

The HealthySteps network is committed to promoting and nurturing parenting and healthy development for babies and toddlers to give them a strong start in life. Together with Pediatric teams in the primary care setting, the HealthySteps Specialist brings focus to the important interwoven skills needed for families to foster healthy child development and life-long wellbeing. The sustainability of the HealthySteps program depends on a variety of factors including securing funding sources such as insurance carrier reimbursement for the HealthySteps services provided to children and families.

The HealthySteps National Office has resources and technical assistance (TA) opportunities available to support your site in becoming financially sustainable long-term. This document outlines the types of opportunities that can be provided to assist your site in achieving sustainability.

## Sustainability Technical Assistance Opportunities

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- Review of coding and billing policies applicable to your state (e.g., time-based services, billing for units of service when applicable).
- Review and clarification of documentation requirements for billing for specific services provided at a HS site (e.g., preventive psychotherapy, health and behavioral assessments and interventions, community health worker services).
- Support for internal efforts to establish coding and billing workflows to maximize reimbursement (e.g., establishing feedback loops with billing departments to understand revenue generation).
- Develop a cost model for your site to estimate potential revenue that can be generated from HS related service delivery to demonstrate sustainability<sup>1</sup>.
- Assistance in discussing value-based payment arrangements (payment models that connect reimbursement to quality measures) with health system leadership and payers.
- Support in developing a strategy to advocate for new and innovative reimbursement mechanisms.
- Support in utilizing the HealthySteps Return On Investment (ROI) calculator.
- Site-specific review of medical claim rejections and denials for HealthySteps and HealthySteps-aligned services, to offer an insight on how to avoid errors made at the site level<sup>2</sup>.

**To request sustainability technical assistance, please email [HSPolicyandFinance@zerotothree.org](mailto:HSPolicyandFinance@zerotothree.org).**

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<sup>1</sup> Site may need to provide contracted rates for each service. Otherwise, Medicaid fee-for-service rates will be used in calculations.

<sup>2</sup> Site must provide rejection and denials to the HS National Office with all personal health information (PHI) redacted.