

OSEP Early Childhood Conference
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Colorado Coordinated System of Payments

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1) State Policy on Use of a Funding Hierarchy

- a) No single funding source can cover the cost for EI services
- b) It is to the benefit of the State to access other funding sources, otherwise the State pays for everything
- c) All available funding sources must have equitable treatment
- d) Approach all funding sources in terms of a negotiated win win partnership

2) Political Landscape

- a) State must have the political will to mandate coverage
- b) Which legislator(s) will champion the cause
- c) Know who supports the legislation (don't assume agreement)
- d) Every word can mean something different to the various interested parties
- e) Know the political process (it's never over until its signed)

3) Identify and address insurance carriers concerns

- a) Credentialing
- b) Medical Necessity
- c) Potential for double payment to a provider
- d) Negotiated specific services
- e) Predictability of costs
- f) Reduce administrative costs
- g) EI services don't fit into the behemoth medical model insurance data bases
- h) Don't single out private health insurance, they are only one source of money
- i) Colorado coverage for EI services does not apply to all insurance plans

4) Protect insurance coverage for families

- a) Remove the endless appeal barriers for families
- b) Co-pays, Deductibles, annual/lifetime caps
- c) Continued coverage
- d) Coverage for other medical needs outside of EI services

5) Implementation of Finance Procedures

- a) Collaboration with key interagency partners
- b) Data systems
- c) Reconciliation process
- d) Timelines for plan years

6) Implementation of Program Procedures

- a) Service Broker functions
- b) Qualified providers
- c) Allowable services
- d) State rates for service coordination, broker fee and maximum payment
- e) Training for program staff
- f) Consistency of forms

7) Lessons Learned

- a) Achieving the goal of a streamlined administrative process
- b) Require use of the funding hierarchy
- c) Adjusting for growth
- d) Realistic timelines to get all the pieces to work together
- e) Autism Spectrum Disorders