

A Guide to Implementation

How your Medicaid billing program begins has a lot to do with how it performs. An effective implementation is the essential first step to a successful program. As you consider the decision, here are some of the things to look for.

A REAL PLAN

Make sure the vendor has a tight plan for how to implement a billing program. If you hear “we build our training around your needs” dig deeper for answers. Flexibility is good. Improvisation is not.

BY THERAPY. IN PERSON

Each special education function has different processes. So make sure the vendor has a plan to train each group of therapists, and insist on in-person training not computer-based or phone.

END-TO-END

Medicaid billing has a beginning, middle, and end. So make sure the vendor plans to tell the whole story. That’s more than simply “how to populate this field.” There’s a reason why Ohio is beginning the program again, and since the goal is to bring revenue into the school, make sure your therapists know what the plans are for those funds. Transparency is key.

THE LARGER VIEW

Seeing just within your school isn’t seeing far enough. Make sure your vendor is in the communication loop with Ohio Medicaid, the DOE, and OSBA. Ohio’s evolving Medicaid billing program will generate a lot of top-down communication. You’ll need a vendor who can accurately interpret the rules and help you stay compliant.

LEADERSHIP MATTERS TOO

Successful programs emerge from enthusiastic and informed leadership, so make sure your vendor is ready to brief the Superintendent and the entire Business Office. Buy-in from the Special Education leadership is vital, so look for a vendor that knows how to help these professionals see the time commitments and the overall advantages in very clear terms. There are many stakeholders in every school, so make sure your vendor has a plan to reach them all.

Answers for Ohio Schools

This document is part of an information series created by ClaimAid. ClaimAid is an Indiana company serving schools in the Midwest. Learn more at www.ohioschoolmedicaid.com, or at claimaid.com