

TO: *Levy County Department of Public Safety*

FROM: *Alissa Narode, Public Consulting Group*

RE: *PEMT and MCO Program: Sole Source Contracting and Pricing*

DATE: *August 26, 2024*

Since 2016, the inception of the Public Emergency Medical Transportation program, PCG has gained vast experience working with a wide range of fire departments and ambulance service providers across Florida to maximize Medicaid reimbursement and program compliance for the provider community. The following paragraphs provide an overview of PCG's unmatched services which justify a sole source contract for the Public Emergency Medical Transportation (PEMT) and MCO program.

PCG is the only vendor with the necessary program knowledge and experience to support your department.

Since 2006, PCG has been working with the provider community to increase Medicaid reimbursement for ambulatory services. Most notably, PCG assisted the State of Texas with the establishment of the first EMS Supplemental Payment Program in the country, and subsequently supported the Commonwealth of Massachusetts and the State of Colorado with the approval and implementation programs. As the result of our work over the past sixteen years in this arena, PCG has acquired in-depth experience working with fire departments and ambulance service providers to identify reimbursable costs and to complete or facilitate the completion of the required annual cost report. More recently, PCG has worked with providers in Washington, Missouri, Oklahoma, Iowa, and Maryland to navigate the process cost reporting, revenue maximization, and audits. In Florida, PCG supports over 65 providers across the state.

No other team is more qualified as subject matter experts in Medicaid cost reporting. Our project team for this engagement includes a nationally recognized Medicaid regulatory expert with more than 40 years of experience. Our staff have designed and built cost reporting programs for a number of state Medicaid agencies and manage the development and submission of over 500 cost reports for public EMS service providers, which far surpasses that of any other vendor. In fact, **PCG is the only vendor that has contracted with state Medicaid agencies and EMS providers to design, implement, and administer these programs. PCG is also the only vendor to offer the full set of comprehensive A-Z services, from program support to program administration and auditing, that FL providers are seeking.**

PCG is the only vendor with the relationship with the Florida Medicaid Agency

PCG has established a relationship with the Florida Agency for Health Care Administration (AHCA) which operates the EMS supplemental payment program dating back to 2016. PCG has worked closely with AHCA over the years to assist in the successful operating of the PEMT program and PCG worked in

conjunction with AHCA and the Florida Fire Chiefs Association to successfully set up the Medicaid MCO program which has now successfully completed its third year. PCG continues to work with AHCA on all the MCO modeling to assist with approval annually.

PCG is the only vendor that provides a full-service delivery model, including the use of a web-based solution.

PCG's cost report preparation and cost settlement support will allow a provider to generate maximum allowable revenue under the PEMT program while mitigating audit risk. Through our full-service delivery model, PCG offers cost reporting expertise that optimizes revenue and reduces the administrative burden on EMS providers. PCG will provide full support to a provider throughout the cost reporting process, and all state and federal audits.

As part of our process, PCG will provide departments with additional services aimed at increasing revenue for the department. We conduct comparative analyses to identify significant trends in billing and financial data utilizing our web-based cost reporting tool. PCG is the only vendor to offer an online EMS cost reporting system, which is utilized for data aggregation, comprehensive compliance reviews, automated edits checks, and advanced reporting. The use of a system through these programs is vital to help ensure all potential reimbursement is captured and extensively reviewed.

PCG is proud to be the only firm to conduct full-scale, pre-submission Quality Control reviews to ensure compliance with programmatic regulations, and we are prepared to answer any potential inquiries from the State or CMS regarding the cost report. PCG is pleased to offer comprehensive pre- and post-payment audit support to our clients and our team that will serve the department. PCG has many staff with healthcare regulatory expertise, proficiency in financial management and strong technical and operational skills. Our staff are experts in OMB SuperCircular (2 CFR Part 200) and Medicare/Medicaid principles of reimbursement. We are the only vendor in Florida that provides this level of audit support around the PEMT program and the only provider with a web-based solution for completing the cost reports.

In summary, as a firm dedicated to serving the public sector, PCG understands the fiscal challenges that providers face in serving Floridians. We are confident that our team's knowledge, combined with our deep experience and highly successful approach, uniquely qualifies PCG as the only firm that can fully support departments in generating incremental revenue under the PEMT and MCO programs to help alleviate some of the fiscal pressure it is currently facing.

Proposed Pricing

PCG is pleased to offer Levy County the following pricing. Listed below is our proposed pricing for one year. These are the final amounts for both PEMT and MCO based on what you received for Year 4 of the MCO program and the FY23 PEMT cost report.

| | PCG Proposed Pricing | | |
|---|----------------------|-------------|-------------|
| | 6% PEMT | 3% MCO | Total |
| FY23 PEMT and Year 4 MCO | \$2,032.57 | \$12,102.60 | \$14,135.16 |

Thank you,

Alissa Narode

Alissa Narode

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