Medicaid Payment Rates for Indiana CHWs

*Updated on 6/14/-2025*

**INDIANA HEALTH COVERAGE PROGRAMS BT201826 MAY 31, 2018**

**Billing for CHW services**

IHCP billing providers can submit claims for employed Community Health Workers (CHWs) who are under the supervision of one of the provider types mentioned previously in this bulletin. The following procedure codes will be covered for billing CHW services:

* 98960 – Self-management education & training, face-to-face, 1 patient
* 98961 – Self-management education & training, face-to-face, 2–4 patients
* 98962 – Self-management education & training, face-to-face, 5–8 patients

**Resource-Based Relative Value Scale**: It’s the system that Medicare—and many state Medicaid programs, like Indiana’s—use to determine how much to pay healthcare providers for services. RBRVS formula per participant/session.

1. **Based on RBRVS (Resource-Based Relative Value Scale)**

The IHCP prices these services at **50% of the Medicare RBRVS amount**, using a conversion factor of **$26.8671**

<https://www.in.gov/medicaid/providers/files/modules/medical-practitioner-reimbursement.pdf?utm_source=chatgpt.com>

This applies to **all three codes** (individual and group formats).

1. **Approximate Hourly Equivalent**  
   A recent analysis shows that **individual services (98960)** are effectively reimbursed at approximately **$53.12 per hour**.

Breaking that down:

* One 30‑minute unit = ~$26.56
* Two units (1 hour) = ~$53.12

Group education codes (98961, 98962) follow the same 50% **RBRVS**

**Why You See “N/A”**

When you see "N/A" on the Fee Schedule, that typically indicates the service is **covered but not listed with a static flat payment**—rather, it’s **priced dynamically via the RBRVS formula**

**Updated IHCP Schedule:**

<https://provider.indianamedicaid.com/ihcp/Publications/MaxFee/fee_home.asp#OutpatientFeeSchedule>

**Summary Table**

| **CPT Code** | **Description** | **Payment Method** | **Approx. Per Unit** | **Approx. Per Hour** |
| --- | --- | --- | --- | --- |
| 98960 | 1-on-1 education (30 min) | 50% RBRVS | ~$26.56 | ~$53.12 |
| 98961 | Group (2–4 patients, 30 min each) | 50% RBRVS | ~$26.56/person | ~$53.12/person |
| 98962 | Group (5–8 patients, 30 min each) | 50% RBRVS | ~$26.56/person | ~$53.12/person |

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