

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



APRIL 14, 2026 15th EMS Financial Symposium | APRIL 15-17, 2026 18th Annual National EMS Safety Summit: A Safety Academy



15th EMS Financial Symposium
18th Annual National EMS Safety Summit Pre-Conference
Embassy Suites by Hilton- Downtown Denver
1420 Stout Street, Denver, Colorado 80202

Tuesday, April 14, 2026, Course Descriptions

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

Cost Data

9:15 – 10:15

***MedPAC & Ambulance Cost Data: The Future of
EMS Reimbursement***

Asbel Montes, BD- BM

Co-Founder and Managing Partner at Solutions Group Services

Course Description:

Learning Objectives:

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Fraud & Abuse

10:15 – 11:15

Fraud, Waste, & Abuse

Kolby Miller, CEO

President & CEO, *Medstar*

Course Description:

Waste, fraud, and abuse are often discussed as compliance issues, but for small-market and rural EMS agencies they are really leadership, documentation, and process issues. Most enforcement actions do not begin with intentional wrongdoing. They start with weak controls, inconsistent documentation, and long-standing habits that no longer match current payer expectations.

This session is designed for EMS leaders who wear multiple hats and operate with limited administrative support. We will focus on where waste, fraud, and abuse most commonly appear in EMS operations, why ambulance services are uniquely exposed, and how agencies can protect themselves without building a large compliance department.

Participants will walk through real-world scenarios, learn how claims data and documentation are reviewed, and leave with practical tools to reduce risk, improve billing accuracy, and demonstrate responsible stewardship of public and payer funds.

Learning Objectives:

By the end of this session, participants will be able to:

1. Differentiate waste, abuse, and fraud and understand how small documentation or process gaps can escalate into significant financial and legal exposure.
2. Identify the highest-risk areas in EMS operations, including medical necessity, level of service selection, mileage, signatures, and repetitive scheduled transports.
3. Recognize common documentation patterns that trigger audits, denials, and payer scrutiny, particularly in rural and interfacility transport environments.
4. Evaluate their own agency's vulnerability using a simple, leader-level risk framework that does not require dedicated compliance staff.
5. Apply practical strategies to improve documentation quality, billing accuracy, and facility interactions while protecting crews from inappropriate pressure.
6. Implement a scalable compliance approach appropriate for small and rural EMS agencies that supports financial sustainability, public trust, and long-term viability.

Transformation Program

11:30 – 12:30

Rural EMS & The Transformation Program

Course Description:

Learning Objectives:

Financial Management

1:00 – 2:00

Small Market Financial Management

Kolby Miller

Course Description:

Small market, rural, and community EMS agencies operate under a set of financial realities that look nothing like high-volume urban systems. Call volume is low, readiness expectations are high, and the majority of costs are fixed long before the first call of the day comes in. Yet many EMS leaders are still expected to manage budgets, staffing, and capital decisions using tools and benchmarks that were never designed for their environment.

This session focuses on practical financial management for low-volume EMS operations. It moves beyond generic revenue advice and instead looks at how rural and community agencies can clearly understand their true cost of service, manage staffing and fleet expenses responsibly, and communicate financial needs in a way that builds trust with boards, elected officials, and the communities they serve.

Learning Objectives:

By the end of this session, participants will be able to:

1. Understand the true cost of providing EMS in a low-volume, fixed-cost environment
2. Identify the biggest financial pressure points unique to rural and small market EMS
3. Use simple financial tools to monitor cash flow, cost per call, and sustainability
4. Separate controllable costs from structural realities they must plan around
5. Make defensible staffing, fleet, and service level decisions using financial data
6. Leave with a short list of actions they can take back to their agency

Reimbursement & Financial Models

2:00 – 3:00

Innovative Reimbursement & Financial Models for EMS

Henry Lewis

Course Description:

Course Description- Rethinking Modern EMS-Opportunities for Expanding EMS Community Based Care Models

Learning Objectives:

SLO- Learn how to leverage relationships to grow Community Care Models

SLO-Rural Health Transformation lessons learned from SC

SLO-Sustainability projections for CP/MIH

Cost Reimbursement

3:15 – 4:15

What Happens When You Aren't Looking is Costing You Money

Amanda Stark, JD

Course Description:

EMS reimbursement is not only about bringing money in, but making sure you get to keep the money you make. Taking a proactive approach to compliance can help you do both, but many agencies take a hands-off approach when it comes to compliance or limit their focus to the billing office. This session will be led by Amanda Stark, the Head Of Compliance at Digitech who will cover the areas many agencies fail to consider when it comes to compliance – from protocols to signatures to documentation and more- that when not properly monitored can leave your agency from potential refunds and overpayment demands in the future and increase the revenue you bring in now. You will leave this session with an action plan to increase revenue the right way and an understanding of what to monitor to ensure your agency stays compliant.

Learning Objectives:

-Understand an action plan to increase revenue

-Understand what is needed to monitor to ensure agency compliance

Ambulance Payments

4:15 – 5:15

Ambulance Payment Reform

**Asbel Montes
Timothy Dienst**

***Mark Your Calendars for April 26, 2027
Embassy Suites
Downtown Denver***