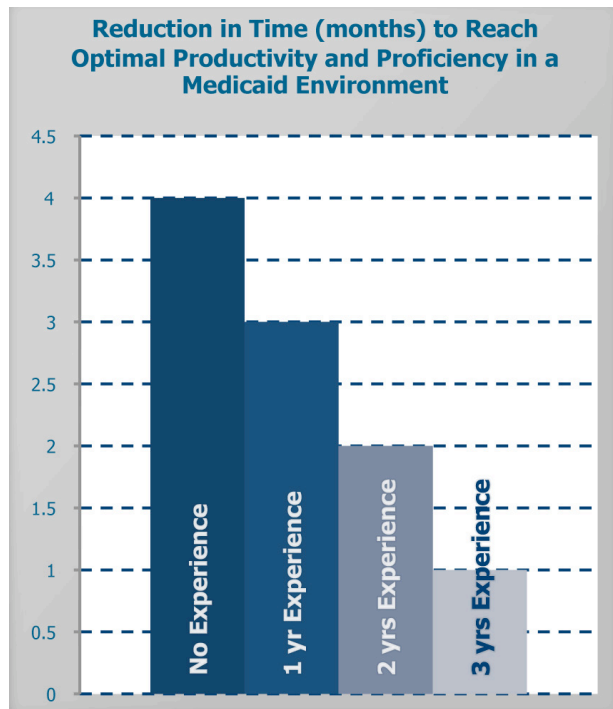


Q: How Does the MLC Save My Organization Money?

A: An MLC trained employee can attain optimal proficiency four months faster than those who do not receive training with the MLC.

The following chart shows how much quicker a new staff member, and other staff members with 1, 2, or 3 years of experience can attain optimal productivity and proficiency.



Q: What Kind of Return Can We Expect to See?

A: Depending on an individual's salary and their years of experience, the value of improved employee aptitude and comprehension provides as much as an 800% Return On Investment (ROI).

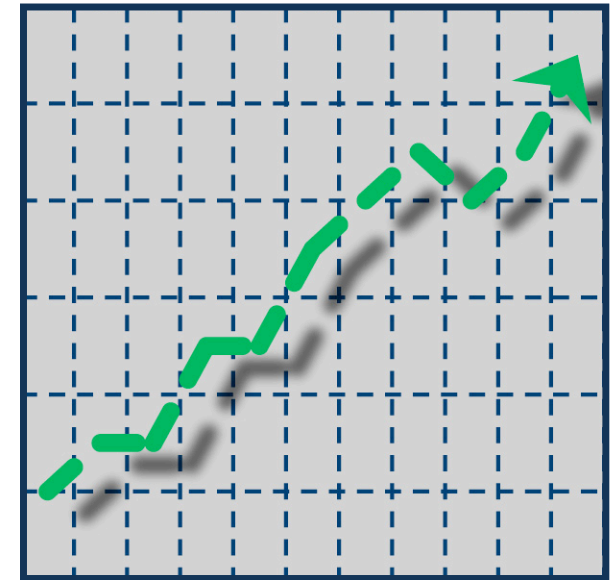


MLC
MEDICAID LEARNING CENTER

The Medicaid Learning Center (MLC) is a winning investment!



**Medicaid Training ...
Anytime,
Anywhere.**

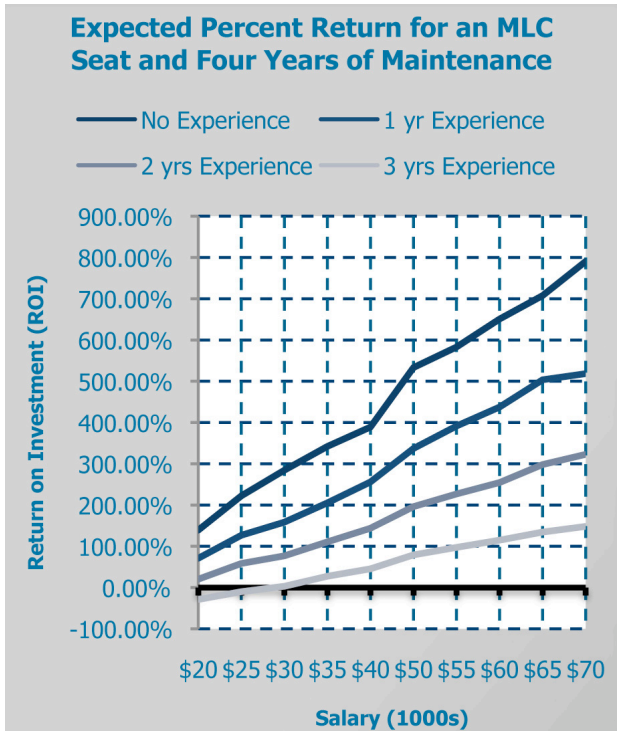


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Portland, ME 04104-1100
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Why? The MLC provides a powerful foundation of knowledge about the Medicaid program, Medicaid Information Technology Architecture (MITA), and Medicaid Health Information Technology (HIT) that aids staff in understanding the context of their day-to-day jobs.

www.MedicaidLearning.com

The following chart demonstrates that saving time means saving money. It shows the return on the cost of the MLC courseware and maintenance for staff with varying degrees of experience, and at various salaries. For example, your organization can achieve a positive ROI more than five times greater than the cost of the MLC courseware for a new staff member making \$50,000 (over a five year period).



Notes: Benefits beyond this analysis include:

MLC students with more than 3+ years of experience have reported similar benefits to those with fewer years of experience.

Improved staff performance when changing or expanding job roles.

Even executive level employees benefit enough that training pays for itself over time.

In addition to the MLC curriculum, ongoing Medicaid News & Information is available through the Medicaid Knowledge Center and Medicaid Dictionary.

More Information and Supporting Stats

We used information from studies in cognitive psychology and economics to estimate a learning curve with and without the MLC. The result was then used to prorate salary to the amount of time saved.

In our studies we assume that employees can attain optimal productivity within their own local Medicaid environment without utilizing training similar to the MLC. Should this assumption be incorrect, and an individual cannot attain optimal proficiency without such training, then the return on investment from the MLC would be even higher than that stated herein.

Lastly, the effect on co-worker productivity should be taken into consideration; untrained or improperly trained staff take an inordinate amount of time from others within an organization as they attempt to attain reasonable levels of productivity and proficiency, this in turn takes time away from others and creates the need for higher staffing levels. Such efficiencies in co-worker interaction would again add to the return on investment from the MLC shown herein.

Virtual Classroom courses (VCs):

HIT and Medicaid	
HIT-101: Introduction to HIT	2 Hours
HIT-102: EHR and HIE Essentials	1.5 Hours
HIT-103: ARRA & Medicaid	1.5 Hours
HIT-104: Medicaid EHR Provider Incentive Program	1 Hour

MITA Learning Module	
MLM-101: Introduction to MITA	2 Hours
MLM-102: MITA State Self Assessment	1.5 Hours
MLM-103: The MITA Ratzel (Puzzle)	2 Hours
MLM-104: Standards and MITA	1.5 Hours

MLC Basics Module	
MLM-000: Reference Guide/Users Manual	1 Hour
MBM-101: Medicaid, The Early Years	1.5 Hours
MBM-102: Rules, Regulations, and Laws	2 Hours
MBM-103: Medicaid Funding Basics	1.5 Hours
MBM-104: The Language of Medicaid	1 Hour
MBM-105: Acronyms and Other FYI	1.5 Hours
MBM-106: Terms to Know	1.5 Hours
MBM-120: People Groups	1 Hour
MBM-121: Access to Assistance	1 Hour
MBM-122: Programs (Standard, Optional, and Waiver)	1 Hour
MBM-130: The Not So Basic Organizational Chart	1 Hour
MBM-131: Supporting Organizations and Sister Agencies	1 Hour
MBM-140: State Only vs. State/ Vendor Models	1.5 Hours
MBM-141: Fee-For-Service (FFS) & Managed Care	1 Hour
MBM-150: Medicaid Supporting Systems	1.5 Hours
MBM-151: The MMIS Re-Procurement Lifecycle	1.5 Hours
MBM-160: Customer Service	1 Hour
MBM-161: Vendor Value Add	1.5 Hours
MLM-101: Introduction to MITA	2 Hours

Virtual Classroom (VC) is an online, web-based classroom.