

A focus on personal, patient and community safety...



**MARCH 30, 2021** - EMS Financial Symposium | **MARCH 31-APRIL 2, 2021** - National EMS Safety Summit



## ***5th EMS Financial Symposium***

### ***12th Annual National EMS Safety Summit Pre-Conference***

**Virtual Conference**  
March 30-April 2, 2021

### **Tuesday, March 30, 2021 Course Descriptions**

### **Sponsored by Mile-High and Plains to Peaks RETACs**

8:05 – 9:00

#### ***ETS, Not Just for Medicare***

**Matt Zavadsky MS-HSA, NREMT**

*MedStar Mobile Healthcare*

*Chief Transformation Officer, Immediate Past President NAEMT*

**Asbel Montes, BS-BM**

*Acadian Ambulance Service*

*Sr. VP of Strategic Initiatives & Innovation*

#### **Course Description:**

Attendees will be presented with information surrounding the introduction of the ET3 model which the Centers for Medicare and Medicaid Innovation (CMMI) will allow ambulance provider and suppliers to apply for as an alternative payment model. This voluntary program will allow ambulance services to demonstrate a patient-centered approach to providing emergency treatment to Medicare recipients who call the 911 call center for low acuity conditions by allowing them to transport the patient to an alternative destination or treat in place based upon local medical control.

**Learning Objectives:**

- Attendee will leave with a knowledge of the program and eligibility requirements.
- Impact of the new reimbursement structure to the ambulance service and provider.
- Attendee will learn of the importance of alignment with payers and community healthcare providers in order to achieve ET3 qualitative objectives.

9:15 – 10:15

***Ambulance Reimbursement: A Federal Perspective***

**Asbel Montes, BS-BM**

**Course Description:**

This session will provide attendees with a look into how cost data collection could impact Ambulance reimbursement. It will also explore how the national dialogue on surprise billing could impact the sustainability of EMS. Attendees will leave this session with information to assist their agencies on what they can do at a local and state level to improve ambulance reimbursement and mitigate any anticipated revenue loss.

**Learning Objectives:**

- Attendees will be provided with an understanding of current national legislation passed or introduced that may impact Ambulance reimbursement.
- Attendees will gain an understanding of what they can do to mitigate any unintended consequences of the cost data collection process.

10:30 - 11:30

***Medicare Enrollment Compliance: The 855b Form and How to Avoid Medicare Recoupments***

**Asbel Montes, BS-BM**

**Scott Moore, Esq.**

*Moore EMS Consulting, LLC, Owner*

**Course Description:**

This session will provide the attendee with information regarding how the Medicare enrollment process integrates with the current cost data collection process.

Understanding the risks associated with the 855B enrollment process, revalidation and vehicle updates is integral to an ambulance services sustainability in ensuring continued federal reimbursement, avoiding unnecessary recoupments and audits.

**Learning Objectives:**

- Overview of the Medicare enrollment process
- How a service's Medicare enrollment may impact the upcoming CMS Ambulance Cost Data Collection
- Identify common mistakes in Medicare enrollment that cause increased risk for audits & recoupments

12:15 – 2:30

## ***CARES Act Funding, Reporting, and Auditing***

**Asbel Montes, BS-BM  
Scott Moore, Esq.**

### **Course Description:**

Starting in 2020, the first EMS agencies will have to collect and report their cost related data to CMS. The legislation that was enacted in early 2019 now requires EMS agencies to report cost data to CMS in their effort to reform the Ambulance Fee Schedule. Over the next four years, all EMS agencies who bill Medicare will be required to report their cost data. Failing to do so, could lead to significant loss of Medicare revenue. This one-hour overview session will provide attendees with the regulatory information required for ambulance cost collection and will identify the tools and actions to take to meet the regulatory requirements. Attendees will learn how we got to where we are today, what the new mandates will require of EMS agencies.

### **Learning Objectives:**

- Provide an overview of the CMS Ambulance Cost Data Collection requirements
- Explain an historical perspective of cost data collection and the implications of completing or failing to complete the CMS Ambulance Cost Data Collection
- Provide steps that attendees can take now to best prepare to report their agency's cost data

2:45 – 3:45

## ***Managing Change in Hyper-Turbulent Times***

**Matt Zavadsky MS-HSA, NREMT**

### **Course Description:**

We are in the midst of a 'perfect storm' – shifting economic forces require EMS agencies to consider changes in operational delivery systems, human resources, operations & deployment and revenue cycle management. Often, this leads to re-evaluating and potentially changing long-held beliefs about every aspect of your organization and operations. How you manage change could mean success (Google, Lyft) or failure (Blockbuster, Kodak, MySpace). This session will highlight successful strategies to successfully manage organizational change, providing the 'nimbleness' necessary to navigate the choppy waters.

### **Learning Objectives:**

- Learn how to effectively monitor the landscape that will impact your organization
- Understand the human, cultural, financial and operational impacts of change
- Learn how to help your team take "ownership" of the change
- Learn ways to effectively communicate change within your organization

4:00 – 4:30

## ***Anthem's Mobile Care Access Program***

**Chris Cebollero, CCEMTP  
Cebollero & Associates President/CEO**

**Course Description:**

In January 2018 Anthem began reimbursing for treat no transport. This class will overview the Treat No Transport program. This overviews how EMS providers who respond to 911 calls to bill for care provided when a patient is treated on scene and not transported to the hospital.

**Learning Objectives:**

Explain how the treat no transport program works, Discuss the process of billing for treat no transport for Anthem patients

4:30 – 5:15

***“You’re Willing to Pay for That?” –Examples of Alternate EMS Economic Models as we Enter the New Decade***

**Matt Zavadsky MS-HSA, NREMT**

**Course Description:**

Who will be paying for your service tomorrow? How will they be paying? What will they be paying for? Tomorrow is here, today. Payers are testing new economic models for “EMS” services, both traditional and EMS 3.0 Transformation services. The presenter has been on the bleeding edge of developing and implementing new payment models and will provide detailed information on the new models that have been implemented, and what tools you need to prepare for the changes that are coming to you!

**Learning Objectives:**

- Learn the evolving economic opportunities for transformed EMS delivery models
- Understand the value model for EMS
- Learn how quality measures are being incorporated into EMS economic models
- Learn what current alternate payment models exist
- Learn the pearls of discussion points for alternate payment models