

CROSS-STATE FUNDING COMPARISONS

From Funding Programs to Financing Programs

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■ Adoption Is Real — But Uneven



43

EMS agencies



91

prehospital locations



17

active states



33

states with hospital
customer footprint

KEY MESSAGE

Adoption is no longer the only obstacle; scale and sustainability are the challenge.

■ Start With Alignment

Why alignment matters

A shared foundation lets states, agencies, and payers move in the same direction. Without it, every program restarts from scratch — negotiating the same definitions, priorities, and expectations again and again.

What alignment enables



Common language



Common policy priorities



National consistency



Reduced confusion

Bottom line: Alignment is necessary, but not sufficient.

■ Recognition Before Reimbursement

🕒 Before ALS2 recognition

- No standardized recognition of prehospital blood transfusion
- No coding pathway to capture it
- Limited visibility or ability to measure

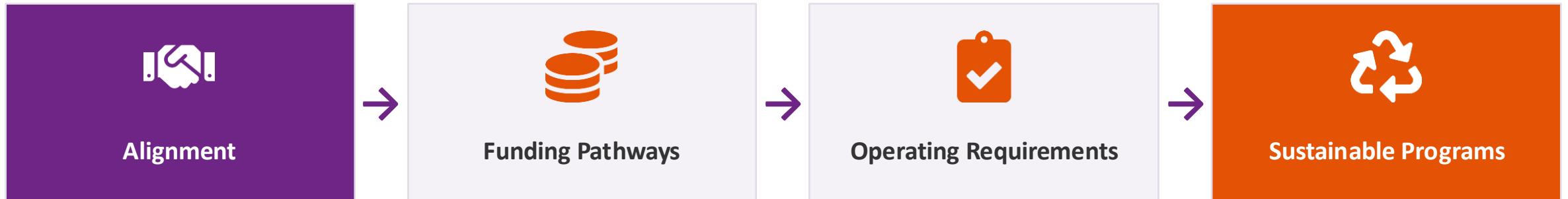


✅ After ALS2 recognition

- CMS added prehospital blood transfusion to ALS2
- Recognition created a coding pathway
- Enabled visibility and measurement
- Laid the groundwork for future reimbursement discussion

Key message: The value was recognition — not a direct blood-product payment.

■ Funding Pathways → Sustainable Programs



Funding pathways

- States
- Federal grants
- Health systems
- Foundations
- Agency investment
- Reimbursement

Operating requirements

- Product
- Cold chain
- Training
- Quality
- Data
- Stewardship

■ Funding Spectrum Examples

PATHWAY	EXAMPLE
State funding	Texas
Federal grants	Montana
Public grant programs	North Dakota/Minnesota
Foundation support	Colorado
Municipal/Agency investment	City of Pittsburgh
Reimbursement	TRICARE demonstration

KEY MESSAGE

The market is using
multiple pathways,
not one model.

■ TRICARE Changes the Conversation



Effective January 1, 2027

Five-year demonstration through December 31, 2031

5-YR

- Tests a separate ambulance add-on reimbursement
- Applies to medically necessary prehospital blood transfusion

Evaluates



Outcomes



Access



Network adequacy



Cost



Feasibility

■ The Future Is a Funding Portfolio



Grants launch programs



Foundations accelerate programs



Health systems support programs



States scale programs



Reimbursement sustains programs

CLOSING MESSAGE

The next phase is aligning multiple funding pathways into a sustainable financing strategy.