



Cost Finding to Enhance Efficiencies and Rate Negotiations

Purpose

Understanding total costs for your organization's current and anticipated CCBHC activities is just as critical for CCBHC Expansion Grantees as it is for CCBHCs transitioning to a prospective payment model. CCBHC costs are impacted by both staff productivity levels and non-billable staff time, as well as an understanding of where non-billable activities can be included in grant funding or the Medicaid prospective payment rate. Only with reliable cost data can organizations implement changes necessary to improve models of care necessary to succeed financially as a CCBHC.

Process

- Two-hour online kick-off meeting to review organizational data entry efforts
- Immediate follow up for all questions related to data entry
- A final report showing multiple views of cost and revenue data, with a comparison to national average costing numbers
- Access to the MTM Services Resource Library
- **Timeframe:** 1-2 months

Outcomes:

- Reduced reimbursement shortfalls
- Enhanced position for rate increase/decrease negotiations
- Understanding of the cost of service to attain key outcomes as part of the value of care equation

MTM Team

- [Scott Lloyd](#) - President, Senior SPQM Data Consultant and Senior National Council Consultant

For more information about MTM Services, or to schedule a free planning meeting, please email MTM Director of Operations [Jodie Giboney](#) or call (919) 387-9892.