ATTACHMENT X-G: Medicaid Vendor

Suggested Motion: Approve to use PowerDS as the Medicaid Claim
                                   vendor for the 2016-2017 school year.

Recommended Action: Approve as presented.

RELATED INFORMATION:
The State of Illinois participates in a federal program called Medicaid School-Based Services.
This program helps school districts by allowing them to receive reimbursement for medical
services provided to students with disabilities, as documented on the child's Individual
Education Program (IEP). School districts frequently utilize this Medicaid reimbursement to help
meet the costs of providing special education services.   Services that Medicaid cover include
occupational therapy, nursing services, psychological services, audiology services, physical
therapy, speech/language services and social work services. Each school district is responsible
for choosing a vendor that will assist with submitting the claims and managing the data.

Medicaid Reimbursement (reported by My Service Tracker)
 2012-2013 $18,429
 2013-2014 $23,859
 2014-2015 $38,563
 2015-2016 (so far) $50,689

Historically North Boone has been working with My Service Tracker (Hawthorn). The fee for
this service is 6-7% of the reimbursement. Through this vendor the money is sent from the state
to the Northwestern Illinois Association (NIA) and then dispersed to the district.

The proposal is to switch to PowerDS as the vendor for Medicaid claims. The fee for this
service is 5% of the reimbursement for "Fee for Service" claims. Currently North Boone uses
the PowerIEP software from the same company. Using PowerDS in conjunction with PowerIEP
will allow the systems to compare IEP authorized services and those billed to increase Medicaid
revenue over time. PowerDS also helps users increase claim accuracy and provides more
transparency for our district.

powerds

direct service (Medicaid Claiming)
a BDS Inc. product

Proven Reimbursement Increases up to 1000%
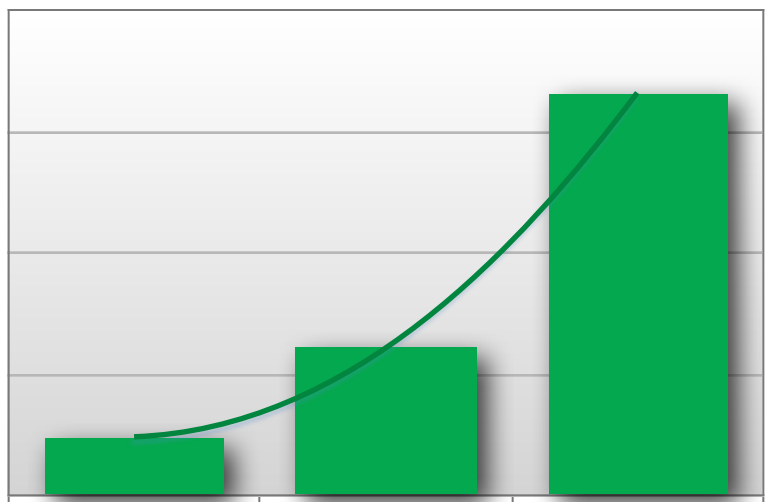
System Benefits

Get the Money Your District Deserves

- BDS completes semi-annual eligibility look-ups to capture all eligible students and saves staff time

- Unique reporting features give districts the tools to maximize reimbursement.

- Automatic billing reminders for staff and administrators.IEP vs Billed Report creates a visual guide to service provider's monthly billing accuracy

Improve Audit Readiness

- Transportation billing entries cross-referenced with service dates to ensure billing only occurs for applicable days

- Collect parent consent to bill Medicaid. Claims without consent are not submitted to HFS

Gain Visibility

- Transparent process improves visibility of the billing cycle

- Reimbursement is directly deposited into district's account. No delay in funds while reconciliation occurs. No middleman!

- Ability to see what district and individuals have billed in real time

Customer Service- Let BDS Help Navigate the Billing Process

- Knowledgeable billing representatives available to answer staff questions

- Live support available Monday-Friday 7:30-4:30 CST. Additional support personnel on-call after office hours.

What Our Customers Are Saying

Great reminders to staff to complete billing and see where they could make improvements!!
-O'Fallon CCSD #90

Phenomenal customer service!
-Niles Township District for Special Education

Allows me to stay on top of service providers to assure that all billable services are reported.
-Mascoutah CUSD #19

I have been incredibly impressed with the responsiveness of staff, as well as the friendly, personable way in which questions and situations are handled.
-Mount Prospect #57

Excellent program and customer service. I appreciate your team members' friendliness and helpfulness!
-Belleville 201

powerds
direct service (Medicaid Claiming)
a BDS Inc. product

Increase Medicaid Reimbursement with Intuitive Billing Software Backed by Outstanding Customer Support

PowerDS is designed to simplify and streamline the Medicaid billing process. Many districts have found it to be an important tool to effectively manage Medicaid billing, resulting in increased revenues, staff accountability, and audit readiness. With PowerDS, you get extremely reliable service, quality software, and a great user experience - all at an affordable price.

Maximize Reimbursement

By providing on-site trainings, best practice billing guidelines, monthly reminders, and on-going support, BDS assists districts in maximizing reimbursements while being audit ready.   When PowerDS is used in conjunction with PowerIEP, the system will compare IEP authorized services and minutes per week to billed services and minutes delivered. **Proven results of increasing reimbursements by as much as 1000%**

Improve Accuracy

PowerDS helps users increase claim accuracy by providing them with reports showing their individual billing accuracy. Administrative reports allow administrative users to monitor accuracy as well. Details include provider types, amount of time and units billed, number of students claimed per month, and monetary amounts generated.

Efficient Use of Staff Time

Our intuitive software allows for efficient claim completion by displaying only Medicaid-eligible students, thus reducing unnecessary data entry.

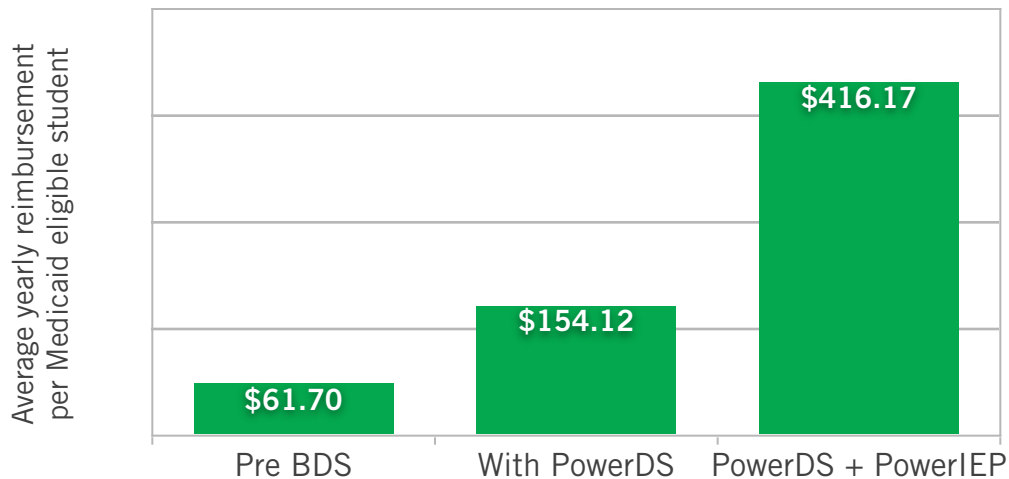## Satisfied Clients

BDS has a 100% customer retention rate. PowerDS currently has over 1,800 users in more than 100 school districts. We make answering your questions and concerns our top priority. You can communicate immediately with live, highly knowledgeable representatives via phone or e-mail. We continually strive to provide our users with the highest quality of software and prompt support.
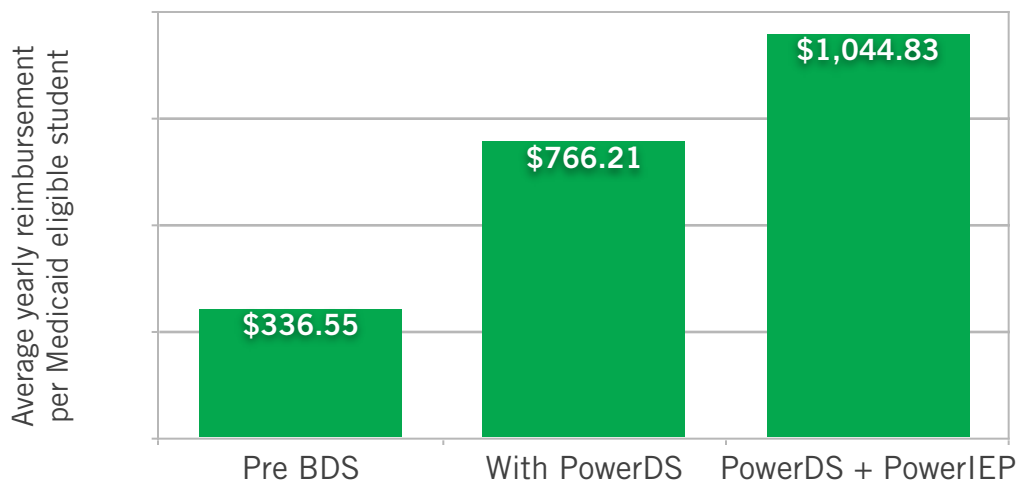
Actual Client Experience
- Districts -

District A: 632 IEP Students with 202 Medicaid Eligible

Prior to using PowerDS, the district superintendent stated he was ready to quit Medicaid billing as he felt the reimbursement level was not worth staff time. With BDS, he improved his average reimbursement rate per student by more than 600%.

Average yearly reimbursement per Medicaid eligible student

Pre BDS	$61.70
With PowerDS	$154.12
PowerDS + PowerIEP	$416.17

District B: 832 IEP Students with 358 Medicaid Eligible

Average yearly reimbursement per Medicaid eligible student

Pre BDS	$336.55
With PowerDS	$766.21
PowerDS + PowerIEP	$1,044.83

powerds
direct service (Medicaid Claiming)
a BDS Inc. product

Actual Client Experience
- Cooperatives -

Cooperative A: 5,468 IEP Students with 3,527 Medicaid Eligible

Average yearly reimbursement per Medicaid eligible student

Pre BDS	With PowerDS	PowerDS + PowerIEP
$30.56	$64.90	$67.90
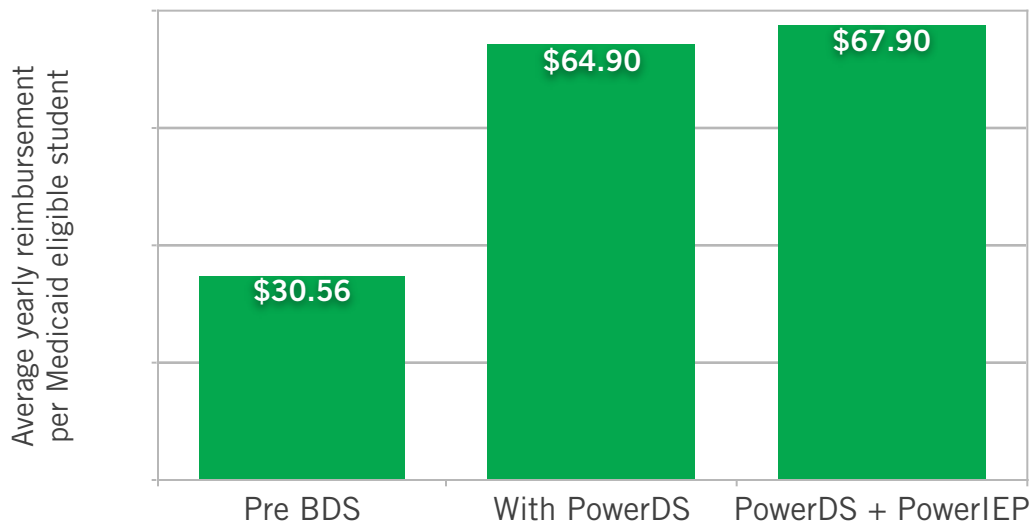
Cooperative B: 2,898 IEP Students with 1,581 Medicaid Eligible

Average yearly reimbursement per Medicaid eligible student

Pre BDS	With PowerDS	PowerDS + PowerIEP
$84.21	$256.46	$351.98

powerds
direct service (Medicaid Claiming)
a BDS Inc. product
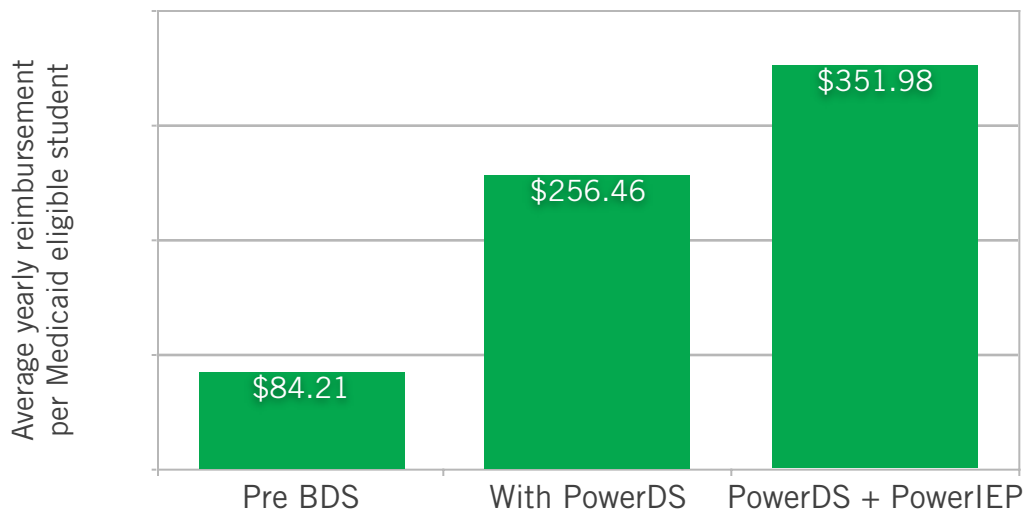
Add PowerIEP For Even More Value!

IEP vs Direct Service Billing Comparison

The combination of our PowerIEP and PowerDS software allows districts to **maximize Medicaid reimbursement** by comparing IEP related services with Fee-for-Service Claims. Reports give each district a better insight to staff performance and the ability to realize potential reimbursements from Medicaid.

Key

No Color	Billing percentage is within acceptable range
(yellow)	0%-30% of minutes listed on IEP have been billed
(orange)	Billing has exceeded 190% of minutes listed on IEP
(red)	Billing has occurred for minutes NOT listed on IEP

PowerIEP and PowerDS work together to create a report that compares services on the IEP to services billed through Direct Service.

Aardvark	Bobby	DOB: 03/17/2007		IEP Date: 04/16/2012		School Year: 12-13	
			Absent	IEP MPW	IEP Month	Billed	%
	Speech/Language Services			30	126	90	71.43%
Doe	John	DOB: 10/13/2003		IEP Date: 08/15/2012		School Year: 12-13	
			Absent	IEP MPW	IEP Month	Billed	%
	Speech/Language Services		1	30	126	30	23.81%
Smith	Jane	DOB: 06/20/2001		IEP Date: 02/14/2012		School Year: 12-13	
			Absent	IEP MPW	IEP Month	Billed	%
	Social Work Services			15	63	195	309.52%
Tester	Joe	DOB: 06/15/2006		IEP Date: 05/08/2012		School Year: 12-13	
			Absent	IEP MPW	IEP Month	Billed	%
	Speech/Language Services - G			0	0	60	

Comparison Report has built-in indicators (at left) highlighting services that are over billed, under billed, and services not authorized on individual IEPs.

Administrative Reports

PowerDS offers a variety of administrative reports, including the Monthly Claims Report which outlines how many students were claimed, the total units, and the amount to be billed to HFS (example below).

Total Billable for School District April 2013: $114,872.44					
Name:	User Type:	Students:	Service Sheets:	Service Units:	Amount Billable:
Smith, Jane	Speech Therapy	43	43	408	$5,304.28
Smith, John	Health Aide	1	1	338	$1,997.58
Tester, Teacher	Physical Therapy	32	32	307	$3,844.85
Therapist, Sample	Speech Therapy	40	40	303	$4,554.04

Once reimbursements are received from HFS, BDS creates the following report to outline what amounts were generated for each service type and, for cooperatives, by each member district.

Cooperative Name					
	# of Claims	Reimbursement	District 1	District 2	Total
Psych Individual	56	$1,554.19	$894.34	$659.85	$1,554.19
Psych Group	72	$785.93	$348.97	$436.96	$785.93
Speech Individual	493	$16,080.37	$9,825.49	$6,254.88	$16,080.37
Speech Group	2,039	$54,566.16	$37,469.03	$17,097.13	$54,566.16
SW Individual	342	$9,714.60	$4,129.87	$5,584.73	$9,714.60
SW Group	1,003	$10,975.67	$4,128.73	$6,846.94	$10,975.67
PT Individual	0	$0.00	$0.00	$0.00	$0.00
PT Group	0	$0.00	$0.00	$0.00	$0.00
OT Individual	252	$8,422.39	$3,102.06	$5,320.33	$8,422.39
OT Group	266	$5,384.22	$2,105.47	$3,278.75	$5,384.22
Nursing	191	$4,038.74	$2,132.87	$1,905.87	$4,038.74
LPN	0	$0.00	$0.00	$0.00	$0.00
School Health Aide	9	$2,280.60	$1,254.90	$1,025.70	$2,280.60
Medication Admin	61	$276.33	$158.97	$117.36	$276.33
Transportation	1,508	$34,448.21	$17,649.02	$16,799.19	$34,448.21
Audiology	0	$0.00	$0.00	$0.00	$0.00
Hearing Screening	0	$0.00	$0.00	$0.00	$0.00
Vision Screening	0	$0.00	$0.00	$0.00	$0.00
Evoked Otoacustic	0	$0.00	$0.00	$0.00	$0.00
TOTAL:	6,292	$148,527.41	$83,199.72	$65,327.69	$148,527.41

powerds
direct service (Medicaid Claiming)
a BDS Inc. product

DS REFERENCES

Alton Community Unit School District #11
PowerIEP, PowerRTI, and PowerDS
IEP Student Population: 1,426
Director: Marc Lambert
Telephone: (618) 463-2137
email: mlambert@altonschools.org

Belleville Area Special Services Cooperative
PowerIEP and PowerDS
IEP Student Population: 5,252
Director: Jeff Daugherty
Telephone: (618)355-4700
email: Jeff.Daugherty@bassc-sped.org

Belleville Township HS District 201
PowerIEP and PowerDS
IEP Student Population: 972
Director: Melissa Taylor
Telephone: (618)222-8200
email: mtaylor@bths201.org

Madison County Sp Ed Region III
PowerRTI, PowerIEP, and PowerDS
IEP Student Population: 2,400
Director: Cynthia (Cindy) Penrod
Telephone: (618) 462-1031
e-mail: cpenrod@madison.k12.il.us

Woodford County Special Ed Assoc.
PowerIEP, PowerDS, and PowerEval
IEP Student Population: 890
Director: Eric Scroggs
Telephone: (309) 367-4901
e-mail: escroggs@wcsea.us

Niles Township District for Special Education
PowerIEP, PowerDS, and PowerEval
IEP Student Population: 1,252
Director: Tarin Kendrick
Telephone: (847) 965-9040
e-mail: tkendrick@ntdse.k12.il.us