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## *Education Data Management Solutions*

**News Release**  
For Immediate Release

**STI, ALABAMA ASSOCIATION OF SCHOOL BOARDS AND FAIRBANKS LLC,  
PARTNER TO HELP SCHOOLS RECLAIM MILLIONS IN MEDICAID FUNDING**  
*STI data system enables districts to capture information needed for filing, reimbursement*

MOBILE, ALA. (March 22, 2006) – STI, the nation’s leading provider of education data management solutions for K-12 schools, has partnered with Fairbanks LLC and the Alabama Association of School Boards (AASB) to assist Alabama school systems in tracking special education services and facilitating the Medicaid billing process.

The Medicaid Direct Service Claiming program, made possible by the partnership, began in the summer of 2005 and is being rolled out across the state. As a result of this successful partnership, all Alabama school systems are now participating in the program. Collectively, the school systems may recoup an additional \$10-15 million annually in Medicaid reimbursements due to the implementation of this program.

Through the STI *Special Education Tracking System (SETS)*, used statewide in Alabama, school systems easily capture the data necessary for Medicaid reimbursement. Dramatically reducing the time and paperwork required at the school and district level to generate reports, the web-based data system enables districts to expedite and streamline claim filing and collection.

Fairbanks LLC, a Chicago-based company, provides consulting services to state and local governments and school systems throughout the country. The Fairbanks team has worked with Alabama school systems since 1999 and brings significant expertise in implementing and managing Medicaid reimbursement programs for health related services. Through this partnership, Fairbanks will work with the Alabama school systems to improve their revenue cycle, process the data from STI *SETS*, and work with AASB to file Medicaid Direct Service claims on behalf of participating school systems.

“The joint program is designed to minimize district involvement in the billing process, freeing up time in administrators’ hectic schedules to devote more energy to educational responsibilities, while maximizing their reimbursements,” said Rob Fiance, CEO of STI. “Money-strapped districts can supplement and enhance mandated special education services with the revenue they have recovered.”

School systems are entitled to federal Medicaid reimbursement for health-related services provided to Medicaid-eligible students with special needs under the Individuals with Disabilities Education Act. Schools provide a variety of covered Medicaid services to students including health-aide services, physical therapy, occupational therapy, speech-language pathology and audiology services, behavioral health services, and assessments and evaluations.

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The Individuals with Disabilities Education Act requires schools to prepare an Individualized Education Program for students with disabilities that details all of the special education and related services necessary to provide students with a free and appropriate education. Medicaid is a federal and state funded program intended to reimburse states for the cost of providing health care and health related services to low income and medically needy individuals and families. Prior to using STI *SETS* and the Direct Service Claiming program, special education providers were overwhelmed by the complex reporting requirements and stacks of paperwork required under state and federal laws to document the services provided to students.

“Our goal is to enable every school system to obtain all of the Medicaid reimbursement to which they are entitled while strictly adhering to the applicable regulations,” explained Lisa Carnes, principal of Fairbanks. “One of the benefits of this partnership is to enable school systems the ability to document all of their services for Medicaid reimbursement, while using this same data to properly document and maintain compliance with special education regulations.”

STI *SETS* allows educators to create and maintain Individualized Education Programs as well as track eligibility, referrals, health reports, evaluations, and academic skills in real-time. The special education data system integrates seamlessly with STI *Student Information System*, also used statewide in Alabama, to monitor student attendance and demographic information critical for state and federal reporting. Educators can enter information securely from school or home on the web-based system. For more information, visit [www.sti-k12.com](http://www.sti-k12.com) or phone 800-844-0884.

**About STI** – STI is a leading provider of *Education Data Management* solutions to the K-12 market. STI’s fully integrated suite of products addresses attendance, scheduling, special education, assessment, discipline, grade reporting, professional development, fund accounting, health, and parent/teacher communications. More than 6,000 schools in 28 states use STI solutions. The company was founded in 1982 and is headquartered in Mobile, Ala. For more information, phone 800-844-0884 or visit [www.sti-k12.com](http://www.sti-k12.com).

**About Fairbanks LLC** – Fairbanks LLC is a consulting firm that provides strategic, operational, and organizational consulting services to state and local government agencies, with particular focus on State Education and Medicaid agencies and local school districts. Fairbanks LLC assists government organizations to improve their revenue cycle and other business processes by employing best practices from both the public and private sector. The Fairbanks team has worked with over 2,300 school districts in 10 states in providing Medicaid reimbursement programs for health related services. For more information, phone 888-321-1224 or visit [www.fairbanksllc.com](http://www.fairbanksllc.com).

**About The Alabama Association of School Boards** – AASB serves the local school boards in Alabama, and currently represents 100% of the school systems across the state. Founded in 1949, AASB has grown in size and stature as a vocal advocate of local school boards. In 1955, the Alabama Legislature designated AASB as the “organization and representative agency of the members of the school boards of Alabama.” The act authorizes local boards to cooperate with the association, pay membership fees and reimburses board members for expenses incurred while participating in AASB programs. For more information, phone 334-277-9700 or visit [www.theaasb.org](http://www.theaasb.org).

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