

Alabama Medicaid's RCO Program and Your Practice

RCO Deadlines for Core Specialists

March 11, 2015

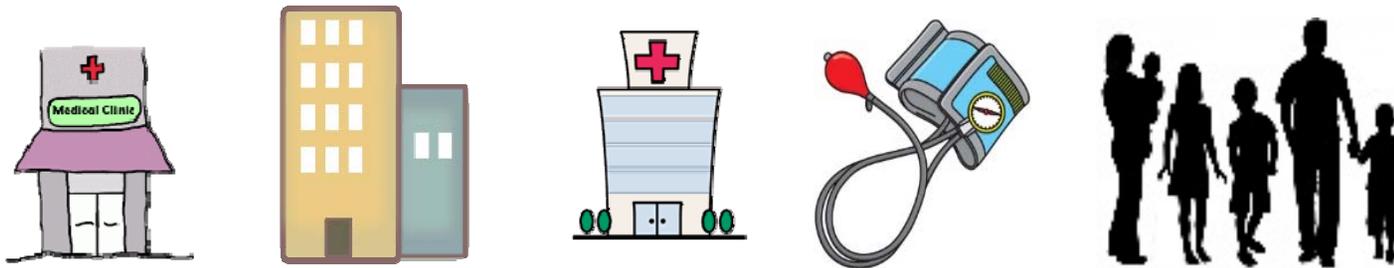


Medicaid Program Updates



Regional Care Organizations (RCOs)

- RCOs are locally-led managed care organizations that will provide services for Medicaid enrollees at an established cost when the program is implemented in October 2016.



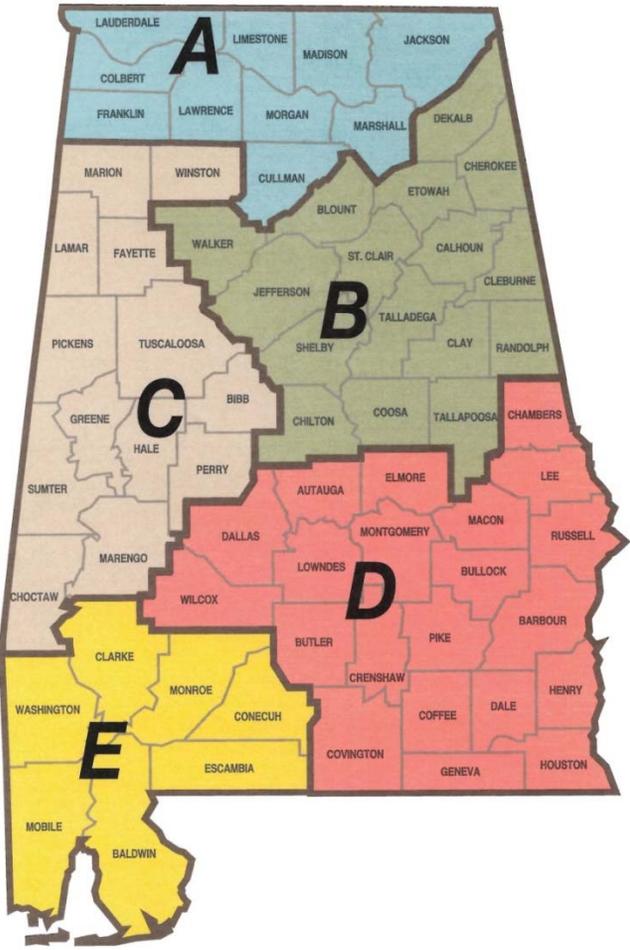
Certified RCOs will assume the risk of managing the full cost of covered Medicaid services and care coordination for most Medicaid recipients



RCO Regions

Actuarially-based RCO regions designed to support traditional referral patterns and keep health systems together when possible

Region	Probationary RCOs
A	<ul style="list-style-type: none"> Alabama Community Care – Region A* Alabama Healthcare Advantage North My Care Alabama*
B	<ul style="list-style-type: none"> Alabama Care Plan* Alabama Healthcare Advantage East
C	<ul style="list-style-type: none"> Alabama Community Care – Region C* Alabama Healthcare Advantage West
D	<ul style="list-style-type: none"> Care Network of Alabama* Alabama Healthcare Advantage
E	<ul style="list-style-type: none"> Alabama Healthcare Advantage South Gulf Coast Regional Care Organization*



*Denotes health home provider

RCO Program Key Dates

- Probationary RCOs will be working to assume full risk by meeting key milestones.

RCO Network

Adequacy Deadline

- Probationary RCOs Must Demonstrate Sufficient Number of PMPs, Facilities and Core Specialists to Medicaid

October 1, 2015

Readiness Review

**Finalization of
Contracts**

Full Certification



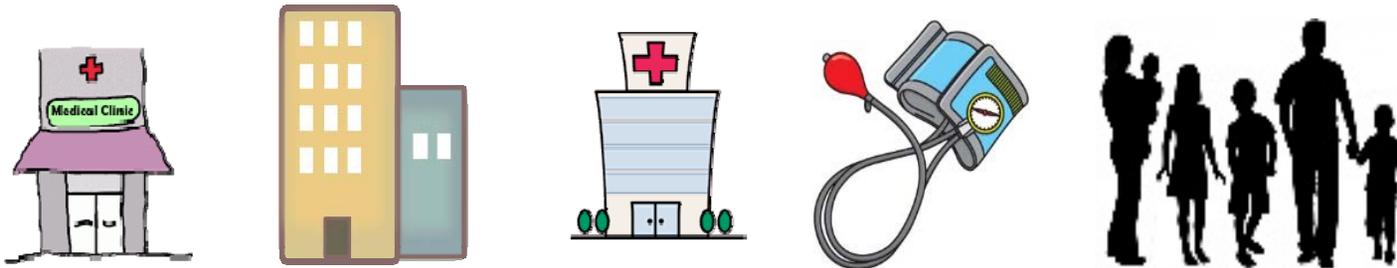
April 1, 2015

**Financial Sufficiency
Deadline**

**Spring /
Summer 2016**

RCO Activity Update

- Alabama Medicaid will enter into contracts with RCOs to provide services for patients at an established cost when the program begins in October 2016.
- Under the new system, RCOs will contract with healthcare providers to deliver specific services to Medicaid recipients.
- Eleven probationary RCOs have been certified by the state of Alabama.
- These probationary RCOs must demonstrate to the state that they have the ability to develop an adequate provider network by April 1, 2015.
- To meet this requirement, probationary RCOs will ask Core Specialists to sign a Letter of Intent (LOI). The LOI is a form developed by the Alabama Medicaid Agency.



LOIs: Core Specialists

- Probationary RCOs will be evaluated by Medicaid on their ability to demonstrate the adequacy of their proposed networks based on the LOIs they have with:
 - PMPs
 - Certain Facilities
 - Core Specialists
- Impacted core providers listed in 1/7/15 ALERT
- RCOs will likely seek LOIs ahead of 4/1/15 deadline
- PMPs may have already indicated interest in one or more RCOs when signing an LOI for the Health Home program

LOIs: Core Specialists

- **Core Specialists include:**

Allergists

Anesthesiologists

Cardiologists

Cardiovascular Surgeons

Dermatologists

Gastroenterologists

General Surgeons

Neurologists

Oncologists

Ophthalmologists

Optometrists

Orthopedic surgeons

Psychiatrists

Pulmonologists

Radiologists

Urologists

- Other physician specialties will contract with RCOs later; not required to submit LOIs at this time

LOIs: An Expression of Interest

- **What you need to know about LOIs:**

- The LOI is not a commitment to participate with Probationary RCOs.
- The LOI is not a Contract; nor should providers be asked to sign a contract at this time.
- There is no penalty on current involvement in Medicaid if providers do not sign a LOI at this time.
- Providers can sign a LOI after April 1st as the Probationary RCOs continue to build their networks.
- The state maintains an any willing provider provision which means Probationary RCOs must work with any willing provider.
- Health Home PMPs generally submitted an RCO LOI at the same time as the Health Home LOI.

Actions for Providers

- **Sign RCO LOIs with one or more Probationary RCOs**
 - Specific due date varies by Probationary RCOs
 - Probationary RCOs must submit LOIs to Medicaid by April 1
 - List of Provider Enrollment Contacts available on Medicaid website

Questions



FAQs: LOIs

Is a LOI with the Alabama Medicaid Agency or the RCO?

A LOI is a non-binding document between a probationary RCO and a provider which indicates a provider's intent to contract with that particular organization.

Which organizations should providers sign LOIs with?

Providers are free to sign a LOI and ultimately contract with one or more RCOs both within and outside the region in which they are physically located. Primary Medical Providers may want to sign with RCOs in regions where their patients live as RCO assignment will be based on the residence of the Medicaid recipient

Core specialists and facilities likewise may want to consider signing with the RCOs in other regions if their patient service area covers multiple regions.

FAQs: LOIs

We are a large group of specialty physicians (36) providers. We have five (5) different locations all using the same NPI and Tax ID. Can our providers be listed on one LOI signed by our CEO?

Provider Groups can include all providers on one form with the individual NPI numbers but will also need to send an LOI form to each RCO in which they wish to participate.

We received a request for a letter of intent from two RCOs in our Region. How would we know which RCO to choose, or would it be better to complete an LOI for each RCO for the time being?

It is up to the Practice to contract with the RCOs. Providers may sign a LOI with any Probationary RCO(s).

FAQs: LOIs

The letters of intent say that RCOs must pay providers at the “prevailing” Medicaid rates. How do you define “prevailing?”

The minimum Fee-for-Service reimbursement rate that an RCO is to pay providers for covered Medicaid services provided to a patient is the prevailing Medicaid Fee-for-Service payment schedule at the time, unless otherwise jointly agreed to by a provider and an RCO through a provider contract or mandated by Federal law.

Can a provider contract with the RCOs later even if they don't sign a letter of intent now (OR: are providers REQUIRED to sign these letters of intent)?

Yes, providers can contract with the RCOs at any time and are not required to sign an LOI.

FAQs: LOIs

Our clinic has an MD and three nurse practitioners. Is an LOI required for all four?

No. An LOI would only be required for the physician.

How do Rural Health Clinics fit into the RCO model?

FQHCs/RHCs are listed as qualified PMPs in the Service Delivery Network rule. PMPs in the Rural Health Clinics will need to contract with RCOs to provide services to Medicaid recipients.

Can the RCOs exclude any physicians?

No, there is a legal requirement that Probationary RCOs are to work with “any willing provider” who contracts with Medicaid.

FAQs: Reimbursement

How will reimbursement work for patients we see who are assigned to other RCOs? We are open 7 days a week and see patients that are not on our panel.

- As long as the PMP or other provider is contracted with the RCO, he or she may be reimbursed by the RCO for seeing Medicaid patients who are not on their panels.
- If the patient is not included in the RCO (e.g. foster child), the patient can see any Medicaid-enrolled provider on a fee-for-service basis.
- If the patient is not assigned to a PMP but is assigned to an RCO, the payment will come from the RCO – not the Medicaid Agency.
- If a provider is not contracted with the RCO and if the RCO network is unable to provide necessary covered services within the patient's assigned RCO, the RCO will coordinate with the non-participating provider for services and payment. In this case, the cost to the patient will not be greater than if the services were furnished in network.

Questions?



The screenshot shows the Alabama Medicaid Agency website. At the top left is the Medicaid logo with the text "Alabama Medicaid Agency" and "Together for Quality" next to a photo of a woman and child. A navigation bar includes links for Home, Newsroom, Apply for Medicaid, Programs, Resources, Providers, Fraud/Abuse Prevention, Contact, Recipients, and Reference. Below the navigation bar is a search box and two buttons: "For Recipients, Applicants, Spouses" and "For Providers". A "News" section features three articles with a red arrow pointing to the "Follow Us" button. At the bottom left, the "Regional Care Organizations" logo is circled in red. The main content area has a "Welcome" message and a "My MEDICAID" button. On the right, there are logos for "Patient 1st", "One Health Record", and "Alabama VOTES". The footer contains links for "MES Login", "ACE Email Login", "Home", "Statements & Policies", "Alabama.gov", "Online Services", and "Media".

Resources/Questions:

RCOPortal@Medicaid.Alabama.gov

www.Medicaid.Alabama.gov > Newsroom>Regional Care Organizations

Please Remember...

- Deadlines are important!
 - Submit signed LOIs to one or more Probationary RCOs by April 1
- Upcoming Wednesday Webinars at Noon:
 - Provider Health Home Responsibilities: Part II (April 8th)
 - Provider Health Home Responsibilities: Part III (April 22nd)
- To ask a question:
 - RCOPortal@Medicaid.Alabama.gov
- To learn more:
 - <http://medicaid.alabama.gov> > Newsroom > RCOs