

A focus on personal, patient and community safety...



**APRIL 1, 2025** 13th EMS Financial Symposium | **APRIL 2-4, 2025** 17th Annual National EMS Safety Summit: A Safety Academy



***13th EMS Financial Symposium***  
***17th Annual National EMS Safety Summit Pre-Conference***  
***Embassy Suites by Hilton- Downtown Denver***  
***1420 Stout Street, Denver, Colorado 80202***

***Tuesday, April 1, 2025, Course Descriptions***

***Sponsored by Mile-High and Plains to Peaks***  
***Regional Emergency Medical & Trauma Advisory Councils***

9:15 – 10:15

***The Impact of Medicare and Medicaid Changes on  
EMS Delivery***

**Asbel Montes, BD- BM**

*Co-Founder and Managing Partner at Solutions Group Services*

**Course Description:**

This presentation explores the latest changes in Medicare and Medicaid policies and their implications for ambulance billing providers. It examines how these updates impact EMS delivery, including reimbursement structures, compliance requirements, and service provision. Attendees will gain insights into adapting to regulatory shifts and strategies to maintain financial stability while ensuring high-quality patient care.

**Learning Objectives:**

- Understand Policy Changes:** Examine recent Medicare and Medicaid updates and their specific implications for ambulance billing and EMS operations.
- Evaluate Financial Impact:** Assess how changes in reimbursement rates and compliance requirements affect the financial stability of EMS providers.
- Develop Adaptive Strategies:** Identify practical strategies for navigating regulatory shifts while maintaining efficient billing processes and ensuring quality EMS delivery.

10:30 – 11:30

***The Intersection of Technology and Finances on EMS Delivery***

**Kathrynne Johns, CFO**  
*Allegiance Mobile Health*

**Course Description:**

In this presentation, we explore how an EMS CFO successfully created efficiencies within her organization by optimizing financial management, streamlining revenue cycle processes, and leveraging technology. By implementing data-driven budgeting and automating billing processes, she reduced costs while maintaining high-quality emergency care. This presentation offers valuable insights for other EMS finance leaders seeking to balance financial sustainability with exceptional patient care.

**Learning Objectives:**

- Identify Key Efficiency Strategies** – Understand how financial optimization, revenue cycle improvements, and technology integration contribute to cost savings and operational effectiveness in EMS organizations.
- Demonstrate the Impact of Automation and Data-Driven Budgeting** – Explore how leveraging automation in billing and payroll, along with data-driven financial planning, enhances revenue management and reduces administrative burdens.
- **Provide Actionable Insights for EMS Finance Leaders** – Equip finance leaders in EMS with practical approaches to balancing financial sustainability with high-quality patient care, ensuring long-term organizational success.

11:30 – 12:30

***Fraud, Waste, and Abuse: Is EMS Listening?***

**Kevin Fairlie, JD, MHA**  
*Fairlie Law, LLC and EMS Compliance, LLC*

**Course Description:**

This course provides attendees with an overview of the fraud, waste and abuse landscape as it applies to the EMS industry. We will discuss how federal and state agencies, such as the U.S. Department of Health and Human Services Office of the Inspector General (OIG); the Centers for Medicare and Medicaid Services (CMS), the Department of Justice (DOJ), and Medicaid Fraud Control Units (MCFU) approach enforcement of fraud, waste and abuse in the EMS industry. Mr. Fairlie will pull from his

recent cases to provide real-world examples of enforcement activity related to EMS entities across the country and illustrate the specific enforcement initiatives facing the EMS industry.

**Learning Objectives:**

- Understanding terms:** "fraud, waste, and abuse" have very different meanings in the healthcare and EMS industry than they do in our general day-to-day lives.
- Understand OIG's:** "Compliance Program Guidance for Ambulance Suppliers" and how it relates to fraud, waste and abuse.
- Take away practical steps:** that your organization can take to avoid the negative financial implications of fraud, waste, and abuse.

1:15 – 2:45

***Cost Data Collection: What is the Data Forecasting for EMS Reimbursement?***

**Asbel Montes**

**Course Description:**

This presentation delves into the process of cost data collection and its critical role in forecasting future EMS reimbursement trends. It explores how data collected from ambulance billing providers is analyzed to shape reimbursement policies, predict funding changes, and influence rate-setting. Attendees will learn about the importance of accurate data submission, current trends in cost reporting, and strategies to optimize their financial outcomes in a data-driven reimbursement environment.

**Learning Objectives:**

- Understand Cost Data Collection:** Learn the significance of accurate cost data reporting and its role in shaping EMS reimbursement policies and funding decisions.
- Analyze Reimbursement Trends:** Explore how collected data is used to forecast EMS reimbursement trends and identify potential impacts on operational funding.
- Enhance Data Strategies:** Develop effective strategies for submitting precise cost data to optimize reimbursement rates and ensure financial sustainability.

3:00 – 4:00

***Key Performance Indicators in Revenue Cycle: The Consumer Impact***

**Kathrynne Johns  
Asbel Montes**

**Course Description:**

This presentation focuses on the importance of Key Performance Indicators (KPIs) in managing the revenue cycle for ambulance billing providers. It highlights how monitoring and optimizing KPIs—such as claim denial rates and collection times—directly impact consumer experience and financial performance. Attendees will gain insight into using KPIs to improve billing efficiency, enhance transparency, and deliver better overall experience for patients while maintaining a healthy revenue cycle.

**Learning Objectives:**

- Identify Essential KPIs:** Understand the key performance indicators critical to managing the revenue cycle effectively and their role in financial and operational success.
- Assess Consumer Impact:** Explore how revenue cycle KPIs, such as billing accuracy and collection times, influence the patient experience and satisfaction.
- Optimize Revenue Cycle Strategies:** Learn actionable strategies for monitoring and improving KPIs to enhance financial performance and deliver a more seamless experience for consumers.

4:15 – 5:00

***Open Forum – Questions for the Speakers***

**Kevin Fairlie**

**Course Description:**

This is an open forum for the attendees to ask question of the speakers

**Learning Objectives:**

- Attendees will gain extra insight into the financial issues facing EMS agencies today.

5:00

***Closing Remarks and Certificates***

**Kevin Fairlie  
Shirley Terry**

***Mark Your Calendars for April 14, 2026  
Embassy Suites  
Downtown Denver***