

# An Introduction To Managed Care in Pennsylvania

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**XtraGlobe**x** Inc.**  
Strategic Business Development

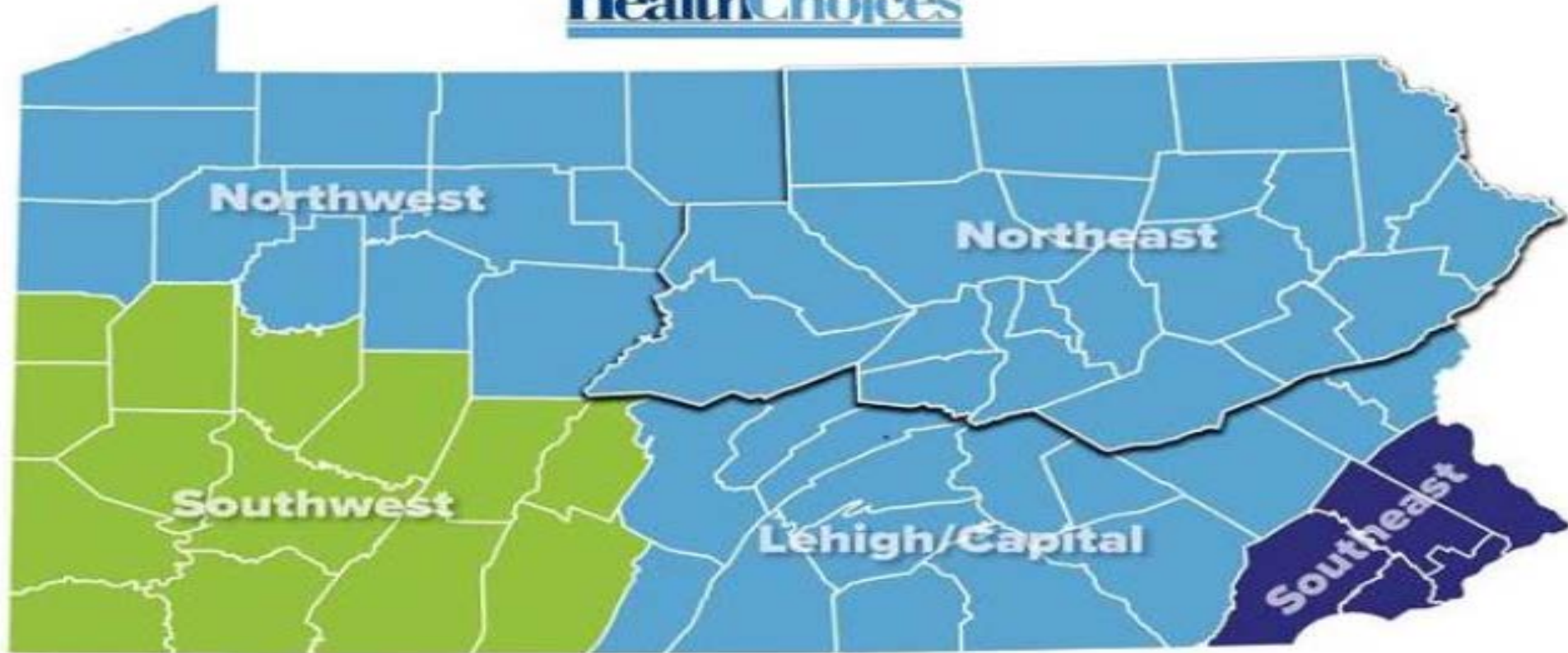
# Creating Your Exceptional and Sustainable Competitive Advantage

XtraGlobex is a consulting firm that provides strategy, analytics and communications services to organizations specializing in healthcare, community-based and professional organizations serving the Medicare and Medicaid populations and Long Term Services and Supports. We work with our clients to create exceptional and sustainable competitive advantage, turning existing challenges into positive solutions and future hurdles into launchpads for growth.

# Where is Pennsylvania with Managed Care?

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- Physical Health and Behavioral Health are already in Managed Care
- Roll out of Community HealthChoices in the Southwest is underway..... SE PA Jan 2018
  
- Dept Sec Nancy Thaler Presentation in Sept indicate that its coming for IDD
- Administration seems committed to Value Based Purchasing



● PHASE 1 JANUARY 2018 ● PHASE 2 JULY 2018 ● PHASE 3 JANUARY 2019

9/28/2017

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- **Arizona** – 1115 State DD Agency is the MCO
- **Kansas** – 1915(b)(c) Private MCOs
- **Iowa** – 1915(b)(c) Private MCOs
- **Michigan** – 1915(b)(c) Public MCOs
- **North Carolina** – 1915(b)(c) Public MCOs
- **Wisconsin** – 1915(b)(c) Private and public MCOs

## Factors to Consider with the ID/Autism Pop – Penna.

- Eligible participants – 200,000
- Enrolled participants – 55,000 people statewide
  - 18,000 fully served
  - 37,000 underserved
- Waiting lists of 16,000 people
- Low utilization of hospitals and institutions – no cost savings
  - 850 in public ICF/IDs; 1,000 in large private ICF/IDs
- Can we afford managed care?

9/28/2017

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# Pennsylvania Developments

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Movement from County-based funding and management to Administrative Entity (AE) allocations

Movement from program funding with cost settlement to payment direct from Treasury through rates

Supports Coordination required to become conflict-free; AE does eligibility, fiscal and program oversight, referrals, and waiting list management

Two years of cost-based rates with revenue reconciliation; residential rates defined by size of home

Cost-based residential rates through 12/31/17; Provider Settlement Agreement defines rate calculation

Migration of all rates to fee schedule completed as of 1/1/18

- Residential rates defined by size of home, participant acuity, and participation in day activities
- New services and expectations added in place of pre-vocational and day program

# Getting Ready for Managed Care

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## Understanding

- Processes
- Infrastructure
- Costs

## Quality Measurement and Improvement

## Leadership



# XtraGlobex I/DD HCBS Managed Care Readiness

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Customized for your organization

A team of experienced subject matter experts

Access to a wide range of proprietary data sources

Focused and Time Limited

Fixed Cost

# Targeted and Specific Deliverables

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*Phase 1: **Managed Care 101*** education on site, customized for your agency to **orient your staff to potential changes ahead and provide an overview of the new shape of service delivery which could impact your business.**

*Phase 2: **Conduct a Capacity and Needs Assessment*** – evaluating your plans, objectives, programs, IT, HR, board support, quality, regional resources, organizational structure, and the competitive landscape.

*Phase 3: **Management Presentation of Findings*** to leave you with a **laser-focused image of your preparedness for operating under any managed care model** to help you choose your best path forward.

# A Team of SME's

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Joan Martin



Alissa Halperin



Terri Bowes



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# Onward!

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