Taking the Mystery Out of Managed Care Contracting

New York State Health Facilities Association
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Story of the Diligent Nursing Home

- Contract for care it cannot provide
- Contracts with low rates or NO rate
- Contracts with 3rd party negotiators
- Contracts it does not understand
- Contracts that were signed out of fear of being “left behind”
Diligent Nursing Home Plan

- Know what’s on horizon: BIG Picture
- Educate self and staff: Terminology
- Look at Backyard: Market Conditions
- Understand and Take Action: Negotiate

Look at the Horizon: BIG Picture

- Medicaid: Care Management for All:
  - Goal - Most Medicaid enrollees served in care management by April 2016
    - Enrollment increases from 77% to 95%
    - FFS drops to 4%
    - Additional $24 billion in annual spending shifted (Total $45B)
    - Includes plans for all but a handful of benefits and populations to be included
Look at the Horizon: BIG Picture

- Medicare:
  - $700 billion in cuts to Medicare over 10 years impact all Providers:
    - Hospitals
    - Nursing Homes
    - Home Health
    - Physicians
    - Medicare Advantage Plans

Strategies offered: ACOs, Bundling, Integrated Demonstrations, Health Homes- all require increased care management

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Look at the Horizon: BIG Picture

- Medicare/Medicaid Integration:
  - Fully Integrated Duals Advantage (FIDA):
    - By December 1, 2014 FIDA Plans required to develop a plan for fully integrated payment system for providers that are NOT traditional FFS but alternative such as pay for performance or bundled payments
    - By January 2015 FIDA Plans required to implement payment changes
Educate Yourself and Staff: Terminology

**Partially Capitated Managed LTC (MLTC):**
Medicaid benefit package is long term care and ancillary services including home care, unlimited nursing home care.

**Program of All-Inclusive Care for the Elderly (PACE):**
Medicare and Medicaid benefit packages include all medically necessary services – primary, acute and long term care.

**Medicaid Advantage Plus (MAP):**
Medicare and Medicaid benefit packages include primary, acute and long term care services (excludes some specialized mental health services).

**Fully Integrated Duals Advantage (FIDA):**
Medicare and Medicaid benefit packages include all primary, acute, long term care – including behavioral health – Federal Demonstration – limited to Downstate.

**Medicare Advantage Plans (MA):**
Medicare benefit package includes all Medicare services.

**Mainstream Medicaid Plans (MMC):**
Medicaid benefit package includes all primary, acute, expanding long term care services and most behavioral health.
Educate Yourself and Staff: Terminology

- Population vs. Benefit
- Excluded vs. Exempt Populations
- Mandatory vs. Voluntary vs. Passive Enrollment
- Models of Care
- Covered services and Care Management
- Enrollment Broker – New York Medicaid Choice
- Transition and Continuity of Care
- Consumer Rights

Look at Backyard: Market Conditions

- Population Demographics – what are the specifics (65+, Medicare, Medicaid, Duals)
- Plan Availability – know difference between network development and enrollment approval – by Plan type
- Competition – occupancy; bed size and specialties
Look at Backyard: Market Conditions

- MLTC plans across 32 counties Upstate. Downstate/NYC has 31+
- Next set of mandatory counties: Erie, Monroe, Onondaga, Albany
- MLTC expansion:
  - National health insurer
  - Provider sponsor to serve selected Upstate counties
  - Article 44 plans seeking to add MLTC as a new business line
  - 4 MLTCs seeking additional Upstate service expansion
  - 4 NYC based MLTCs seeking to expand Upstate

List of Plans under review for participation in FIDA Plans:

- Aetna
- Agewell
- AlphaCare
- Amerigroup
- Amida
- Catholic Managed Long Term Care, Inc. (Archcare)
- Centerlight
- Centers Plan for Healthy Living
- Elderplan (Hometrat)
- Elderserve
- Fidelis Care of NY (NYS Catholic Health Plan)
- GuildNet
- Healthfirst (Managed Health, Inc.)
- HHH Choices
- HIP
- Independence Care Systems
- Integra
- MetroPlus
- Montefiore
- North Shore LIJ Health Plan, Inc.
- Senior Whole Health
- United Healthcare
- VillageCare MAX
- VNYSNY Choice
- Wellcare
Look at Backyard: Market Conditions

- New York is one of 13 states where the MA penetration rate exceeds 30 percent; and
- Over 900,000 New Yorkers are enrolled in MA plans;
- Even in counties like Livingston, Ontario and Genesee, more than 50 percent of Medicare-eligible beneficiaries are enrolled in MA plans.


- Who is contract with: IPA, BHO, Plan?
- Type of Plan(s)
- Claims Processing
- Scope of Services

- Definition of Benefit/Covered Service
- Expertise – clinical and specialty beds
- Rates and Payment Terms
- Your Obligations (Policies):
  - Reporting – Utilization/Quality
  - Recordkeeping
  - Credentialing
  - Legal Compliance

Understand and Take Action: Negotiate

- Relationships with Referral Sources – who are your friends?
- Quality Standing / Accreditation – where are you?
- Expertise – what is yours?
- Occupancy – what do you have available?
- Staffing – specialists? hospital stays?
- IT – what can you do now and what do you need?
- Back Office Capacity – multiple payors and cash flow
Questions?
Need specific assistance?

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