

# **Catalyst Conversation: Tools to Jump Start an Integrated Care Program for Dually Eligible Individuals**

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**Tuesday, December 8**

# ADvancing States' Focus on Dual Eligibles

- Strategic direction from Board of Directors
  - First identified in 2019; continued in 2020
- Key priority area for the MLTSS Institute Advisory Council
  - Both MLTSS state leaders as well as health plan MLTSS executives agreed this was one of the most important issues facing LTSS programs

# Approach

- Do not reinvent the wheel or duplicate existing materials
- Identify key barriers and address them
- Provide complementary assistance to ICRC's State Pathways to Integrated Care tool



***1<sup>st</sup> in the  
MLTSS  
Institute  
Dual  
eligible  
series***



**The Value of Pursuing  
Medicare-Medicaid  
Integration for Medicaid  
Agencies**

***Nov. 2019***

# Why Integrate Care for Dually Eligible Beneficiaries?

- What are the current challenges?
  - Complex care needs
  - More than 90 percent receive fragmented care
  - High utilization; high costs
- What are ideal outcomes?
  - Streamlined, coordinated care with improved care experience
  - Higher utilization of preventive and community based care
  - Reduced costs

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# Early Promising Findings\*

- Improved self-reported beneficiary satisfaction overall and with care coordination
- Improved health outcomes
- Improved quality of life
- Cost reductions
- Increase in use of community settings/rebalancing
- Improved Medicaid program administration and management

\* Primarily from FAI demonstrations

# Conclusions

- Evidence is emerging despite some data limitations
  - It takes time for programs to generate positive results and for beneficiaries to reap the benefits
- Continued focus on data collection and analysis is critical to continue to make the case
- Consensus from states: *“These programs are worth it, and you get back what you put in.”*





***2<sup>nd</sup> in the  
MLTSS  
Institute  
Dual  
eligible  
series***

***May 2020***



**Starting from Square One:  
Considerations for States  
Exploring Medicare-Medicaid  
Integration**



# Key Questions States Should Ask

- What are the State's policy goals?
  - ❖ Improving health outcomes and/or experience of care for dually eligible populations
  - ❖ Rebalancing
  - ❖ Bending the cost curve for dually eligible individuals
- What does the State's dually eligible population look like? Consider both characteristics and needs.
  - ❖ Demographics
  - ❖ Enrollment in managed care

# Key Questions States Should Ask

- What is the State's health care landscape?
  - ❖ Penetration of Medicare managed care
  - ❖ Existence of other value-based programs (ACOs)
  - ❖ Willingness of provider community to engage with managed care
- Are stakeholders (both internal and external) supportive of integration?
  - ❖ Is there sufficient interest from providers and accountable entities?
  - ❖ Will state leadership sustain funding necessary to launch and operate an integrated care program?

# Key Questions States Should Ask

- Does the State have the internal capacity to undertake integration activities?
  - ❖ Data systems
  - ❖ Staff with requisite skill set
  - ❖ Other initiatives that take up state bandwidth
- How “big” should the State go?
  - ❖ Should existing program strengths be retained?
  - ❖ Can the state build on Medicaid managed care infrastructure?
  - ❖ Sustainability



***3<sup>rd</sup> in the  
MLTSS  
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series***



## **De-Mystifying Data: How Medicare Data Can Support Medicaid Agencies**

***October  
2020***

# Why Is Medicare Data Important for States?

- Provides key demographic, clinical, service utilization and spending information about dually eligible individuals
- Completes the picture of an individual's needs
- Offers value to multiple state staff
  - State Medicaid Directors
  - Medicaid agency teams focused on Medicare-Medicaid integration and related programs
  - Partner agencies such as aging and disability units
- Supports program planning, care coordination and program integrity

# Getting Started

- Understand your marketplace and political environment
- Assign an integrated care lead in your agency
- Engage Medicare managed care plans, esp. D-SNPs
- Use the resources of the Integrated Care Resource Center ([www.integratedcareresourcecenter.com](http://www.integratedcareresourcecenter.com)) and the State Data Resource Center ([www.statedataresourcecenter.com](http://www.statedataresourcecenter.com)) to help
- Contact the MLTSS Institute at ADvancing States

# Questions?

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