

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:



Guide the ET3 application and submission process



Help to develop the ET3 strategy, including:

- Determining the region (or regions) to deploy ET3
- Analyzing transport data to understand the volume of Medicare that would qualify under ET3
- Identifying potential Non-Participant Partners to serve as alternative destinations for transport and/or telehealth providers
- Formulating cost benefit models to realize the financial benefits of participating in ET3
- Verifying the viability of the EMS Provider's proposed model in accordance with CMS requirements



Leverage PCG's extensive program development experience to create the required intervention design or driver diagram



Serve as liaison to CMS and ensure deliverables and requirements are met on time, within scope



Support required participation in the CMS Learning Activity Network



Develop, track and report to CMS on quality and safety improvement efforts, activities, and program measures, at regular intervals, as required



Position EMS providers to elevate ET3-type model with private payers

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 emsstrategies@pcgus.com today to learn more about how we can help you leverage this limited-time opportunity!

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 www.publicconsultinggroup.com