

ET3 Consulting Services



Pursuing ET3? PCG can help.

Emergency Triage, Treat, and Transport, or ET3, is a new initiative led by the Centers for Medicare and Medicaid Services (CMS) Innovation Center (CMMI) intended to honor the true work of ground emergency medical services (EMS). By introducing new alternative care and Medicare payment options to participating EMS providers, ET3 is designed to appropriately address the health care needs of Medicare Fee-for-Service (FFS) beneficiaries. By participating in ET3, EMS providers and 911 dispatch authorities can respectively reduce unnecessary emergency room usage, reduce healthcare costs, and improve quality of care. This voluntary, five-year program will allow EMS providers and CMS to test the viability and results of this value-based payment arrangement.

Public Consulting Group (PCG) can help EMS providers and government authorities assess their eligibility, develop their vision for implementation, and apply to participate in ET3. Participants in this program will receive increased reimbursement for Medicare patients. PCG is committed to supporting EMS providers to continue to advance and evolve their service delivery model given their important role within the healthcare system.

The ET3 Model

The ET3 Model will test two new Medicare payments to participants who provide:

- ✔ Alternative transportation of Medicare FFS beneficiaries to lower-acuity settings such as:
 - Federally qualified health centers (FQHCs)
 - Physician offices
 - Behavioral health centers
 - Urgent care centers
- ✔ Treatment on location by a qualified health care practitioner or via telehealth.

Benefits of ET3

Both EMS providers and government entities with dispatch authority are eligible to apply for ET3. Because the payment model will last only five years, there are considerable benefits to joining ET3 early.

- Increase in quality care provided to the community served by EMS providers
- Potential financial awards to develop or expand 911 emergency call center(s) for government entities
- Reimbursement for Treat No Transport (TNT) patients
- Partnership with area service providers to forge stronger relationships and support the continuity of patient care
- Integration of onsite and telehealth treatment by credentialed medical providers
- Ability to share health data for patient care follow up and continuity which reduces High Utilizer Group (HUG) patients
- Potential for performance-based payment during year three of the five-year ET3 program for EMS providers



Detailed information about the ET3 Model is available at: <https://innovation.cms.gov/initiatives/et3/>.

How can PCG help?

Our experienced team can assist EMS providers and government entities in navigating this opportunity, from start to finish, including helping participants meet the program requirements and responsibilities, as indicated below. Specifically, PCG can:

Request for Application (RFA) Services



Provide project management assistance throughout the RFA development and submission process, including:

- Educating relevant internal and external stakeholders;
- Developing and managing a project work plan to ensure the RFA submission process remains on track;
- Creating submission checklists; and
- Assisting in the completion of the RFA.



Guide and facilitate decision making on the ET3 strategy and client-specific design model.

- Determine ET3 service delivery models to implement Alternative Destination versus Alternative Destination and TNT Intervention.



Analyze transport and client data to identify Non-Participant Partners to serve as alternative transport destinations.



Help to solidify Non-Participant Partners:

- Educating partners on the requirements of the program;
- Helping to draft memorandum of understanding, as well as content for ongoing contractual agreements.



Identify qualified health care providers for TNT model, where applicable.



Complete analysis to project number of ET3 transports, as well as help determine region(s) for ET3 service delivery.



Help to map out an all payer ET3 strategy in order to scale and maximize value of ET3 to local communities.

Implementation and Ongoing Services



Manage implementation process to ensure Compliance Plan requirements are met.



Support required participation in the CMS Learning Activity Network.



Help to develop processes to track and report on CMS quality and safety improvement efforts, activities, and program measures, at regular intervals, as required.



Provide ongoing project management support for successful ET3 participation.

Why partner with PCG?

Our firm has over 32 years of experience working with state and local government agencies, as well as public and private medical service providers across the country. We are a leading provider of ground emergency medical transport (GEMT) cost reporting and cost recovery services: over the past decade, our team has helped EMS providers nationwide capture more than \$300 million through Medicaid cost recovery programs. Partnering with PCG enables you to leverage our proven approach, deep program knowledge, and experienced team to make the most of the ET3 Model.

Are you an EMS provider or government entity with 911 authority interested in participating in ET3? Contact us today to learn more about how we can help you leverage this limited-time opportunity!

@ emsstrategies@pcgus.com

<http://publicconsultinggroup.com/ems>