



NCALHD

North Carolina Association
of Local Health Directors

Local Health Departments *Preparing for Medicaid Managed Care*

Medicaid Managed Care Update

December 20, 2017

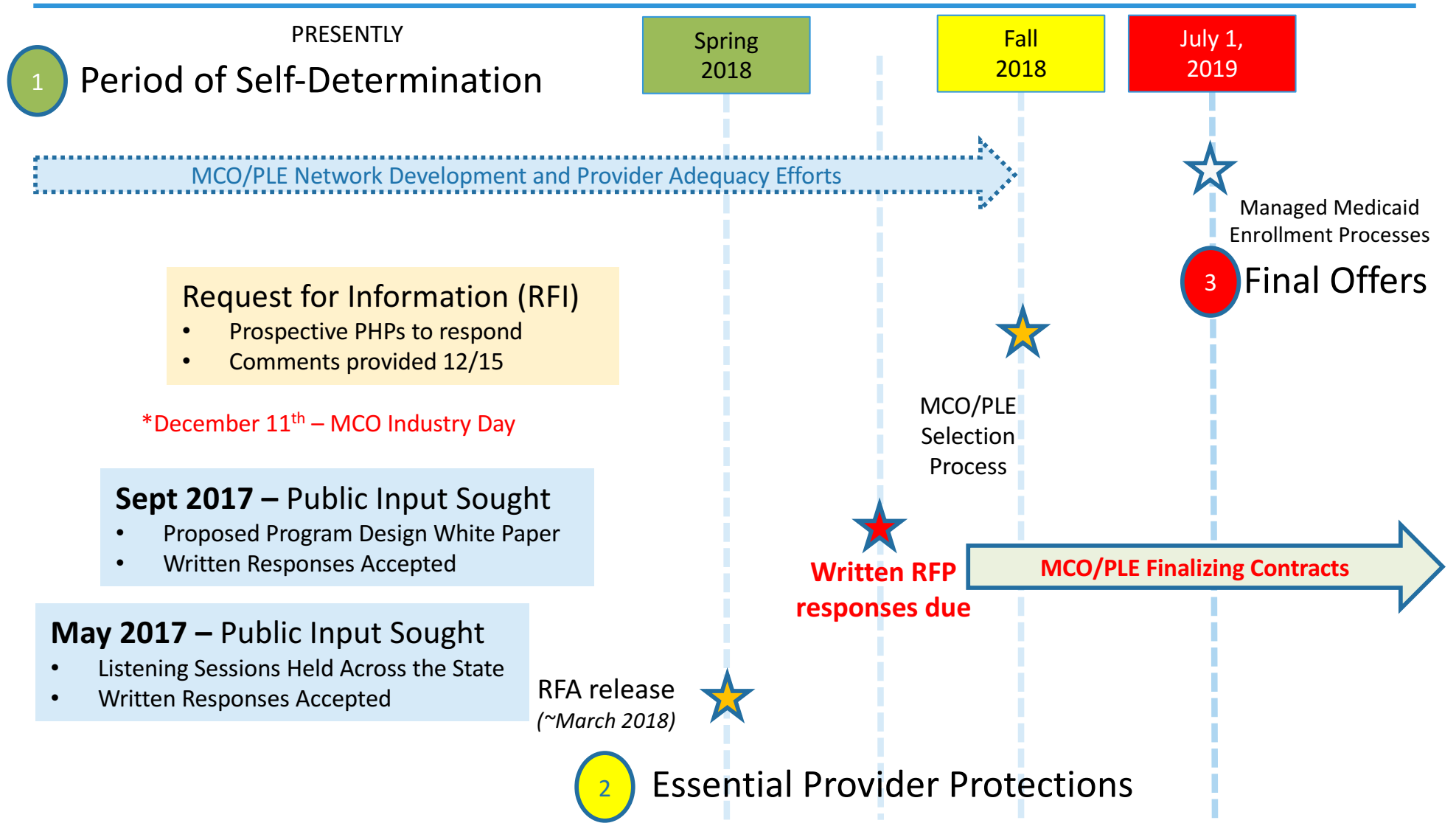
Table of Contents

December 20th's Medicaid Managed Care Update

1. Review: The Timeline Page 3
2. Review: Medicaid Revenue Sources Page 4
3. MCO Industry Day Recap Page 5
4. Next Step with MCOs Page 6
5. Playing the Long Game Page 7

Medicaid Reform Timeline

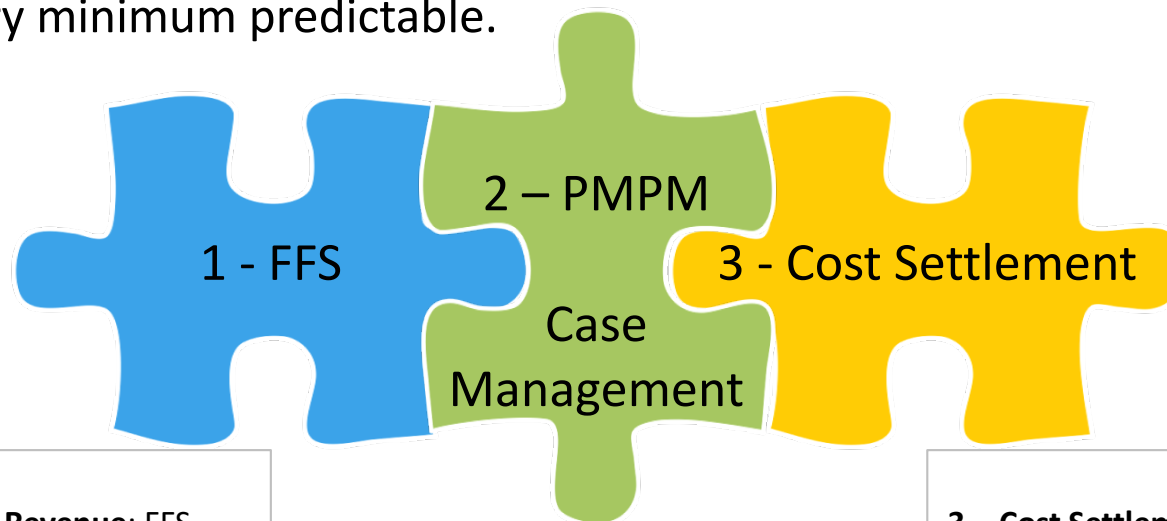
Transformational Impact on the State and the Safety-Net



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

NCALHD/MCO Industry Day
December 11, 2017
Grandover, Greensboro, NC

AGENDA:

8:15am	Registration Opens
9:00am	Welcome / Opening Remarks
9:30am-9:45am	Carolina Complete Health (CCH) – Main Room Presentation
9:45am-10:00am	<i>10 MINUTE BREAK; please be back in your seats promptly</i>
10:00am-10:45am	Molina Healthcare – Main Room Presentation
10:45am-11:00am	<i>10 MINUTE BREAK</i>
11:00am-11:45am	NC Provider Owned Plans (NCPOP) – Main Room Presentation
11:45am-1:00pm	<i>LUNCH (adjourn to separate room)</i> LHDs are encouraged to meet one-on-one with MCO representatives
1:00pm-1:45pm	United HealthCare – Main Room Presentation
1:45pm-2:00pm	<i>10 MINUTE BREAK</i>
2:00pm-2:45pm	WellCare Health Plans – Main Room Presentation
2:45pm-3:00pm	<i>10 MINUTE BREAK</i>
3:00pm-3:30pm	Closing Remarks
3:30pm - TBD	LHDs are encouraged to visit with MCO representatives in their spaces

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

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

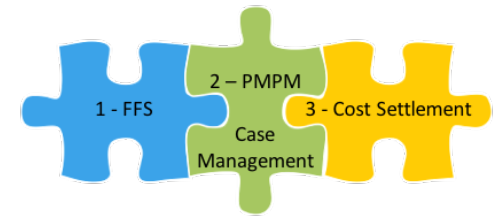
WellCare Health Plans:

- Mardy Peal - Director, Business Development
- Mark Ordeman - Director, Hospital Contracting
- Amit – Care Management

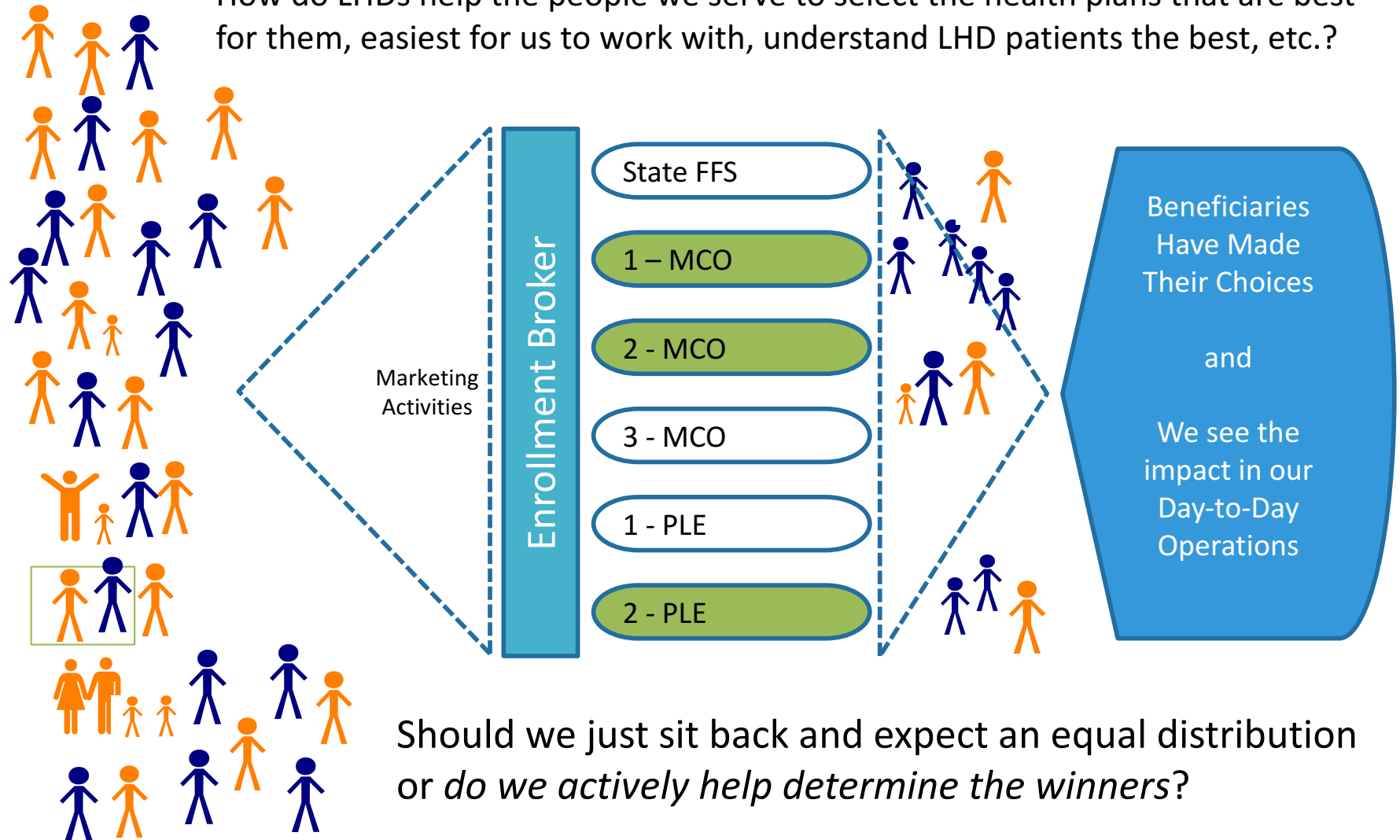
1. MCOs offered to come out and help you brief your staff/county leaders
2. **The more they interact with us the better they understand us**
3. Take them up on their offer, schedule a visit, and invite them to speak to several constituent groups in varied settings

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.?



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