibility, develop their vision for implementation, and apply to participate in ET3. Participants in this program will receive increased reimbursement for Medicare FFS patients and have PCG's help to negotiate rates with private payers. PCG is committed to supporting providers to continue advancing EMS service delivery.

The ET3 Model

The ET3 Model will test two new Medicare payments to participants who provide:

- ✔ Alternative transportation of Medicare FFS beneficiaries to lower-acuity settings such as:
 - Federally qualified health centers (FQHCs)
 - Physician offices
 - Behavioral health centers
 - Urgent care centers
- ✔ Treatment on location by a qualified health care practitioner or via telehealth.

Benefits of ET3

- Increase in quality care provided to the community served by EMS providers
- Partnership with area service providers to forge stronger relationships and support the continuity of patient care
- Integration of onsite and telehealth treatment by credentialed medical providers
- Ability to share health data for patient care follow up and continuity which reduces High Utilizer Group (HUG) patients
- Potential for performance-based payment during Year Three (3) of the five-year ET3 program for EMS providers



Detailed information about the ET3 Model is available at: <https://innovation.cms.gov/initiatives/et3/>.

COVID-19 UPDATE

CMS has extended reimbursement to all Medicare FFS EMS providers transporting patients to an alternative destination. Whether you pursue an ET3 application or not, PCG's team can support you in your efforts to update protocols and operations to offer alternative destinations.

How can PCG help?

Our experienced team can help EMS providers apply for ET3 and will support ongoing implementation services to ensure successful ET3 participation. Additionally, we can support your implementation of ET3-type services including alternative destination, multi-payer reimbursement strategy and negotiation.

Request for Application (RFA) Services

- ✔ Provide project management assistance throughout the RFA development and submission process:
 - Educate relevant internal and external stakeholders
 - Develop and manage a project work plan to ensure the RFA submission process remains on track
 - Create submission checklists
 - Assist in the completion of the application
- ✔ Guide and facilitate decision-making on the ET3 strategy and client-specific design model.
 - Determine ET3 service delivery model methodology to implement Alternative Destination and Treat in Place
- ✔ Analyze transport and client data to identify Non-Participant Partners to serve as alternative transport destinations.
- ✔ Help to solidify Non-Participant Partners.
- ✔ Complete analysis to project number of ET3 transports, as well as help determine region(s) for ET3 service delivery.
- ✔ Design multi-payer ET3 strategy in order to scale and maximize value of the model to local communities.

Implementation and Ongoing Services

- ✔ Support Health Information Exchange (HIE) connectivity and system integration.
- ✔ Guide successful performance measure implementation training and reporting.
- ✔ Manage interoperability across ePCR, billing, and CAD data for seamless electronic submission.
- ✔ Direct clinical and operations workflow changes for optimized efficiency of data capture.
- ✔ Analyze and present incremental data trends with informed recommendations.
- ✔ Provide client-specific multi-payer Blueprint to leverage reimbursement rates.
- ✔ Manage implementation process to ensure Compliance Plan requirements are met.
- ✔ Support required participation in the CMS Learning Activity Network.
- ✔ Provide ongoing project management support for successful ET3 participation.

Why partner with PCG?

Our firm has over 32 years of experience working with state and local government agencies, as well as public and private medical service providers across the country. We are a leading provider of ground emergency medical transport (GEMT) cost reporting and cost recovery services: over the past decade, our team has helped EMS providers nationwide capture more than \$300 million through Medicaid cost recovery programs. Partnering with PCG enables you to leverage our proven approach, deep program knowledge, and experienced team to make the most of the ET3 Model.

**Are you an EMS provider interested in participating in ET3?
Contact us today to learn more about how we can help you
leverage this limited-time opportunity!**

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 campaigns.pcgus.com/health/PublicHealth/ET3