## Provider/office benefits.

- By supporting statewide standardized screenings, will limit unnecessary visits by proactively identifying and addressing potential problems earlier.
- When you use a standardized tool you may bill 96110 and Medicaid will pay. Our project is working on getting commercial insurers to pay also.
- It is paid for. Easy to do.
- Not asking you to do anything you’re not doing now—faster, easier, more satisfying. Improve quality and efficiency.
- Improved efficiency in workflow processes.
- Increases professional, parent, and staff satisfaction.
- Actually saves time during the visit while addressing parent concerns.
- We hope through this collaborative effort we can achieve a reduction in utilization that will optimize your practice resources.
- Frames the visit.

## Best practice.

- Standard of care/best practice—should be done as of July 2006. Don’t be left behind.
- AAP recommendation

## Help available.

- We’ll help you figure out what to do when you have a positive screening.
- Support and TA available to assist in change.
- Community partners availability, i.e. SPAN, etc.
- Will work to overcome policy and delivery system barriers.

## Improved child and family outcomes.

- Early identification of developmental concerns may lead to better outcomes for children and adult patents (and decreases adverse childhood events)
- By supporting statewide standardized screenings, will improve parental satisfaction and increase the number of well child-EPSDT visits.
- By supporting statewide standardized screenings, improve children’s health and increase learning opportunities for parents.

## Importance of screening.

- Children with developmental delays are eluding early detection [9 mos span from parental ID to EI referral]. Standardized screening tools lead to earlier detection.
- Developmental surveillance is continuous and screens are periodic, but neither alone is sufficient.
- Even children with subtle problems who might not qualify for IT but would benefit from other interventions may be identified if you use a standardized tool.
- Catch every kid.
- We are part of a larger project that will provide data to standardize an instrument to Hispanic population.
- Early diagnosis leads to treatment; intervention leads to readiness for school.

## Messages for Decision Makers in Medicaid

### Financial savings.

- Early intervention and treatment can prevent costlier treatments later on.
- By supporting statewide standardized screenings, capture developmental issues earlier, thereby limiting the cost to Medicaid over time.
- Component of preventive care and preventive care reduces hospital admissions/cost.
- Early standardized screening will demonstrate cost effectiveness through collaboration with other agencies, earlier intervention, increased communication.
- Decrease E.R. visits.

### Reimbursement.

- Paying enhanced payments for standardized screenings have long term cost savings benefits. (Early intervention leads to lower long-term costs).
- The best way to assure that PCPs who serve children perform developmental screening using standardized tools is to provide appropriate reimbursement.
Responsibility.
- Medicaid is responsible to ensure that its most vulnerable population receives the services needed to achieve optimal health outcomes.
- At least 1 in 3 children in Medicaid are at risk for developmental, behavioral or social delays.
- Medicaid is committed to providing leadership on developmental screening; DE’s children deserve to be healthy and ready to learn at school entry.
- Medicaid and other publicly funded child health insurance programs are critically important in identifying problems early and ensuring treatment.
- Compliance with EPSDT.
- Compliance with regulations that promote preventive services.
- Early standardized screening ties this back to KHPA’s charge of providing for a Future of Healthy Kansans.

Improved child and family outcomes.
- Education of families on the benefits of preventive health.
- By supporting statewide standardized screenings, improve parental satisfaction and increase the number of well child-EPSDT visits; empower parents to become an active part of the medical home initiative.
- Raise screening rates through partnerships.
- Better coordination with public health agencies leads to better children’s health.
- Improve quality of well child care
- By supporting statewide standardized screenings, improve children’s health and enhance parental involvement in the management of their child’s health.
- Early identification and intervention will improve young children’s school readiness.

Data.
- ABCD will provide accurate, timely data—Montana specific—will help get funds to sustain.
- Data collection important for advocacy and need to tie with other services.

Not new.
- No new staff, money is there.
- This is not new; it’s a quality improvement activity that can be measured so that we can identify costs and return on investment.

<table>
<thead>
<tr>
<th>Messages for Decision Makers in Public Health Agencies</th>
<th>Department and/or system benefits.</th>
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<tbody>
<tr>
<td>o Improve health status indicators.</td>
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<td>o Accurate state specific data; ability to identify earlier. Local docs can identify issues.</td>
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<td>o Public health can develop surveillance of population health and trends and outreach to the public about practices best for child.</td>
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<td>o Data to help identify treatment needs—planning for developmental pre-school services (3-5).</td>
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<td>o Increased visibility/accountability of LHDs and their role in providing outreach in the community and assuring access to services (speak their language).</td>
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<td>o Standardized screening in primary care practice complements other community screening efforts.</td>
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</tr>
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<td>o Able to achieve the medical home practice.</td>
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</tr>
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<td>o Enhanced communication and collaboration with LHD/MCH over this project in referrals, care coordination or (hopefully very few) direct service delivery, will enhance their funding.</td>
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<td>o Combining resources of T-V and Medicaid will avoid duplication of services and ensure that T-V can support appropriate population.</td>
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<td>o Helps achieve their goals.</td>
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<tr>
<td>o Maximize resources.</td>
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Department/system action or change.
- Improved screening will result in increased referrals for assessment and services, so capacity must be increased.
- Need for collaborations, community partnerships.
- New evidence shows that there are better more efficient tools to use in PC/PH departments and by care managers.
- More providers are needed –OT, PT, speech, PHNs, ILP. Importance of communication.
- Better coordination across state agencies leads to better children’s health.
- Medicaid: Include in the MA-MCO report card a measure of developmental screening, referral to early intervention, and receipt of developmental services by children with a positive screen.
- Identify champions.
**Best practice.**
- Standard of care.
- AAP.
- Healthy People 2020.
- Promote best practices.

**Improved child and family outcomes.**
- Early identification is critical to the development and well-being of young children and their families.
- Standardized developmental screening could significantly increase detection of children resulting in early treatment and improved outcomes for children and families.
- Supports and strengthens parents’ efforts to raise healthy children.
- Improve/enhance child’s readiness for school through early detection of developmental issues.
- By supporting statewide standardized screenings, improve parental satisfaction and increase the number of well child-EPSDT visits.
- By supporting statewide standardized screenings, encourage and support a well family.
- Family partnerships key to successful health outcomes. Desire of family to be involved.
- By supporting statewide standardized screenings, empower parents to become an active part of the medical homes initiative.
- Improve health outcomes: ready to learn, improve high school graduates, increase work force, decrease teen pregnancies, decrease prison.
- Reduces hospitalization, improves delivery of care.

**Responsibility.**
- DPH is responsible to ensure early intervention services are available and accessible to every child.
- Supports public health mission of early identification, intervention and health promotion.
- The future of a child’s success is dependent upon the foundation of health care received.
- Critical piece of preventive care.

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<th>Messages for Parents</th>
<th>Improved outcomes for child and family.</th>
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<tr>
<td>By supporting statewide standardized screenings, increase their child's overall health and readiness to enter and succeed in school.</td>
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<tr>
<td>Early intervention: early diagnosis and treatment leads to school readiness.</td>
<td></td>
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<tr>
<td>Early ID and treatment (while brain is developing, 0-3 years) will better prepare child for school and school performance—higher graduation rate.</td>
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<tr>
<td>“Earlier is better.” Help child be more successful (school readiness message).</td>
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<tr>
<td>The earlier delays are identified, the sooner the treatment can begin, and the more your child is ready for school.</td>
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<tr>
<td>Help child learn and be ready for school.</td>
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**Unique perspective of parent.**
- You are your child’s best advocate.
- Parents have the power and the knowledge to help providers catch concerns early.
- Parents know the most and want the best for their child. The standardized screening acknowledges parent as the most knowledgeable.
- Recognition of their support to HC decisions/discussion and importance of their input to their child’s child.
- Parents are children’s first teacher and experts at understanding child’s development and key to early identification of developmental concerns.

**Right/entitlement.**
- Your child deserves to receive early screening, referral, and intervention services.
- Every child deserves the best possible health and education this state can provide.
- By supporting statewide standardized screenings, increase their involvement in the well being of their children.
- By supporting statewide standardized screenings, increase the support they provide to their family.
- Parents want to be involved in their children’s medical care, they want to be educated and they want to know that all children deserve the same level of medical care.
- Better informed about your child’s growth and development (empowered!)
- Actively participate in child well visits. You can make your doctor listen to you.
- Standard of care.
Empower parents with their rights.

**Increased parent understanding/involvement.**
- The developmental screening tool(s) will help you better understand your child’s developmental needs and identify early any concerns.
- The standardized screening helps you understand your child and the child’s doctor.
- Completing a developmental tool gives you the opportunity to get feedback from your doctor on how to help your child develop.
- Parents want to be part of the medical team, and using a parent completed screen enables a parent to be part of the medical team.
- Standard developmental screening approach and tool(s) supports a partnership between you and your child’s physician to ensure healthy development and school.
- Increase access to care in an adequate time.
- We value your opinion.
- By supporting statewide standardized screenings, become empowered to jointly make decisions with providers that impact their children’s health.
- You are an important partner in this process. It can be a learning experience for you and child.

**General information. What to do.**
- Normal screening periods—what to expect.
- Need for regular developmental screening within a medical home.
- These are things you can do with your child (e.g. go home and play and try ASQ activities).
- If you have concerns about your child’s developmental progress, ask your child’s PCP.
- Early therapy can help kids catch up so if your child has a developmental delay make sure you take him/her for the assessment and therapies.
- Child will be screened for accurate diagnosis
- “Ask your doctor.”

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<th>Messages for State Legislators</th>
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<tr>
<td></td>
<td>School readiness</td>
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<tr>
<td></td>
<td>Early intervention helps children and families—future and success.</td>
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</table>

**Other (cost, emotional appeal, investment).**
- Saves future costs.
- “Good thing” to have healthy children.
- Standardized screening is a workforce development strategy.