Local Health Departments

Preparing for Medicaid Managed Care

Medicaid Managed Care Update

December 20, 2017
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December 20\textsuperscript{th}'s Medicaid Managed Care Update

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Medicaid Reform Timeline

**Transformational Impact on the State and the Safety-Net**

**1. Period of Self-Determination**
- **May 2017** – Public Input Sought
  - Listening Sessions Held Across the State
  - Written Responses Accepted
- **Spring 2018**
- **Fall 2018**
- **July 1, 2019**

**2. Essential Provider Protections**
- **May 2017** – Public Input Sought
  - Proposed Program Design White Paper
  - Written Responses Accepted
- **RFA release (~March 2018)**

**3. Final Offers**
- **Sept 2017** – Public Input Sought
  - Proposed Program Design White Paper
  - Written Responses Accepted
- **MCO/PLE Network Development and Provider Adequacy Efforts**

**Request for Information (RFI)**
- Prospective PHPs to respond
- Comments provided 12/15

*December 11th – MCO Industry Day*

**Managed Medicaid Enrollment Processes**
- **MCO/PLE Finalizing Contracts**
- **Written RFP responses due**
- **MCO/PLE Selection Process**

**PRESENTLY**
- Period of Self-Determination
Medicaid Health Service Revenue Sources

*Mapping Today’s Medicaid Revenue Streams*

**How you get paid** is expected to change during the planned Medicaid Transformation; however, the goal is for total combined existing Medicaid revenues to remain constant and/or at the very minimum predictable.

1. **Medicaid FFS Revenue**: FFS patient revenue either increase or decrease under Medicaid reform

2. **PMPM Case Management**: PMPM amounts either increase or decrease under Medicaid reform

3. **Cost Settlement**: LHD settlement dollars either increase or decrease under Medicaid reform
MCO Presentations Varied

We’re not picking winners and losers; we’re getting educated about our partners

1. Five Health Plans participated via equal time and equal access

2. LHDs were able to engage MCOs directly via Q&A in the general sessions and afterwards one-on-one

3. Great example of what the benefits of collective action look like!!!
MCO Industry Day Recap

MCO Representatives are additional resources for LHDs

1. MCOs offered to come out and help you brief your staff/county leaders

2. The more they interact with us the better they understand us

3. Take them up on their offer, schedule a visit, and invite them to speak to several constituent groups in varied settings

Carolina Complete Health:
- Lynne Testa - Senior Contract Negotiator
- Vanessa Adams - Director, Contracting and Network Development
- Franklin Walker - VP, Rural Health Systems Innovation and Executive Director, Community Practitioner Program at the North Carolina Medical Society Foundation

Molina Health Care:
- Kimberly Coad-Ascue - Associate Vice President, Network Management Operations
- Amy Acker Brunt - Chief Operations Officer

NC Provider Owned Plans:
- Lisa Farrell - President and CEO
- Mari Spaulding-Bynon - Executive Director Care Management Systems and Supports, Presbyterian-Fluent Health

United Healthcare:
- Lisa Cogburn - Contract Manager
- Lynda Stanonis – Contract Manager
- Marty Warunek - Contract Manager
- Theresa Powell - Contract Manager
- Marian Hawkins – Provider Relations Representative
- Mindy Russell - Provider Relations Representative
- Taja Mahaffey - UHG Children’s Foundation
- Claudia Amaya - Director of DSNP
- Mahogany Graham - DSNP Community Outreach Representative
- Corinna Miller – Community Relations Manager

WellCare Health Plans:
- Mardy Peal - Director, Business Development
- Mark Ordeman - Director, Hospital Contracting
- Amit – Care Management
Helping Patients Find Value

Medicaid Patient Volumes will likely be uneven

How do LHDs help the people we serve to select the health plans that are best for them, easiest for us to work with, understand LHD patients the best, etc.?

State FFS
1 – MCO
2 - MCO
3 - MCO
1 - PLE
2 - PLE

Beneficiaries Have Made Their Choices
and
We see the impact in our Day-to-day Operations

Enrollment Broker

Marketing Activities

Should we just sit back and expect an equal distribution or do we actively help determine the winners?