

### 360 Trucking Nemt

<b>Non-Emergency Medical Transportation (NEMT) and Pharmacy Benefits Manager (PBM) Request for Comment</b>	
RFI Question	Response
<p>If Medicaid were to change its current broker model for non-emergency medical transportation (NEMT), what changes would you recommend?</p>	<p>Thanks , LDH for reaching down to the providers for inputs on how to elevate services and fellow citizens , by lifting up our Louisiana health program. My name is Demetris Robinson operations manager for 360 Trucking NEMT . My idea for the program is somehow transition to more of a bonding style structure for brokers and providers if this is permitted . I believe it's too many companies / providers entering into the industry with zero credibility , but yet negatively impacting the program and community's we call home. If LDH could propose implementing a bid and performance bond platform . Perhaps, this action step might be a good direction in making positive changes by holding individuals accountable and improving the program. Thanks for accepting my two cents.</p> <p>D.R.</p> <p>360 Trucking Nemt</p>
<p>If Medicaid were to change its current pharmacy benefit manager model, what changes would you recommend?</p>	<p>I would recommend utilizing transportation providers or transportation associations that can acquire bonding capacity along with a sufficient provider network. I believe that the associations or transportation provider companies should be allowed to participate in the Rfp process permitting the proper credentials and continued education pertaining to the industry to do so. The Hudson Initiative program is also a great program to participate in the Rfp process but I haven't seen where the mco's have illustrated good faith in partnering with the transportation providers. Small businesses are the back bones to economic success but the bigger organizations are using their political and favoritism schemes to weed out the smaller groups. As a small buisness owner /operations manager, if I'm unable to scale my company and grow because of restrictions at the top levels . Who would know how much improvement, integrity and perfection my team can bring to the table. I have invested many years improving my business knowledge with ongoing business education provided through the state of Louisiana. 360 Trucking started back in 2015</p>

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	<p>within the nemt industry. The following year we grew our fleet of service vehicles to eleven vs one prior to. We became the 2nd fastest growing nemt provider in the state in just one year. I'm proud of that accomplishment but for some strange reason or another someone else was very upset about that accomplishment and 360 Trucking nemt became a target in a negative aspect. New management got involved and stated "our rates were above what it should have been ". Unfortunately, the broker stated that "LDH recommend that our rates be reduced to fit in with the new rate schedule". At that time logisticare was contracted with 5 Mco's and north of 350 transportation providers. Fast forward to now . I believe it's only 2 contracted mco's, minus a significant reduction in a transportation network with modivcare formally logisticare. Obviously, Modivcare recognized even a giant has to rely on smaller resources to survive. That's my two cents.</p> <p>Best</p> <p>Demetris Robinson</p> <p>OPM</p>
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