

**Health Resources and Services Administration (HRSA)
Maternal and Child Health Bureau (MCHB)
Evaluation Capacity-Building Webinar Series**

**Webinar #5:
Lessons Learned With Insurance and Billing
for Return on Investment and Sustainability
June 21, 2023**

Prepared by



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A CELERIAN GROUP COMPANY

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Introductory Remarks

Introduction

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Senior Public Health Analyst
HRSA, MCHB



HRSA Updates



HRSA Updates

Pediatric Mental Health Care Access (PMHCA)

- 2018 and 2019 Awardees: 2023 PMHCA Notice of Funding Opportunity was modified.
 - New application deadline is June 22, 2023.
 - [View Opportunity | GRANTS.GOV](#)
- 2021 and 2022 Awardees: Non-Competing Continuation Progress Report was due June 16, 2023, in the Electronic Handbooks.
 - But there is a grace period for submissions until Friday, June 30, 2023.
 - Please submit as soon as possible and reach out to your Project Officer if you have any questions.



Introductory Remarks

Welcome and Housekeeping

Amanda Gmyrek, PhD

Project Director

JBS

HRSA MCHB Evaluation Contractor Team



HRSA MCHB Evaluation Next Steps



HRSA MCHB Evaluation-Specific Activities

Year 2 Evaluation-Specific Activity	March 2023	April 2023	May 2023	June 2023	July 2023	August 2023
Evaluation Capacity-Building Webinar #4	-	All Awardees	-	-	-	-
Evaluation Capacity-Building Webinar #5	-	-	-	All Awardees	-	-
Evaluation Capacity-Building Webinar #6	-	-	-	-	-	All Awardees
Care Coordinator Semi-Structured Interviews (SSIs)	2018/2019 Awardees	-	-	-	-	-
Champion SSIs/Focus Group Discussions	-	2018/2019 Awardees		-	-	-
Community Resources SSIs	-	-	2018/2019 Awardees		-	-
Individual Evaluation Capacity-Building Sessions	-	2018/2019 Awardees				-
Health Professional Survey Administration	2021 Awardees				-	-
Practice-Level Survey Administration	2021 Awardees				-	-
Promotion Packet Implementation	2021 Awardees				-	-
Program Implementation Survey Administration	2021 Awardees			2022 Awardees		-



Year 2 Webinar Timeline

November 16, 2022

Webinar 1:

Collaboration Between Co-located Programs

Complete

January 25, 2023

Webinar 2:

Cost-benefit/Effectiveness Analyses and Return-on-Investment (ROI) Strategies

Complete

March 1, 2023

Webinar 3:

Creating Data Dashboards for Evaluation

Complete

April 19, 2023

Webinar 4:

Supporting Providers and Preventing Burnout/Provider Retention Strategies

Complete

June 21, 2023

Webinar 5:

Insurance and Billing for ROI and Sustainability

In Progress

August 16, 2023

Webinar 6:

Emergency Department Program Expansion



Why Discuss Insurance and Billing?

Stepwise Process to Program Success



Collaborative
Care Models

ROI &
Sustainability

Provider
Engagement

Awardee Panelists

PMHCA

- The Chickasaw Nation
- Delaware
- New Hampshire

MDRBD

- Montana

Awardee Panelists



Shannon Dial, Executive Officer, Integrated Services Division in the Department of Family Services



Katie Lipp, Project Director, Institute for Health Policy and Practice at the University of New Hampshire



Joseph Hughes, Project Manager of Delaware Child Psychiatry Access Program



Krista Pratt, Interim Perinatal Behavioral Health Program Officer at Montana Department of Public Health and Human Services



Chickasaw Nation Pediatric Collaborative (CNPC)

- The Chickasaw Nation is in Southeastern Oklahoma.
- As a PMHCA awardee in the 2021 cycle, CNPC was 1 of the first 2 tribes ever awarded.
- Chickasaw Nation reservation boundaries include 13 counties, which serve as the target area for this project.
- Targeted providers include pediatricians, mid-level providers, psychologists, therapists, and 1 child psychiatrist.
- CNPC includes consultation partnerships for autism with Board Certified Behavioral Analysts, developmental behavioral pediatricians, and general child psychiatry for all disorders.



Dr. Shannon Dial, LMFT
Executive Officer



Cortney Lasater, LMSW
Project Director



Alicia Baker, MS, LPC
Clinical Lead



Micah Fornea, B.S
Navigator



**Pediatric
Collaborative**

*the
Chickasaw
Nation*



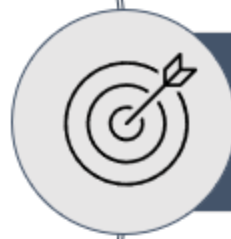
Project ECHO & Teleconsults

- Primary Care (4 Cohorts) and Schools (1 Cohort)
- Teleconsults available to all participating orgs; access to multi-disciplinary subject matter experts



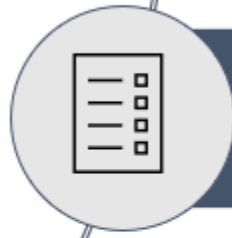
Current State Assessment

- Semi-Structured Interviews with payers and primary care teams
- Survey of pediatric primary care professionals
- Analysis of claims data



Feasibility Study

- PAL vs. Collaborative Care Model



Referral Directory



Claims Data Analysis



Delaware Child Psychiatry Access Program

**Consultation, Training, & Education
for Pediatric Serving PCPs**

Resource & Referral Assistance

Collaborative Care

**Outreach to Schools, Emergency
Departments, Federally Qualified
Health Centers, & Rural Populations**

Serving Since Oct. 2019

Serving the State of Delaware - Statewide

319 Prescribers Registered

- Pediatricians, Family Physicians, Nurse Practitioners, & Physician Assistants

415 Consultation Sessions Conducted

386 Patients Served

**Resource & Referral Options for 269
Pediatric Patients**

Totals do not include those involved in Collaborative Care.

Connecting the Docs!

Montana Perinatal Behavioral Health Initiative (PBHI) Overview

MDRBD grant funded in September 2018 by HRSA for 5 years.

- The Meadowlark Initiative and the Psychiatric Referrals, Intervention, and Support in MT (PRISM) make up the PBHI.
 - Meadowlark Initiative: provides routine screening for mental illness and substance use disorders to all women during prenatal and postpartum appointments as a new standard of pregnancy care.
 - PRISM: psychiatric teleconsultation line expanding care for perinatal people, in rural and medically underserved areas of MT, experiencing maternal depression, anxiety, substance use, and related behavioral health disorders, by increasing providers' capacity to screen, assess, treat, and refer them
- Partnership is with the MT Healthcare Foundation; National Council for Behavioral Health; Frontier Psychiatry; and Healthy Mothers, Healthy Babies.
- The grant is housed in the MT Medicaid department (MT Healthcare Programs).

Panel Discussion: Question 1

How is your program optimizing insurance and billing to promote program sustainability, ROI, and provider engagement?



Panel Discussion: Question 2

What barriers has your program encountered related to insurance and billing, and what strategies have you employed to mitigate them?



Panel Discussion: Question 3

What special considerations has your program encountered with billing Medicaid and managed care organizations, and what have been your lessons learned?



Panel Discussion: Question 4

Do you have any tips for successful billing with collaborative care models?



Discussion/Q&A



Thank you!

Questions or feedback? Feel free to contact JBS.

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