

On the Frontline of Wisconsin's School Medicaid Expansion



Presented by Dario Avila, Solution Strategist

Agenda

- Welcome & Introduction
- SBS Overview (Pre-Expansion)
- Wisconsin School Medicaid Expansion
- What's Changed?
- New Year Preparations
- Questions/Resources/Contact Information
- Contact Information





Welcome & Introduction

On the Frontline of Wisconsin's School Medicaid Expansion

Frontline Education – School Medicaid Webinar Series

Welcome & Introduction

Dario Avila, Frontline Education – Solution Strategist

Mr. Avila holds a Bachelor of Arts degree in Sociology from The University of Texas at Austin. He worked for the Health and Human Services Commission (HHSC) from 2005 – 2019. Much of that time was spent overseeing the day-to-day operations of the School Health and Related Services (SHARS) and Medicaid Administrative Claiming (MAC) programs. He served on the National Alliance for Medicaid in Education (NAME) Board of Directors from 2015 - 2019 and was elected NAME President for the 2018 – 2019 year.

Before joining Frontline, Mr. Avila spent six years with a Medicaid services vendor, where he led sales, marketing, and customer support efforts for school districts across Texas. Today at Frontline Education, Dario serves as a Solution Strategist, partnering across sales, product, implementation, and marketing teams. He supports Medicaid-focused sales engagements, helps districts identify opportunities to strengthen compliance and reimbursement, and remains involved long after implementation to ensure districts continue to succeed. He also plays a key role in shaping product strategy, supporting Medicaid initiatives, and advancing Frontline's thought leadership through webinars and industry education.



Welcome & Introduction

**School administration software
purpose-built for K-12 to
empower educators.**

We provide innovative, connected solutions for student and special programs, business operations, and human capital management with powerful data and analytics.



Welcome & Introduction

- Frontline (Special Program Management) solutions most commonly used in Wisconsin:
 - [School Health Management](#) (Electronic Health Record Solution)
 - [Service Tracking](#) (Medicaid & Service Management Solution)



Frontline School Health Management

Efficiently manage scheduling, documentation, reporting, and compliance with state and federal standards for physical, mental and behavioral health.

[Learn More](#) →



Frontline Special Programs Management

Build a continuum of services with Frontline's Special Programs Management software.

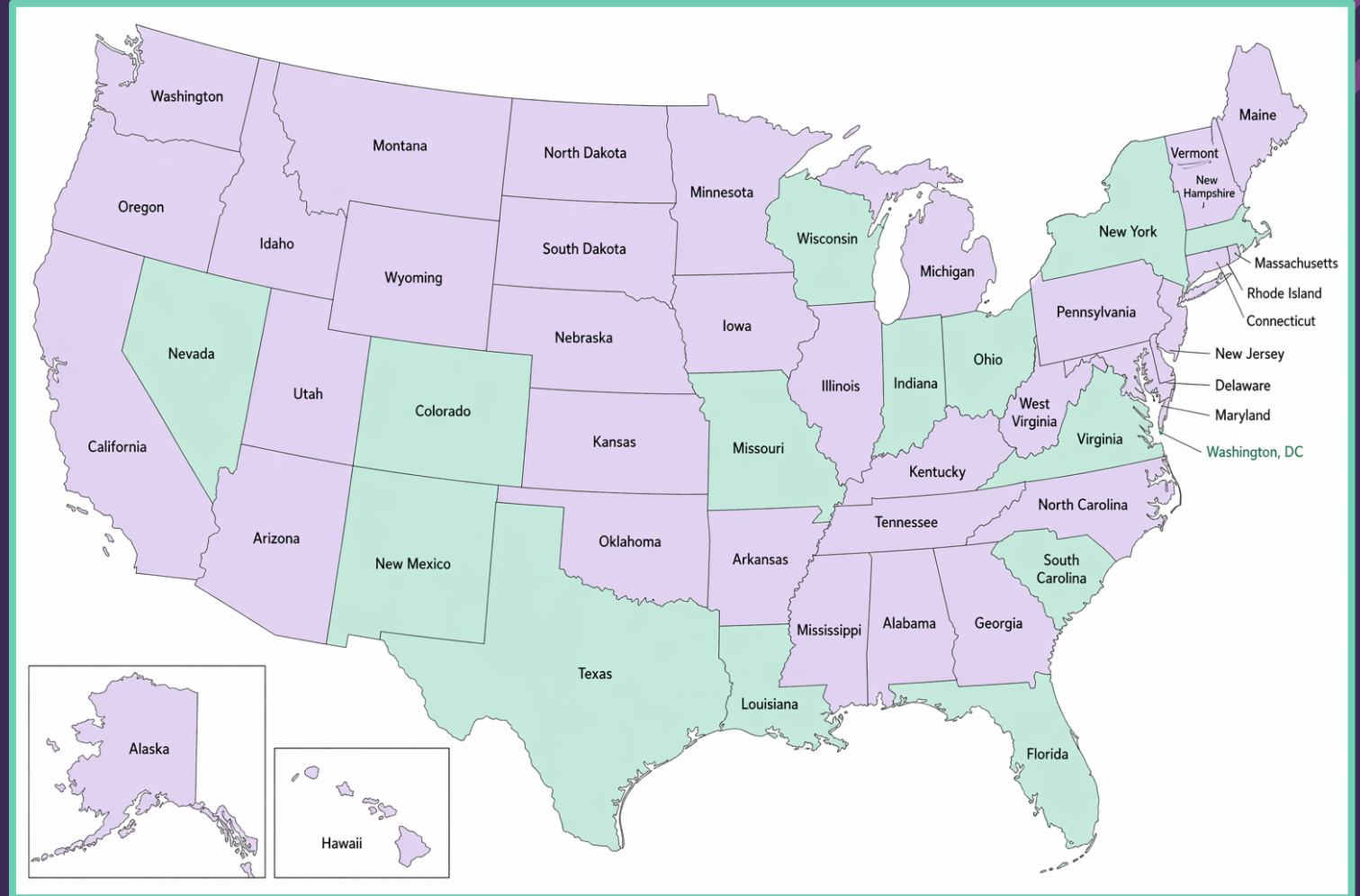
[Learn More](#) →



Welcome & Introduction

Frontline Medicaid:

- Over 500 school districts
- 15 states served
- 2.5 million students



We make a difference

- We serve as a **consistent partner** of school districts through every dimension of the company.
- We are comprised of an outstanding team with **domain expertise** and unmatched skills.
- We provide technology that **supports the growth** of people and optimizes processes.
- We leverage best practices, data and insights to **accelerate decision-making**.
- We earn the **trust of K-12 education leaders**.

Frontline exists to enhance efficiency and improve performance so school leaders can focus on strategic initiatives that impact student outcomes.





SBS Overview (Pre-Expansion)

On the Frontline of Wisconsin's School Medicaid Expansion

Frontline Education – School Medicaid Webinar Series

SBS Overview (Pre-Expansion)

- Wisconsin's School-Based Services (SBS) program was created as Act 27 of the 1995-97 State Budget.
- The SBS program originally functioned primarily as a reimbursement mechanism for health-related services provided to Medicaid-enrolled students receiving special education under an Individualized Education Program (IEP).
- Jointly administered by the Wisconsin Department of Health Services (DHS) through ForwardHealth and the Wisconsin Department of Public Instruction (DPI).



SBS Overview (Pre-Expansion)

Reimbursable services:

- Speech-language pathology
- Occupational therapy
- Physical therapy
- Audiology services
- Psychological services
- Skilled nursing services
- Specialized transportation associated with receiving Medicaid-covered services

These services had to be medically necessary, provided by appropriately qualified practitioners, and documented in accordance with Medicaid requirements.



SBS Overview (Pre-Expansion)

- Pre-expansion, the SBS program was generally limited to students who:
 1. Were enrolled in Wisconsin Medicaid
 2. Had an IEP under the Individuals with Disabilities Education Act (IDEA)
 3. Received Medicaid-covered health-related services that were specifically identified in their IEP
 4. Met all applicable Medicaid coverage and provider requirements
- The IEP served as the primary authorization document for Medicaid billing.



SBS Overview (Pre-Expansion)

Pre-expansion, Wisconsin SBS utilized a cost-based reimbursement methodology, which produced two funding streams:

1. Interim claiming
2. Cost report settlement

Prior to expansion, the Wisconsin SBS program annually recovered approximately \$45 million via interim claiming. Another ~\$50 million was recovered annually through the cost report.





Wisconsin School Medicaid Expansion

On the Frontline of Wisconsin's School Medicaid Expansion

Frontline Education - School Medicaid Webinar Series

Wisconsin School Medicaid Expansion

- On July 1, 2025, the SBS program was expanded, modernizing to align with updated federal guidance from the Centers for Medicare & Medicaid Services (CMS).
- Federal approval was finalized in August 2025, but the changes were given a retroactive effective date of July 1, 2025.
- Expansion led to the elimination of the program requirement that a student have an Individualized Education Program (IEP) to qualify for Medicaid reimbursement.



Wisconsin School Medicaid Expansion

- Under the expanded program, districts may seek reimbursement for medically necessary Medicaid-covered services provided to **any Medicaid-enrolled student**, regardless of whether the student receives special education services.
- Services may now be supported through a variety of individualized care plans, including:
 - Individualized Education Programs (IEPs)
 - Section 504 Plans
 - Individualized Family Service Plans (IFSPs)
 - Individualized Health Plans (IHPs)
 - Behavioral or mental health treatment plans
 - Other individualized plans of care that establish medical necessity



Wisconsin School Medicaid Expansion

- All Medicaid services approved for reimbursement through SBS continue to be eligible, reimbursable services post expansion.
- Expansion introduced new Medicaid reimbursable services to SBS, including:
 - Skilled nursing services
 - Behavioral and mental health services
 - Case management services
 - Physician services
 - Dental services
 - Other medically necessary Medicaid-covered services authorized under the Wisconsin Medicaid State Plan



Wisconsin School Medicaid Expansion

- Comprehensive documentation supporting each Medicaid claim remains a must.
- Documentation generally includes:
 - An individualized care plan documenting medical necessity.
 - Documentation of the covered service.
 - Date and duration of each service.
 - Provider credentials and signature.
 - Clinical documentation supporting the medical necessity of the service.
 - Records necessary to support Medicaid billing and cost reporting.
- Districts are expected to maintain audit-ready documentation consistent with both Wisconsin Medicaid and federal Medicaid requirements.



Wisconsin School Medicaid Expansion

- Preliminary projections estimate Wisconsin's school Medicaid expansion will yield an additional \$22.8 million annually.
- Approximately 60% will go directly to school districts.
- Approximately 40% will be applied to the state's general fund.
- Wisconsin SBS continues to use a cost-based reimbursement methodology, which includes interim claiming and cost report settlement.
- Behavioral health, **nursing services**, and case management are expected to generate a majority of the new Medicaid revenue under Wisconsin's expansion plan.





What's Changed?

On the Frontline of Wisconsin's School Medicaid Expansion

Frontline Education - School Medicaid Webinar Series

What's Changed?

- Any Medicaid-enrolled student, including general education students, can qualify with a documented care plan
 - Individualized Education Program (IEP) no longer required
- Accepted documentation includes:
 - IEPs
 - 504 plans
 - IFSPs
 - Behavioral/Mental health plans
 - Other individualized care plans
- Schools can bill for any Medicaid-covered, medically necessary service, regardless of educational linkage
- New covered service types added including:
 - Physician services
 - Dental services
 - Case Management services
- Expanded provider flexibility
- New procedure codes introduced
- Updated billing guidance and documentation requirements



What's Changed?

- Specialized Transportation:
 - Reimbursement limited to physically modified vehicles (e.g., wheelchair lifts, ramps, special harnesses).
 - Aides alone no longer qualify vehicles as specialized; schools may need alternative funding (e.g., IDEA) to meet free and appropriate public education (FAPE) requirements.
- Random Moment Time Study
 - Advanced notification of upcoming moments has been eliminated.
 - Response time for sampled moments reduced to two school days (from 5 days).
 - Sampled periods switched from three time studied quarters to 2 semesters:
 - Semester 1: From the very first staff workday of the school year through December 31st.
 - Semester 2: From January 1st through the final day of the regular school year in June.



What's Changed?

- The National Provider Identifier (NPI) of the prescribing, referring, or ordering provider will be required on Medicaid SBS claims that require a prescription, referral or order for the service.
 - Additionally, the provider must enroll in Wisconsin Medicaid.
 - Change became effective July 1, 2026.





New Year Preparations

On the Frontline of Wisconsin's School Medicaid Expansion

Frontline Education - School Medicaid Webinar Series

New Year Preparations

- Review [Wisconsin school Medicaid expansion resources](#)
- Meet with Medicaid billing vendor to discuss:
 - District's plans for incorporating program changes into its school Medicaid program
 - Medicaid eligibility check process
 - Cost reporting expectations
- Review student information to identify potentially billable students
- Implement a plan of care development process
 - Coordinate with Nursing staff to identify potentially eligible student services
- Train staff on:
 - Documenting services
 - Responding to sampled moments for RMTS
- Obtain parental consents



New Year Preparations

- Projections for expansion states often assume best case scenarios and as a result are often misleading.
- Concentrate on the expansion areas that make the most sense for your particular school district.
 - For many districts, the area that may make the most sense initially will be the expanded flexibilities introduced to Nursing Services.
 - Nursing is often the most consistent and scalable billing category.
 - Nursing Services occur daily but were limited to IEP students in pre-expansion SBS.
 - High frequency of services and the broad expansion of eligible students could lead to a significant revenue increase.



New Year Preparations

Nursing services must be appropriate for the child's medical needs. Services include, but are not limited to, the following:

- Evaluation and management services, including screens and referrals for health needs
- Treatment
- Medication management
- Explanations given of treatments, therapies and physical or mental conditions to family members or school district or CESA staff

Services must be performed by a registered nurse, a licensed practical nurse (as supervised by a registered nurse or other healthcare practitioner), or be delegated by a registered nurse to unlicensed assistive personnel pursuant to Wisconsin nursing standard practices.



Wisconsin School Medicaid Expansion

Each Nursing Service must be supported by a service log / encounter note. At minimum, documentation must include:

- Date of service
- Start and end time (or total time)
- Type of service performed (e.g., medication administration, catheterization, assessment)
- Location of service (school, classroom, health office)
- Provider identity, signature, and credentials



New Year Preparations: Frontline SHM

- K-12 electronic health records system made by school nurses, for school nurses



Spend Less Time on Paperwork

Automate tedious administrative tasks so your time is free for student care.



Enhance Your Medicaid Billing for Health Services

Unlock an integrated single point of data entry for compliant encounter and Medicaid billing documentation.



Audit Medication Inventory Faster

Easily audit and reconcile medication inventory by student and medication. Review current counts, update discrepancies, and maintain accurate records — all in one place.



Summarize Nurse Visits Automatically

Automatically generate summaries of recent nurse office visits to quickly understand student trends, support documentation, and stay informed without reviewing each record.



Simplify Immunization Tracking

With the Immunization Registry Connection*, you'll have near-instantaneous immunization tracking at your fingertips. Automatically import vaccination data from your state registry, easily pull reports, and notify parents about vaccination delinquency.

**Not available in all states*

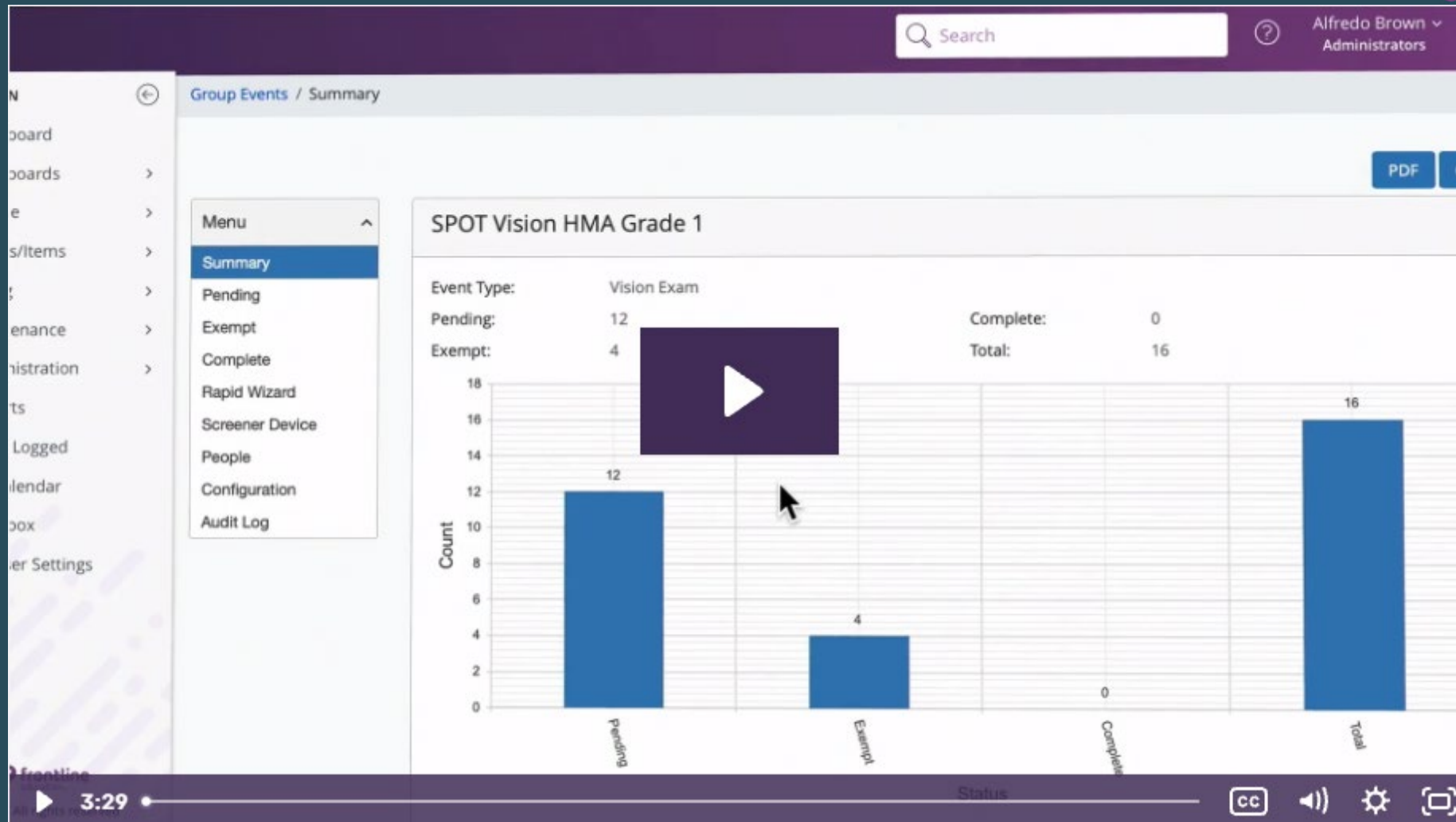


Proactively Address Communicable Disease Spread

Easily gather and track health data for communicable diseases to proactively address outbreaks of mononucleosis, strep, flu, and more. Implement safety measures to minimize risk and provide tracking, reporting, and supervision.



New Year Preparations - Frontline SHM



Frontline SHM

- Many districts document nursing services in their Student Information Systems (SIS) solutions
- SIS health modules generally do not meet the needs of school nurses and often do not include all the data you need to run your health office and support students' mental and behavioral health needs.
- An electronic health record system, like Frontline SHM, provides a dedicated system built around nursing, mental, and behavioral health workflows.
- Offers health focused dashboards and reporting and is fully FERPA compliant.



Questions/Resources/Contact Information

On the Frontline of Wisconsin's School Medicaid Expansion

Frontline Education – School Medicaid Webinar Series

Questions/Resources/Contact Information

- [Medicaid School-Based Services \(SBS\) Expansion: Overview for School Nurses](#)
- [Wisconsin DIP Medicaid School-Based Services](#)
- [Medicaid School Based Services Expansion Frequently Asked Questions](#)
- [ForwardHealth FAQs About School-Based Services Expansion](#)
- [Frontline Education School Health Management](#)
- [Frontline Special Programs Management](#)



Questions/Resources/Contact Information

Dario Avila, Solution Strategist

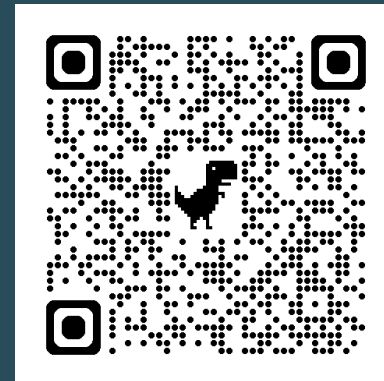
Frontline Education – Special Programs Management Division

dario.avila@frontlineed.com

Follow me on LinkedIn: www.linkedin.com/in/dario-avila-32a73037b

Frontline Education:

[Medicaid Education Resource Center](#)



[Request a Demo](#)





Thank You

