

Address Your Funding Fears U Technology and Data

Address Your Funding Fears Using Tech Data

Agenda

- Current Funding Landscape
- Challenges that may arise
- Are you prepared
- Using Technology and Data
- Questions / Comments

Echo Expertise

Billing for Behavioral Health in 2018



Suki Norris

Senior Knowledge Engineer

Suki joined The Echo Group in 1996 and has more than 35 years of experience in healthcare including healthcare law, managed care and behavioral health.

Suki has extensive experience with Medicaid waivers, meaningful use, and the Excellence in Mental Health Act. She has worked extensively in data analysis including analysis of big data in support of clients and ongoing research. Her knowledge of behavioral health law has been sought by customers across the country as they address specific needs such as managed care and Health Information Exchange implementation.

Suki received her Bachelor's Degree in economics from Mills College and her Doctor degree from Golden Gate University.

The Landscape

- Existing Managed Care Contract
 - Fee for Service
- Future Managed Care Contracts????
 - Capitated
 - Sub-Capitation



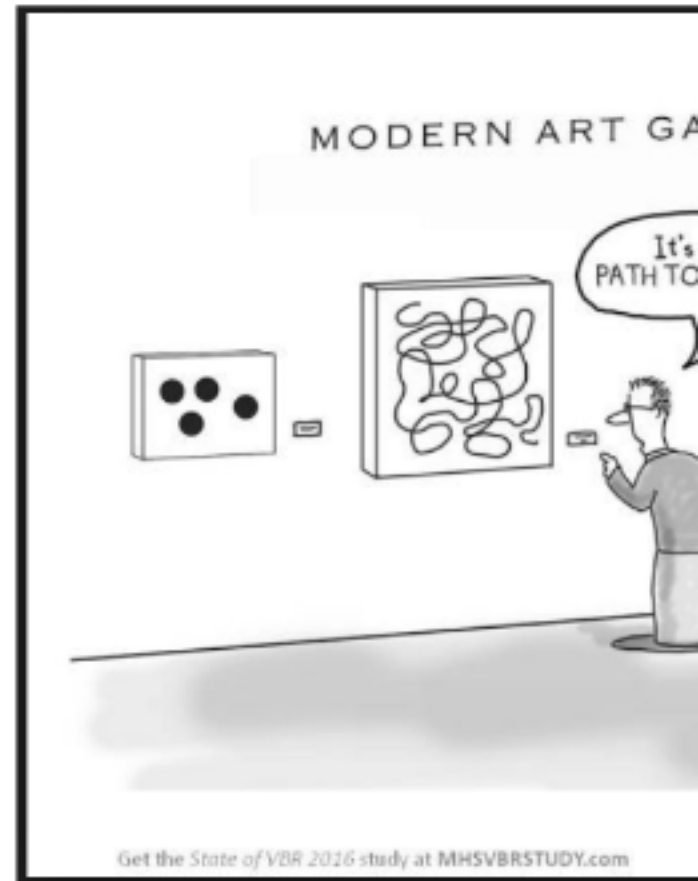
Some Other Things to Consider

- Network Adequacy
 - Sufficient Providers based on number of enrollees
 - Appropriate Provider Mix – Specialties
 - Availability based on time and distance



What About Reimbursement

- Fee-for-Service
- Value Based Payment
 - Quality Measures
- Capitation



The Path to Solution

