

SCOPE OF WORK

PCG has agreed to support the Iowa Emergency Medical Services Association (IEMSA) in its Ground Emergency Medical Transportation (GEMT) program. PCG's goal is to assist IEMSA members in maximizing supplemental reimbursement while reducing audit risk and maintaining compliance with ever-changing state and federal policies.

PCG has a strong team with combined knowledge, deep experience and a highly successful proven approach. The uniquely qualifies PCG to be the firm that will support IEMSA Affiliate Members in the GEMT program. PCG's experience and staff expertise are unsurpassed in designing, gaining approval for, and implementing EMS Supplemental Payment Programs for clients, and are honored to be able to work with IEMSA Affiliate Members to do the same.

PCG's Scope of Service Offerings --The chart below outlines tasks PCG is prepared to complete to support IEMSA Affiliate Members in GEMT reporting and related activities.

Task Name	Activity	Description
Project Management	Project Management	<ul style="list-style-type: none"> All PCG projects are managed using a robust project management structure that assists in efficiently completing the cost report, while offering a high level of quality assurance. As part of our Project Management, PCG has compiled a team dedicated to data processing and analysis. This data team offers in depth year over year analysis, statewide comparison, cost report review, and compilation, as well as client-specific ad hoc analysis.
	Medicaid Policy Support	<ul style="list-style-type: none"> Review IEMSA Affiliate Member materials to ensure compliance with all state and federal reporting guidelines. Keep IEMSA and Affiliate Members informed of imminent changes related to Medicaid cost reporting policies.
Cost Reporting	GEMT Cost Reporting	<ul style="list-style-type: none"> Utilize our web-based solution, identifying eligible costs and developing appropriate cost allocation methodologies to report only allowable costs for providing emergency medical services to Medicaid and, as applicable, uninsured populations. Prepare the annual Medicaid GEMT cost report on behalf of provider/IEMSA Affiliate Member.
	State Audit Support	<ul style="list-style-type: none"> Provide comprehensive desk review support, including but not limited to: conducting reviews of all cost settlement files, performing detailed analysis of billing reports generated by Medicaid agencies to ensure that all allowable charges and payments are encompassed in the calculation of the final settlement, and drafting letters and providing supporting documentation to meet Medicaid requirements and expedite settlement. Provide documentation to IEMSA member of data integrity, demonstrated compliance with state and federal regulations, and designated representation during desk re-views with auditors. Utilize our web-based reporting system to determine any variance or outliers that may be of concern to auditors.
Supporting IEMSA		<ul style="list-style-type: none"> PCG will provide trainings to assist IEMSA members in the cost reporting process and the requirements of the GEMT program.

PCG's Pricing

PCG fully understands the fiscal pressures faced by the EMS provider community. Other vendors charge steep up-front fees for only a fraction of the services offered by PCG. We believe it is only fair for our IEMSA members to realize the financial benefit of our work before we charge a dime. It is not until all tasks are completed and enhanced revenues are received by our providers that we will invoice based on our mutually agreed upon contingency fee. PCG's contingency fee is based on the new incremental funding generated through the GEMT program. For the sake of clarity, our contingency fee will be applied to the Federal Share portion of the provider's reimbursement only.

PCG's fee structure holds our team accountable to provide high quality services throughout the duration of the project. This approach also allows for the new revenues realized to pay for our services. We have found this to be a more palatable and fair approach.

PCG will provide all IEMSA Affiliate Members the follow rates:

- IEMSA Affiliate Level 1, 2 + 3** (0- 2,500 trips/year) – 9%
- IEMSA Affiliate Level 4** (2,501 +) trips/year – 11%

This agreement will be effective for three years with the option to be renewed and renegotiated after the expiration of the three years.

This agreement shall take effect on September 30, 2019.