



# AMBULANCE BILLING FUNDAMENTALS

Dart & Kody McGregor

First Professional Services



FIRST PROFESSIONAL SERVICES CORPORATION

# AGENDA

- Introduction
- Types of Ambulance Services
  - ALS, Intermediate, BLS
- Ambulance Billing Rates
  - ALS (\$2,104.00)
  - Intermediate (\$1,439.00)
  - BLS (\$1,090.00)
  - Mileage (\$42.24)
- Contractual Adjustments
  - Medicare, Medicaid, etc.
- Payments
  - Sources of Revenue (3-legged stool)
  - Payor Types
- Key Indicators & Consulting

# INTRODUCTION

## First Professional Services

- Ambulance billing and revenue cycle management for fire departments and municipalities in Utah and Nevada.
- Established 1998
- Data-Driven, Insights Inspired.
  - Reactive, Proactive, Predictive.



# TYPES OF AMBULANCE SERVICES

- Advanced Life Support (ALS)
  - Level 1 & 2
- Intermediate Life Support
  - (Advanced EMT)
- Basic Life Support (BLS)

# SERVICE BILLING RATES

\*REGULATED BY THE STATE DEPARTMENT OF EMS – Fiscal Year 2024

<b>Service</b>	<b>Rate</b>
ALS	\$2,104*
INTERMEDIATE	\$1,439*
BLS	\$1,090*
MILEAGE	\$42.24/MILE*
SUPPLIES	UCR (USUAL, CUSTOMARY, & REASONABLE)

# CONTRACTUAL ADJUSTMENTS

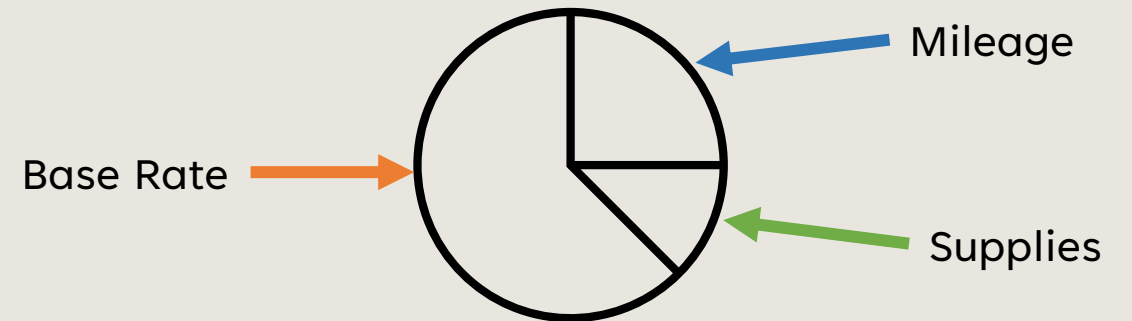
MEDICARE	MEDICAID	3 <sup>RD</sup> PARTIES & PRIVATE CONTRACTS
Accept Assignment Allowable (Often 50%+ of total bill. Varies)	Accept Assignment Allowable (Often 50%+ of total bill. Varies)	Other/Private Insurers Interfacility Contracts

For illustrative purposes only

Payor	Gross Charges	Allowable	Contractual Adjustment	Payment	Co-Pay	Percentage of Gross
Medicare	\$3,000	\$500	\$2,500	\$400	\$100	17%
Medicaid	\$3,000	\$1,090	\$1,910	\$1,090	\$0	36%
Private	\$3,000	Varies	Varies	Varies	Varies	Varies

# PAYMENTS / REVENUE SOURCES

- Private Insurance
- Government Insurers
  - (Medicaid, Medicare, VA, etc.)
  - Direct Deposit
- Private Pay
  - Check, CC, HSA, Online, etc.
- Collection Agency
  - Bad Debt



# KEY INDICATORS & CONSULTATION

911 DISPATCH CALLS	TRANSPORTS	TRANSPORT PERCENTAGE
PAYMENTS/REVENUE	PAYMENTS PER TRANSPORT	SUPPLY CHARGES
SUPPLIES PER TRANSPORT	GROSS COLLECTION	NET COLLECTION
MILEAGE	MILES PER TRANSPORT	BUDGETING/FORECASTING



# Q & A



# THANK YOU

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