

Meeting Date
November 1, 2016



AGENDA	
Section	Consent
Item No.	II.C.4

AGENDA REPORT
BREVARD COUNTY BOARD OF COUNTY COMMISSIONERS

SUBJECT:	Amend Current EMS Patient Billing Agreement with Intermedix to provide consulting and costing services for BCFR's participation in the State of Florida's Certified Public Expenditure (CPE) program for enhancing revenue for the medical care and transport of Medicaid patients. Fiscal Impact: \$501,500 increase in EMS billing revenue (approximate).
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DEPT/OFFICE:	Fire Rescue
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Requested Action:
 Request Board approval of an amendment to the existing agreement with BCFR's EMS patient billing vendor, Intermedix, authorizing Intermedix to provide consulting and costing services for BCFR to participate in the State of Florida's Certified Public Expenditure (CPE) program for enhancing revenue for the medical care and transport of Medicaid patients.

Summary Explanation & Background:
 Medicaid's reimbursement rate for the emergency care and transport of medical patients does not cover the full cost of ambulance service provided to these patients. The State of Florida receives Medicaid funding from the Federal Government via the Center for Medicare & Medicaid Services (CMS); the funding allocation to States is based on per capita income. CMS has an alternate provision for allocating funds to States based on the actual cost to provide emergency services to Medicaid patients. This cost based program is titled Certified Public Expenditure (CPE) and is supported by the Florida Fire Chiefs Association (FFCA).
 The State of Florida Agency for Health Care Administration (AHCA) has issued a call for the CPE program for Medicaid Fee-For-Service (FFS) claims. The initial implementation of the program (at the State level) and participation by local government ambulance providers requires a significant administrative effort in which Fire Rescue provides various information to include, but not limited to, EMS expenditures, CAD data and other operating costs; this data is then used to determine the total allowable costs.
 Several Florida counties and cities have entered into an agreement with Intermedix to provide costing and consulting services as well as manage the CPE process. Intermedix's fee is 12% of revenue; this is the negotiated rate charged to other large Florida EMS providers (i.e. Orange Co., Hillsborough Co., Orlando, and Miami).
 Projected initial annual net increase to EMS billing revenue is approximately \$501,500.

Contact: Mark Schollmeyer, Fire Chief/Director
 Phone/E-Mail: (321) 633-2056 / mark.schollmeyer@brevardfl.gov

Clerk to the Board Instructions:

Exhibits Attached: Amendment NO. 1 to Agreement for EMS Billing and Related Professional Services

Contract /Agreement (If attached): Reviewed by County Attorney		Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>	PR	<input type="checkbox"/>
County Manager	Frank Abbate, Assistant County Manager			Department Director / Extension			
Stockton Whitten	Assistant County Manager			Mark Schollmeyer, Fire Chief/Director 52555			



Tammy Rowe, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

Telephone: (321) 637-2001
Fax: (321) 264-6972
Tammy.Rowe@brevardclerk.us

November 2, 2016

MEMORANDUM

To: Chief Mark Schollmeyer, Fire Rescue Director

Re: Item II.C.4., Amend Current EMS Patient Billing Agreement with Intermedix to Provide Consulting and Costing Services for BCFR's Participation in the State of Florida's Certified Public Expenditure (CPE) Program for Enhancing Revenue for the Medical Care and Transport of Medicaid Patients

The Board of County Commissioners, in regular session on November 1, 2016, approved an amendment to the existing Agreement with BCFR's EMS patient billing vendor, Intermedix, authorizing Intermedix to provide consulting and costing services for BCFR to participate in the State of Florida's Public Expenditure (CPE) Program for enhancing revenue for the medical care and transport of Medicaid patients. Enclosed is a certified copy of the Amendment.

Your continued cooperation is greatly appreciated.

Sincerely yours,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK

Tammy Rowe

Tammy Rowe, Deputy Clerk

/cm

Encl. (1)

cc: Contract Administration
Finance
Budget

11.0.4
11

FIRST AMENDMENT TO THE AGREEMENT BETWEEN THE COUNTY AND INTERMEDIIX FOR EMS BILLING AND RELATED PROFESSIONAL SERVICES

THIS AMENDMENT (herein after referred to as the "Supplement") entered into this 2nd day of November, 2016 (the "Effective Date") by and between Brevard County Board of County Commissioners, a political subdivision of the State of Florida (hereinafter referred to as the "County") and Advanced Data Processing, Inc., a subsidiary of Intermedix Corporation, a Delaware corporation (herein after referred to as "Intermedix").

WHEREAS, the County and Intermedix entered into an Agreement for EMS Billing and Related Professional Services, effective April 29, 2014 (the "Agreement"); and

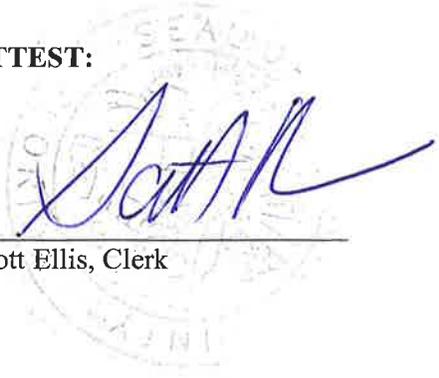
WHEREAS, the County has requested and Intermedix agrees to provide consulting services to the County to enroll in the Florida EMS Continuing Public Expenditure Program ("CPE" Program) and provide ongoing consulting/costing services for both the Florida CPE and Ambulance Supplemental Payment Program ("ASPP") revenue programs (the "Consulting Services") terminating April 29, 2019.

NOW THEREFORE, the County and Intermedix agree to amend the Agreement as follows:

1. New Exhibit A-1 (CPE-ASPP Program Scope of Consulting Services and Revenue Recognition Process) and new Exhibit A-2 (Fees) attached herewith are hereby added to the Agreement.
2. All terms and conditions of the EMS Billing and Related Professional Services Agreement not specifically amended herein by this Supplement shall remain in full force and effect.

IN WITNESS OF, the parties have executed this Supplement to the above-referenced Agreement effective as of the Effective Date.

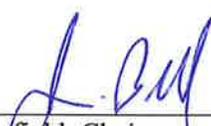
ATTEST:



Scott Ellis

Scott Ellis, Clerk

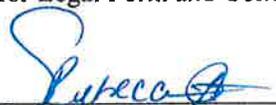
**BOARD OF COUNTY COMMISSIONERS
OF BREVARD COUNTY, FLORIDA**



Jim Barfield, Chairman
Brevard County Commission

Approved by the Board on November 1, 2016

Reviewed for Legal Form and Content:



Becky Behl-Hill, Assistant County Attorney

**INTERMEDIIX:
ADVANCED DATA PROCESSING, INC.
A SUBSIDIARY OF INTERMEDIIX CORPORATION, A
DELAWARE CORPORATION**

By: *Brad Williams*
Name: Brad Williams
Title: Vice-President

Appendix A-1
Description of Consulting Services and Revenue Recognition Process

- Term of Consulting Services: November 2, 2016 – April 29, 2019.
- Drafting application materials and responding to requests for additional information necessary for the provider to gain approval to participate in the Ambulance Supplemental Payment Programs.
- Preparing a fiscal impact study and presenting results to department/state stakeholders to demonstrate benefits of a Continuing Public Expenditure (“CPE”) Program, Medicaid Managed Care supplemental payment, and uninsured CPE (if applicable) program to the provider.
- Identifying eligible costs and developing appropriate cost allocation methodologies to report only allowable costs for providing emergency medical services to Medicaid and, as applicable, uninsured populations.
- Preparing the annual Medicaid cost report for EMS on behalf of provider.
- Conducting analysis of the provider’s financial and billing data in order to prepare and submit annual cost reports, the mechanism for providers to receive additional revenue under Ambulance Supplemental Payment Programs.
- Providing comprehensive desk review support, including but not limited to conducting reviews of all cost settlement files, performing detailed analysis of billing reports generated by Medicaid agencies to ensure that all allowable charges and payments are encompassed in the calculation of the final settlement, and drafting letters and providing supporting documentation to meet Medicaid requirements and expedite settlement.
- Performing relevant analysis to determine a viable Medicaid managed care supplemental payment methodology.
- Executing Medicaid managed care supplemental payment calculations in adherence with the approved methodology.
- Determining enhanced supplemental payments realized by provider, as necessary.
- Conducting comparative analysis to identify significant trends in billing and financial data.
- Providing charge master review to ensure that the provider is optimizing charges to drive revenue generation.
- Meeting with the Florida Agency for Health Care Administration (AHCA) and Client to further develop the supplemental payments program for both Medicaid managed care and uninsured patient transports.

Appendix A-2
FEES

All revenue realized by the County from the Certified Public Expenditure (CPE) Program for Emergency Medical Services and Medicaid Managed Care Supplemental Payment Program shall be paid in full directly to the County. Revenue realized as a result of the Certified Public Expenditures (CPE) for Emergency Medical Services (EMS) shall be determined by the Medicaid cost settlement determined through the Medicaid cost report.

Revenues realized through the Medicaid Managed Care Supplemental Payment Program will be defined through an amendment to Fourth Modification of the Agreement upon the approval of the specific methodology successfully implemented by Intermedix and the County. Intermedix will not receive any compensation until the CPE for Emergency Medical Services settlement or Medicaid Managed Care Supplemental Payment revenues are received by the County.

Intermedix will invoice and receive revenue upon the receipt of revenue received by the County for either initiative, meaning revenue does not have to be generated for both the CPE for Emergency Medical Services and the Medicaid Managed Care Supplemental Payment program, rather revenue simply needs to be generated for either initiative to allow the Intermedix to generate invoices. Intermedix will invoice the County based on the final CPE for Emergency Medical Services settlement or Medicaid Managed Care Supplemental payments within thirty (30) days of receipt of funds by the County.

The County will remit payment to Intermedix within thirty (30) days of invoice receipt. Additional revenues generated for the uninsured patient population, will also be invoiced within thirty (30) days of receipt of revenues by the County. The contingency fees to be paid associated with the respective successful implementation and generation of incremental Medicaid revenues as a result of the CPE for Emergency Medical Services and Medicaid Managed Care Supplemental Payment programs are twelve percent (12%) of the County revenues.