

# Alabama Integrated Provider System (IPS) Application Overview

May 10, 2016



# Agenda

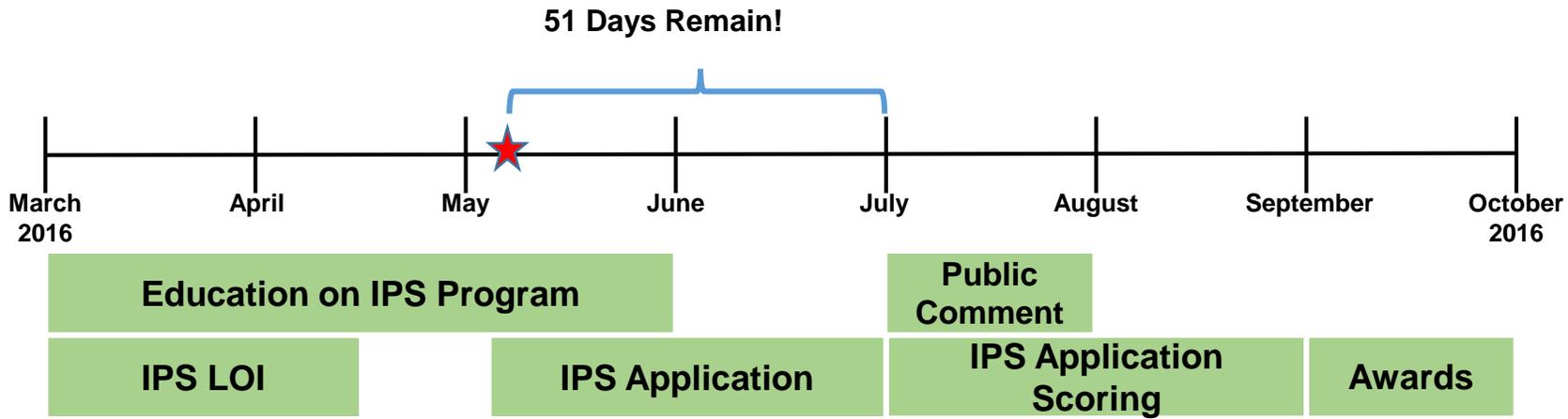
- Process and Timeline
- Letter of Intent (LOI) Submissions
- IPS Project Guidance
- RCO and Provider Roles in IPS Application Development Process
- Funding and Payments
- Application Materials
- Appeals/Reconsideration Process
- Next Steps

# Process and Timeline

## Key Dates:

- May 5, 2016: Draft IPS Protocols and Application Posted on AMA's IPS Webpage
- July 1, 2016: IPS Applications Due from RCOs
- July 2016: IPS Applications Posted on AMA's IPS Webpage for Public Comment
- July – August 2016: IPS Application Scoring
- September 2016: Anticipated Award Announcements

## IPS Timeline



# LOI Submissions – Summary

## LOI Summary

| LOI Submission Summary |            |  |                     | Funding Limits                   |                         |
|------------------------|------------|--|---------------------|----------------------------------|-------------------------|
| Region                 | # of LOIs  | Total IPS Funding Request <sup>(1)</sup> | Average             | Available Funding <sup>(2)</sup> | Difference              |
| A                      | 150        | \$ 528,584,459                           | \$ 3,523,896        | \$ 48,943,000                    | \$ 479,641,459          |
| B                      | 151        | \$ 507,212,819                           | \$ 3,359,025        | \$ 90,045,000                    | \$ 417,167,819          |
| C                      | 91         | \$ 276,726,263                           | \$ 3,040,948        | \$ 24,948,000                    | \$ 251,778,263          |
| D                      | 126        | \$ 341,401,110                           | \$ 2,709,533        | \$ 69,971,000                    | \$ 271,430,110          |
| E                      | 122        | \$ 307,292,948                           | \$ 2,518,795        | \$ 44,218,000                    | \$ 263,074,948          |
| <b>Total</b>           | <b>640</b> | <b>\$ 1,961,217,598</b>                  | <b>\$ 3,064,402</b> | <b>\$ 278,125,000</b>            | <b>\$ 1,683,092,598</b> |

(1) These amounts are estimates and may include duplicative projects across RCOs/regions.

(2) The total available IPS funding (\$278MM) was allocated across the RCO regions based on the estimated number of Medicaid beneficiaries. The funding allocation by region is subject to change at the Agency's discretion.

# LOI Submissions – Top 10

## Top 10 Most Common Project Areas Proposed by LOIs

| #  | Project Type                    | # of LOIs | Total Funding Requested | % of Total Funding |
|----|---------------------------------|-----------|-------------------------|--------------------|
| 1  | Capital Construction/Renovation | 100       | \$ 378,245,523          | 19%                |
| 2  | Improve Access to Care          | 58        | \$ 150,731,251          | 8%                 |
| 3  | Care Coordination               | 57        | \$ 205,793,155          | 10%                |
| 4  | Hire Physicians                 | 43        | \$ 31,916,211           | 2%                 |
| 5  | Hire Non-Physician Staff        | 39        | \$ 51,214,111           | 3%                 |
| 6  | Telehealth                      | 39        | \$ 68,764,753           | 4%                 |
| 7  | Prenatal/Postnatal Project      | 34        | \$ 68,389,700           | 3%                 |
| 8  | HIT                             | 32        | \$ 96,546,925           | 5%                 |
| 9  | Behavioral Health               | 26        | \$ 91,988,253           | 5%                 |
| 10 | Transportation                  | 26        | \$ 84,581,680           | 4%                 |

# IPS Project Guidance – Overview\*\*

- The IPS program’s focus is on the implementation of projects that will produce direct, sustainable clinical improvements in the RCO program objective areas
- AMA will not approve duplicative projects in an RCO Region and encourages providers to work together when developing IPS applications instead of having multiple applications for similar topics
- When developing IPS applications, providers should only select one RCO that will implement their project in a particular region
  - The IPS project may include Medicaid-eligible beneficiaries enrolled in other RCOs within the same region so long as the participating providers have a contract with those RCOs at the time of IPS funding

\*\* See “IPS Guidance” document for more information



# IPS Project Guidance – LOI Concerns and Guidance

| Project   | Duplicate RCO/AMA Service | Must be tied to Clinical Improvement | Does Not Meet IPS Objectives |
|---|---------------------------|--------------------------------------|------------------------------|
| Care Coordination Services  | ✗                         |                                      |                              |
| Existing Covered Services (e.g., family planning case management services, prosthetics/orthotics)             | ✗                         |                                      |                              |
| Development of Call Centers   | ✗                         |                                      |                              |
| Non-Emergency Transportation (NET)  | ✗                         |                                      |                              |
| Electronic Health Records and Health Information Exchange   | ✗                         |                                      |                              |
| Software  | ✗                         | ✗                                    |                              |
| Medical Equipment (e.g., ultrasounds, monitors, CT scanners)  |                           | ✗                                    |                              |
| Beneficiary Incentives  |                           | ✗                                    |                              |
| Medical Supplies and Services not Covered by AMA (e.g., durable medical equipment, drugs, specialty services) |                           |                                      | ✗                            |
| Salaries for Providers who will Provide Billable Medicaid Services  |                           |                                      | ✗                            |
| School-Based Services   |                           |                                      | ✗                            |

## ➤ **Additional guidance for other projects:**

- *Construction/Renovation* - While IPS funding may be awarded for these types of projects, the focus of the IPS program is on clinical improvements
- *Projects Impacting a Small Number of Medicaid Beneficiaries and Costs*
  - As AMA has limited IPS funding, applicants must make a good case for how a project impacts a large number of beneficiaries and/or the total cost of care
- *Telehealth* - Projects must be coordinated across RCO Regions and the State so as not to duplicate technology and must demonstrate sustainability
- “Other providers” must meet the following requirements:
  - A Medicaid-certified provider
  - A contracted RCO provider at the time an IPS award is made
  - Project is able to demonstrate how the participating provider meets the IPS program objectives

# RCO and Provider Roles in IPS Application Development Process

- **The development of the IPS application is a shared responsibility between the sponsoring RCO and participating providers**

| Participating Provider Responsibilities  | RCO Responsibilities   |
|--|--|
| <ul style="list-style-type: none"> <li>• Select only one sponsoring RCO that will implement the proposed IPS project within a particular region</li> </ul>   | <ul style="list-style-type: none"> <li>• Work with participating providers in developing IPS applications</li> </ul>   |
| <ul style="list-style-type: none"> <li>• Develop and submit an IPS application to the sponsoring RCO based on the deadlines and requirements established by the sponsoring RCO. Each RCO may have different deadlines and requirements regarding which IPS application sections must be completed prior to the RCO's review</li> </ul> | <ul style="list-style-type: none"> <li>• Submit IPS applications to AMA for review and scoring. An RCO must prioritize the IPS applications that it submits to AMA so that the IPS applications' maximum project awards do not sum to more than the total maximum available funding in the RCO's region</li> </ul> |

# Funding and Payments

## Example – IPS Project Funding

| IPS Project Costs and Award Calculation       |              |
|---|--------------|
| Project Costs Included in the IPS Application | \$10,000,000 |
| Max Project Award (Max 90% of Project Costs)  | \$9,000,000  |
| RCO/Provider Contributed Funding              | \$1,000,000  |

## Funding Restrictions per the Special Terms and Conditions (STCs)

**Maximum IPS Award (STC 85)**- The maximum IPS award will cover no more than 90 percent of the approved IPS budget up to a maximum of \$20 million

**RCO/Provider Contributions (STC 85)** - The RCO and/or participating provider(s) will contribute the remaining funds or resources to implement the IPS work plan/project

**RCO Administrative Expenses (STC 87)** - RCOs may retain no more than 10 percent of the total award for administering and monitoring the IPS work plan/project



| Distribution of Project Award by the RCO                            |             |
|---|-------------|
| RCO Retention Related to Administrative Expenses (Max 10% of Award) | \$900,000   |
| Payments to Providers   | \$8,100,000 |

# Application Materials: IPS Protocols

- In accordance with CMS's STC requirement 88, the IPS protocols provide a detailed outline of the IPS program
- Includes exhibits that support the IPS program and application process:
  - Exhibit B-1: IPS Application
  - Exhibit B-2: Participating Providers Letter of Commitment
  - Exhibit B-3: RCO Quality Measures by RCO Program Objective
  - Exhibit B-4: Transition Pool Terms
  - Exhibit B-5: Rule 560-x-62.08 (Conflict Of Interest Policy for Directors and Officers of Regional Care Organizations)
  - Exhibit B-6: Rule 560-X-62-.27 (Integrated Provider System Application Selection Process)

# Application Materials: Exhibit B.1: IPS Application Overview

- Walk-through of the IPS application and the participating providers letter of commitment
- **Applications that fail to meet these requirements will not be reviewed:**

| IPS Application Checklist   |  |
|---|--|
|    | • AMA webinars must be viewed by the RCO and participating providers                               |
|   | • IPS application(s) submitted by the established deadline   |
|  | • Used the IPS application template and addressed all required application elements (e.g., budget) |
|  | • All participating providers completed and submitted a “Provider Letter of Commitment Template”   |

# Application Materials: Exhibit B.1: IPS Application Scoring

- AMA will calculate the final IPS application scores with assistance from an independent evaluator

### Summary of Scored IPS Application Components and Associated Points

| Components  | Points Possible         |
|---|-------------------------|
| Section 1: Cover Letter   | NA                      |
| Section 2: Executive Overview   | Up to 10 Points         |
| Section 3: Beneficiary Impact   | Up to 50 Points         |
| Section 4: Work Plan  | Up to 15 Points         |
| Section 5: Monitoring and Governance  | Up to 15 Points         |
| Section 6: Participating Providers  | Up to 15 Points         |
| Section 7: Budget   | Up to 20 Points         |
| Section 8: ROI and Sustainability   | Up to 50 Points         |
| Section 9: Quality Measures   | Up to 25 Points         |
| Section 11: Existing Grants   | NA                      |
| Section 12: Attestations  | NA                      |
| Other Materials Submitted (e.g., Participating Provider Letters of Commitment and Letters of Support from Major Stakeholders) | NA                      |
| <b>Total</b>  | <b>Up to 200 Points</b> |
| Section 10: Bonus Points  | Up to 25 Points         |

### Example Scoring Considerations (Additional information provided in the IPS Protocols)

Assessment of the IPS project's rationale/business case and potential to impact RCO program objectives

Geographic reach and impact on beneficiaries to determine the magnitude of the projects' potential to impact RCO program objectives

Reasonableness of the budget, ROI, and the sustainability plan

Assess whether the RCO performance measures are appropriate to evaluate ongoing progress to meet stated goals

# Appeals/Reconsideration Process

## ➤ Provider Appeals Process

- No later than July 8<sup>th</sup>, any provider whose application is not selected by the RCO, may make a written request for review of the RCO's decision to the Medicaid Quality Assurance Committee.
- No later than July 27<sup>th</sup>, the Medicaid Quality Assurance Committee (QAC) will promptly forward to AMA for consideration all applications that it determines should have been sent to AMA for award consideration.
- The QAC shall only reverse the RCO's decision if (i) the decision was made on unreasonable grounds or without proper consideration or (ii) any applicable conflict of interest policy was violated during the organization's decision making process.
- AMA will publish, score, and evaluate these applications as it would for other RCO sponsored applications.

## ➤ RCO Reconsideration Process

- For rejected applications, RCOs or participating providers may submit a written request for reconsideration to AMA no later than 5 business days after AMA's decision has been published.

# Next Steps

- Providers should review the IPS protocols and other related IPS materials to ensure that their proposed IPS project meets the IPS program's objectives
- RCOs will communicate to providers which sections of the IPS application must be completed by participating providers and when initial drafts are due
- RCOs will submit completed IPS applications and participating provider letters of commitment to AMA by COB July 1, 2016
- AMA is in the process of developing a "work plan status report" which will be used to monitor approved IPS projects and determine IPS payments



# Who is my RCO Contact for the IPS Program?

| RCO Name (Region)                                     | Contact Name    | Contact Email  | Contact Phone |
|---|-----------------|--|---------------|
| Alabama Community Care (Regions A and C)              | Becky Henderson | <a href="mailto:Becky.Henderson@alabamacommunitycare.org">Becky.Henderson@alabamacommunitycare.org</a> | 205/345-5205  |
| Alabama Healthcare Advantage (Regions A,B,C,D, and E) | Jean Wilms      | <a href="mailto:Jwilms@centene.com">Jwilms@centene.com</a>   | 785/207-1861  |
| Alabama Care Plan (Region B)                          | Anna Velasco    | <a href="mailto:RCOprojects@uabmc.edu">RCOprojects@uabmc.edu</a>                                       | 205/558-7189  |
| Care Network of Alabama (Region D)                    | Anna Velasco    | <a href="mailto:RCOprojects@uabmc.edu">RCOprojects@uabmc.edu</a>                                       | 205/558-7189  |
| Gulf Coast Regional Care Organization (Region E)      | Danny Rickert   | <a href="mailto:Drickert@health.southalabama.edu">Drickert@health.southalabama.edu</a>                 | 251/415-1569  |
| My Care Alabama (Region A)                            | Rachel Muro     | <a href="mailto:Info@mycarealabama.org">Info@mycarealabama.org</a>                                     | 205/220-1400  |

# How Can I Learn More?

- Attend AMA's IPS Q&A session with providers on May 11, 2016 from 12pm-1pm CST
- Contact and collaborate with RCOs
- Review information posted on the AMA IPS webpage:
  - Provider alerts
  - FAQs
  - Webinars
  - IPS fact sheet
  - IPS protocols and exhibits
  - IPS application
  - IPS guidance
- Submit IPS-related questions to [RCOQuality@Medicaid.Alabama.gov](mailto:RCOQuality@Medicaid.Alabama.gov)