SB-73 Implementation – Medicaid School Based Services

Department of Medical Assistance Services

November 18, 2026

Agenda

Responsibilities Outlined in SB-73

Current School Trainings

Current School Resources & Support

Additional Training Opportunities to be Included

Agency Abbreviations

DOE – Department of Education

DMAS – Department of Medical Assistance Services (Medicaid)

UMASS – University of Massachusetts (DMAS' contractor for School Based Services)

S.B. 73

Be it enacted by the General Assembly of Virginia:

§ 1. That the Virginia Department of Medical Assistance Services (DMAS) shall provide training to local school division staff regarding assisting schools in effectively navigating the laws, policies, rules, regulations, and guidelines governing Medicaid billing for reimbursable services rendered at school sites, including the federal Bipartisan Safer Communities Act (P.L. 117-159), and to ensure that all school divisions are able to fully leverage Medicaid funding opportunities to enhance student health services in the Commonwealth. DMAS shall ensure that such training focuses on

(i) understanding and navigating the current federal Medicaid billing and reimbursement processes and procedures;

(ii) providing training to school division staff on the billing and reimbursement processes and procedures for Medicaid-reimbursable services provided directly by school personnel or contracted providers at school sites;

(iii) identifying new services that are eligible for Medicaid reimbursement under any expansion of eligibility pursuant to state or federal law, policy, rule, regulation, or guidelines;

(iv) ensuring compliance with both state and federal Medicaid billing requirements; and

(v) developing best practices and documentation templates to streamline a school division's Medicaid billing process.

Such training may also include direct support to schools through

(a) conducting training sessions and workshops for school administrators and financial officers to familiarize such individuals with any new Medicaid billing opportunities;

(b) providing technical assistance to school divisions on how to submit claims for Medicaid-reimbursable services, including mental health services, physical and occupational therapy, speech and language pathology, and other reimbursable health-related services provided to students at school sites;

(c) advising school divisions on strategies to expand Medicaid-reimbursable services based on student needs and available resources; and

(d) creating and distributing guidance documents, toolkits, and other resources to ensure consistency in Medicaid billing practices in school divisions across the Commonwealth. DMAS shall provide such training virtually and not less than semi-annually.

DMAS shall coordinate its training efforts with the Department of Education, which shall provide notice to local school divisions as necessary to help facilitate such training opportunities for local school division staff

CardinalCare
Virginia's Medicaid Program

Teamwork/Collaboration

Department of Education developed trainings

Service Providers specific to the services they provide, presented the trainings

Medicaid Coordinators facilitate demonstrations of day-to-day duties



University of Massachusetts (DMAS contractor) developed and presented trainings about cost-based methodology

DMAS coordinates with DOE and UMASS, approves, and participates in all trainings.

Medicaid 101 Sessions (virtual)

Created and Currently Conducted by DOE

Session 1 – Overview
General Info
How do Schools Get Started
Role of a Medicaid Coordinator

Session 2 – Direct Services
What are Claimable Services
Adding Claimable Services
Random Moment Time Study (RMTS)

Session 3 Documentation
Quality Management Review
Documentation Requirements
Review Tips

Session 4- Reimbursement

Cost-based reimbursement	Direct services claiming
Eligibility Matching	Transportation Cost Report
Administrative Claiming	How to Make it Work

Session 5- Putting the Pieces Together
Expanded Services
Random Moment Time Study
Building Relationships

CardinalCare
Virginia's Medicaid Program

Virtual Trainings

UMASS (DMAS' contractor) currently conducts trainings in bold
DOE and providers conduct other trainings

Random Moment Time Study

Administrative Claiming

Nursing Services

Behavioral Health Services

Cost Report Training

Gainwell Enrollment Training

Specialized Transportation

Medicaid Eligibility

Occupational & Physical Therapy, Speech, Audiology Services

Adaptive Behavior Treatment Services

Gainwell Monthly Concierge Meetings
(DMAS' Enrollment Contractor)

In-Person Trainings

- DOE organizes a 2-day (16-hour) conference with trainings 3-4 times per year.
- Local School Medicaid Coordinators volunteer to present trainings on their day-to-day responsibilities.
- DMAS presents Medicaid updates at the training.
- Examples: General Info- sign up or change information, banking information

  Medicaid portal demonstration on:

  Claims/Billing - how to submit claims, look for denials, templates for claims, how to adjust claims for correction

  Eligibility – checking student eligibility

  Cost Reporting – what materials/supplies can be included as an expense

  Medicaid Outreach for parents

  Random Moment Time Study participant training percentages

  Review Department of Education training modules for superintendents

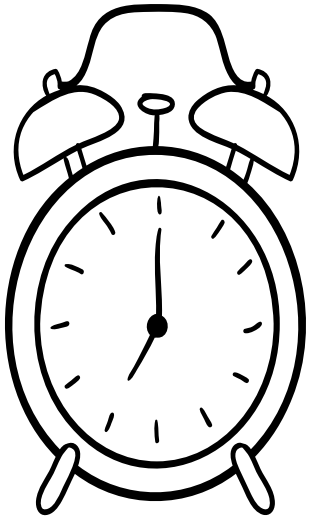
Opportunities to Learn the Nuts and Bolts of Medicaid School Based Services!

Virtual Hours Offered – 30 hours

Self-Training – 3 hours

In-Person Training – 16 hours

Total: 49 hours



Upcoming Training Development
What Does the Future Look Like?

DMAS is developing a training just for Local Education Agencies about **claiming.** It will be offered virtually, twice per year. It will include the following:

- **DMAS Web Portal**
  - Features
  - Registration
- **Direct Data Entry**
  - How to access
  - Creating and submitting claims
  - Creating Templates
- **Helpful Tips and Resources**

It is estimated that **fewer than 10** Local Education Agencies input their own claims; most use vendors to do the billing for them

DMAS Website – All Trainings Are Posted Here

For Coordinators

- Authorized LEA Designee Contact Form
- Dates and Deadlines - 2026/2027
- Dates And Deadlines - 2025/2026
- Dates And Deadlines - 2024/2025
- RMTS Training & Certification: A Quick Guide
- RMTS Pie Charts 03-2026
- Excel Tips And Tricks

Interim Claiming

- OPR Enrollments and Revalidations Presentation
- LEA Service Codes, Units and Maximum Payment Rates
- Ordering, Referring, Prescribing (ORP) Enrollment Instructions with Screenshots
- Gainwell Concierge Meeting FAQs 6.8.26
- School Based Letter to Parents - 2023 (English)
- School Based Letter to Parents - 2023 (Spanish)

Interim Claiming

- OPR Enrollments and Revalidations Presentation
- LEA Service Codes, Units and Maximum Payment Rates
- Ordering, Referring, Prescribing (ORP) Enrollment Instructions w Screenshots
- Gainwell Concierge Meeting FAQs 6.8.26
- School Based Letter to Parents - 2023 (English)
- School Based Letter to Parents - 2023 (Spanish)

Cost Reimbursement

Medical Services Cost Reporting

- Cost Report Instruction Guide - Updated January 2024
- Cost Based Reimbursement Training 2024
- School Services Reimbursement Training - October 2023

Cost Reimbursement

Specialized Transportation

- Quarterly Student Summary Report Sample
- Specialized Transportation Cost Reporting Instructions
- Specialized Transportation Reimbursement Training - May 2025
- Specialized Transportation Cost Reporting FAQs - Updated January 2024

Cost Reimbursement

Administrative Claiming

- Administrative Claiming Training 2025
- Virginia School Based Administrative Claiming Instructions For LEAs

CardinalCare
Virginia's Medicaid Program

Website continued….

Eligibility Matching

- Eligibility Matching Training
- Medicaid Eligibility Matching User Guide

Provider Training Materials

- Medicaid and Schools ABT 2025
- Behavioral Health 2025
- Nursing October 2025
- Related Services October 2025

Time Study

- Preparing For Q1 RMTS
- RMTS Coordinator Training May 2026
- RMTS Job Descriptions and License Types - FY23
- RMTS Instruction Manual - July 2022
- Step-by-Step Handbook for RMTS Coordinators
- RMTS Quick Reference Guide - 2024

Agreements

- HHS Summary Of The HIPAA Privacy Rule
- School Division Sample BAA
- School Division Sample BAA Attachment A

Local Education Agency

Chapter 1: General Information

Chapter 2: Provider Participation Requirements (LEA)

Chapter 3: Member Eligibility

Chapter 4: Covered Services and Limitations (LEA)

Chapter 5: Billing Instructions (LEA)

Chapter 6: Utilization Review and Control (LEA)

Chapter 7: EPSDT Supplement B

Link to DMAS Website

School Based Services

Resources & School Support

Resources

DMAS Local Education Agency Provider Manuals

Chapters 1,3 General Medicaid Information

Chapters 2,4,6 Specific Program Information

Chapter 5 Billing Chapter

Local Education Agency | MES

DMAS Portal

Provider training information is stored here

Provider Focus Group

Monthly meetings for providers to ask questions

School Support

For Enrollment Concerns

Provider Enrollment Help Desk

vamedicaidproviderenrollment@gainwelltechnologies.com

For Reimbursement, Account Concern

DMAS Provider Reimbursement Unit

Lorraine.bishop@dmas.virginia.gov

For Claims/Billing Concerns

Medicaid Provider Helpline

800-552-8627

For Eligibility, RMTS, Cost Report, Administrative Claiming Concerns

UMASS (DMAS Contractor)

RMTSHelp@umassmed.edu OR VACostReport@umassmed.edu

For Specific Program Questions or Other Assistance

DMAS and DOE mailboxes medicaidschoolservices@dmas.virginia.gov

- Amy.edwards.@doe.virginia.gov
-

For more information:

J. Lynn Hamner, Sr. Policy Analyst

Program Operations

DMAS

Jlynn.hamner@dmas.virginia.gov

David Jones, Manager

Program Operations

DMAS

David.jones1@dmas.virginia.gov