

To Bill or not to Bill?

CSH Symposium

January 8, 2013

The Source for
Housing Solutions



Improving Lives



What We Do

CSH is a touchstone for new ideas and best practices and an influential advocate for supportive housing.



Housing is the beginning, not the end.



Maximizing Public Resources



Today's Topic

To Bill or Not to Bill?

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Weighing the Impact of Medicaid

- Began with a 10 group small initiative and joint learning process for organizations wanting to look at the impact of the Illinois Medicaid expansion.
 - I will discuss the process we looked at
 - We will talk to 3 organizations and the process they went through in looking at Medicaid income.

Agency administration and policies

- Is the executive team in favor billing for Medicaid?
- What is the current state of agency policies compared to the requirements?

Target population

- Is your TP disabled? – Do they have a mental illness, substance us problem, chronic health condition?
- Are they Medicaid eligible – if they aren't can they be?
- What level of service delivery do they need on average?
- Are there other agencies involved in providing direct service to the clients?

What Services Do You Deliver Now?

- Client Assessment
- Targeted Case Management
- Outreach & Engagement
- Case Management
- Case Coordination
- Crisis Intervention
- Counseling
- Vocational Counseling

What Services Do You Not Deliver Now?

- Health Care Testing
- Emergency Health Care
- Pre-Natal Care
- Dentistry
- Psychiatric Services
- Inpatient Services
- Pharmacy Services
- Detox Services

Are you selling your services or are you marketing your clients?

- Who wants your clients and why???
- They used to be unfunded but now they are billable.
- Do not give your clients away for free.
- Get something for your program's unprofitable clients.

Are you ready to document?

- Treatment Plan w/ LCSW
- Notes in 15 minute increments
- Notes and plans kept under lock and key reviewed every 3 months and kept for 7 years following policies reviewed annually.
- Each note may be reviewed and could put additional billing at risk. Subject to auditing, accreditation, and and clinical liability.

National accreditation / local contract

- Is Accreditation required in your state?
- If yes, which one would be most appropriate
- What is the preparation and requirements
- What is the cost of accreditation
- Does your organization have the ability to get a local contract to provide Medicaid services
 - Certification for Medicaid?

Billing

- Does the organization do any per unit billing currently?
 - Do you know your exact daily and hourly costs?
- If yes, can they easily incorporate Medicaid billing & documentation?
- If not, what will it take and can they do it electronically?

Billing

- Do you have secured networked computer equipment, backup servers, disaster plans,...
- How fast could you reconstruct your financial and billing records?
- Do you have sufficient resources for 6 weeks of operating payroll?
- Do you have a line of credit if the state was late in paying you?

Paperwork/documentation

- What paperwork is currently required for the client charts
- Where are the charts kept
- Are the charts individualized
- Review the paperwork that is Medicaid required: progress notes, diagnostic assessments, treatment plans, etc. to ensure it is Medicaid compliant; what will it take to get the paperwork compliant with Medicaid standards

Staffing

- What is the level of certification and degree of staffing in your organization?
- Do the diagnostic assessments have to be completed at your elsewhere?
- What is the level of certification and degree of your current supervisor?

Changes to your Organization?

- How does this change your mission?
- Can you live with a medical model?
- How much medical services do you deliver?
- Do you need this income?
- How will it impact you if your cost of all of your services rise?
- Should you provide the services or should someone else?

Changes to your Organization?

- What services could you get for your clients now that they will get paid?
- Who will now want to serve your population?
- What will you charge another organization or what will get for allowing them to serve your hard to reach population?
- That is right. You have something they want.
- You can sell.

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Questions



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