

---

# STATEWIDE MEDICAID MANAGED CARE EARLY INTERVENTION SERVICES

---

## Frequently Asked Questions

## Table of Contents

<b>General Questions</b> .....	3
<b>Service Delivery</b> .....	4
<b>Provider Enrollment</b> .....	6
<b>Reimbursement</b> .....	8

## General Questions

### 1. What are Early Intervention Services (EIS)?

---

*EIS provide for the early identification and treatment of recipients ages birth to three years who have or are at risk for developmental delays or related conditions. For additional information on EIS, please view the EIS presentation on the Agency's website at the following link: [http://ahca.myflorida.com/medicaid/statewide\\_mc/pdf/EIS\\_Training\\_2018-10-05.pdf](http://ahca.myflorida.com/medicaid/statewide_mc/pdf/EIS_Training_2018-10-05.pdf)*

---

### 2. What is changing with EIS and the Statewide Medicaid Managed Care program?

---

*In the new Statewide Medicaid Managed Care contracts, health plans are responsible for covering EIS, which were previously only delivered through the fee-for-service delivery system. This service is newly added to the health plan contract as a covered service to facilitate an integrated health care delivery system wherein the health plan is responsible for coordinating and paying for all of the services that the child needs.*

---

### 3. Is the local Early Steps program in Florida going away?

---

*No. The Florida Department of Health's (DOH) Early Steps program will continue to be responsible for the federal early intervention program under the Program for Infants and Toddlers with Disabilities (Part C of IDEA). For more information, please visit DOH's Early Steps website:  
<http://www.floridahealth.gov/programs-and-services/childrens-health/early-steps/index.html>*

---

## Service Delivery

### 1. Will Medicaid-eligible children still be able to receive EIS?

---

*Yes. All Medicaid-eligible children who meet the criteria for EIS will continue to receive the services. Please review the EIS Coverage Policy for more information about the eligibility criteria for EIS.*

---

### 2. Will Medicaid continue to pay for EIS for children who are not enrolled in managed care?

---

*Yes. The Agency will continue to provide EIS through the fee-for-service delivery system for children who are not enrolled in a health plan.*

---

### 3. How will EIS be provided by MMA plans?

---

*Health plans must participate in the multidisciplinary team meetings where the Individualized Family Support Plan (IFSP) is developed in order to facilitate quick and timely authorization of medically necessary services. Services must be provided to the family and child where they live, learn, and play, and most services will be provided in the home or daycare settings. Health plans may not implement service authorization requirements for early intervention screenings or evaluation services. However, health plans may implement service authorization for all other EIS, at the plan's discretion.*

---

### 4. Has the Agency educated SMMC health plans on recognizing the importance of EIS as an educational model versus a medical model?

---

*Yes, the Agency has educated the plans on the EIS model with an emphasis on the educational aspects of the program versus it being a strict medical model. The Agency in coordination with DOH has also provided the health plans with education regarding the federal requirements of the Early Step program and services.*

---

5. **Does the inclusion of EIS in the SMMC delivery system change anything for therapy services (PT/OT/ST) that is currently provided to these children?**

---

*No. The coverage of therapy services by the health plans will not change under the new SMMC contracts.*

---

6. **Is there a maximum number of EIS sessions per week?**

---

*Please refer to the [EIS Fee Schedule](#) for limitations on EIS covered under the Florida Medicaid program. Health plans have the flexibility to exceed the service limitations included in the Medicaid coverage policies and fee schedules.*

---

7. **Will I receive reimbursement for Targeted Case Management Services?**

---

*As a part of this transition, the health plans are required to cover targeted case management for services for children who are receiving EIS. TCM providers must be certified through the DOH Early Steps program office in order to participate in the SMMC health plan's network.*

---

## Provider Enrollment

- 1. If I am currently enrolled as a Medicaid EIS provider, how can I join the managed care plans' network?**

---

*Health plans are required to have an adequate network of EIS providers to ensure that their enrollees can continue to access these services timely. Health plans are required to exercise every measure necessary to ensure early intervention services are provided with reasonable promptness, including using out-of-network providers when necessary. All health plans have agreed to work with the Local Early Steps offices to ensure they have an adequate network of EIS providers that are currently providing the services. To contract with the health plans, please work through your Local Early Steps Office, or you may contact the plan directly by using the contact information at the following link:*

*[http://ahca.myflorida.com/medicaid/statewide\\_mc/index.shtml](http://ahca.myflorida.com/medicaid/statewide_mc/index.shtml)*

---

- 2. Are EIS providers required to be credentialed by the health plan?**

---

*Yes. Early intervention services providers are required to go through the health plan's credentialing process in order to join the plan's network.*

---

- 3. Will I still have to go through the Early Steps office to enroll with an MMA plan to provide EIS?**

---

*Early intervention service providers must continue be certified by the DOH Early Steps office, and it is the health plan's responsibility to ensure providers in their network have completed this certification process. Additionally, the Department of Health offers an Infant, Toddler, Developmental Specialist (ITDS) certificate for providers to become specialized in children with special needs and their families under the Early Steps Program. More information on ITDS training can be found on the DOH Children's Medical Services website at the following link: [http://www.floridahealth.gov/alternatesites/cmskids/providers/early\\_steps/training/itds/itds.html](http://www.floridahealth.gov/alternatesites/cmskids/providers/early_steps/training/itds/itds.html)*

---

**4. Are EIS providers required to enroll in Florida Medicaid prior to contracting with a SMMC health plan?**

---

*The Agency does not require an EIS provider to fully enroll in Florida Medicaid in order to contract with the SMMC health plans. However, the provider must complete the “limited enrollment” process with the Agency prior to contracting with the health plans.*

---

**5. What is a single case agreement?**

---

*A single case agreement is an agreement between a health plan and an out-of-network provider to deliver a service for a recipient that cannot be rendered by someone in the health plan’s provider network.*

---

**6. I have heard that it takes almost six months to complete the enrollment process with the MMA plans. Is that true?**

---

*Health plans are required to fully enroll/on-board all providers it chooses to contract with within 60 days from receipt of a complete and accurate provider application. Health plans are allowed to execute network provider agreements pending the outcome of the enrollment and on-boarding process, but must complete the onboarding process within the 60-day period.*

---

## Reimbursement

**1. How is this transition going to affect the rates that I am paid as a provider?**

---

*Health plans have the flexibility to negotiate mutually agreed upon rates with its providers; however, almost all of the health plans have confirmed with the Agency that they will continue to pay the rates on the Medicaid [EIS Fee Schedule](#). The Agency is still awaiting confirmation from a couple of health plans.*

---

**2. Will SMMC health plans provide training on billing and reimbursement to all EIS providers?**

---

*Yes. The SMMC health plans will provide billing and reimbursement training and work with providers to ensure reduced administrative burdens. The health plans will reach out to providers with information on these training dates. For the regional roll-out date on December 1, 2018, most of the health plans will be offering training throughout the month of November.*

---

**3. Will SMMC health plans build travel costs into the EIS rates?**

---

*The Agency is not requiring the SMMC health plans to reimburse for travel expenses.*

---