



How to Make Money in NEMT

Description

Thinking about starting your own non-emergency medical transportation (NEMT) business? If you're a patient, hardworking person with top-notch communication skills, you'll excel in this field. In this post, we took a look at the basics of starting your own NEMT business, and how you can make money as an NEMT provider.

What Is NEMT?

Non-emergency medical transportation (NEMT) is a Medicaid benefit designed to provide safe, reliable, and convenient transportation to and from healthcare appointments. NEMT makes it possible for citizens to get to their hospital visits, doctor's appointments, and more on time without worry.

NEMT drivers often deal with handicapped and elderly passengers, so every vehicle is equipped with tools that provide comfortable rides for even the most vulnerable passengers. Drivers pick up passengers either at the curb, or they may help assist the passenger to the vehicle. During the trip, any needed care is provided, and after their appointment, they're safely transported back home. Public transport isn't an option for many NEMT passengers who can't drive themselves or ride alone, which means NEMT is absolutely crucial in today's society.

Medicaid covers the cost of an NEMT trip for beneficiaries, however, patients who aren't Medicaid beneficiaries can also receive a ride through private pay, or out-of-pocket pay.

Advantages of running an NEMT business

There are a number of advantages to running an NEMT business. We took a look at some of the biggest here:

NEMT is a profitable venture

You might be wondering, "how much do NEMT companies make?" The answer varies based on your company's location, how many trips you're doing, what types of trips you're doing, and more, but

services typically range from \$25 – \$60 per hour. If you're only doing Medicaid trips, you'll have to rely on your state's reimbursement rates to pay the bills, but if you're also conducting private pay trips, you have a better chance of making more money.

Demand will always be high

The US population continues to age, which means more people need help getting to and from their appointments every day. Many people reach a certain age and either have a physical condition that prevents them from being able to drive, or become uncomfortable with the idea of driving. NEMT solves this by providing transportation for those in these situations.

You're doing meaningful work

We all want a job that allows us to serve a greater purpose. NEMT gives you the opportunity to assist people who can't transport themselves by providing a ride to important medical appointments. Not only can you create meaningful bonds with passengers and feel good about the work you're doing, you'll also make good money doing it.

How to get your NEMT business started

The first thing you need to run your business is the right vehicle. Whether that's a car you already own or a wheelchair van, you need a reliable, insured vehicle before you hit the ground running.

Once you have your vehicle, it's time to make sure it's equipped with everything you might need during a trip—a wheelchair, gurney, walker, oxygen tank, and more are all good pieces of equipment to have on hand.

It's important to note that your vehicle must be compliant with the Americans with Disabilities Act (ADA) to be used for NEMT.

After you've started your business, have a solid group of passengers, and have at least five vehicles in your fleet, it's time to find NEMT software to automate your operations. NEMT routing software streamlines your overall workflow with seamless scheduling, real-time route adjustments, live dispatching, and error-free billing.

Reimbursement is easier than ever with NEMT dispatch software, since electronic claims are always paid before paper ones.

What type of insurance should you get?

Insurance is necessary before you hit the road, but that doesn't mean the process should be rushed. This is not the place to try to find the cheapest deal. You need coverage that will protect your drivers and your vehicles, so it's a good idea to explore multiple options before you decide on one.

Becoming an NEMT provider will afford you endless opportunities for success. If you want to help people and make money in the process, this is a good path for you. Follow the above tips to run a profitable business.

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