

One Care and SCO Procurement / One Care Transition

Executive Office of Health and Human Services

March 15, 2023

Material in this presentation is for informational purposes only and is not an official part of EOHHS procurement for One Care or SCO plans.

All official procurement information will be included in the RFR and its attachments, which will be posted on COMMBUYS.

Potential bidders are encouraged to check COMMBUYS regularly for updates.

Agenda

- 1) Stakeholder Discussion Topics**
- 2) Duals Demo 2.0 and CMFI Principles**
- 3) Aligned Procurement**
- 4) Key Activities and Timeline**

Stakeholder Discussion Topics

Prior Discussions

- **October 2022:** Transition planning process overview
- **December 2022:** Transition Principles, Benefits, Financial considerations

Today (03/15/23)

Meeting Focus:

- Duals Demo 2.0 & CMFI Principles
- Aligned Procurement
- Medicare Contracting Process
- Timeline

Future Discussion Topics

Tentative Upcoming Meetings:

- **May:** Procurement Topics (cont.)
- **June:** Finance Topics Deep Dive

To be Scheduled:

- Enrollment, Member Communications, Marketing
- Quality and Performance
- Care Model, Member Experience
- Additional Transition and Procurement Updates

Building on Duals Demo 2.0 Principles Developed with Stakeholders

Duals Demo 2.0 Principles

- ✓ Promote Independence and Self-determination with Person-centered Care
- ✓ Strong Enrollee Protections
- ✓ No Copayments
- ✓ Improve Communication Access and Accessibility, including Materials
- ✓ Expanded Benefit Design
- ✓ Advance Health Equity and Reduce Health Disparities
- ✓ Performance Improvement
- ✓ Local Control
- ✓ Robust Stakeholder Engagement
- ✗ *Demo authority (examples on next slide)*

One Care 2026 Design Principles

- ✓ Promote Independence and Self-determination with Person-centered Care
- ✓ Strong Enrollee Protections
- ✓ No Copayments
- ✓ Improve Communication Access and Accessibility, including Materials
- ✓ Expanded Benefit Design
- ✓ Advance Health Equity and Reduce Health Disparities
- ✓ Performance Improvement
- ✓ Local Control
- ✓ Robust Stakeholder Engagement

Moving Beyond Demonstration Authority

✗ Passive Enrollment

- The **Duals Demonstration** authority currently allows for enrollment into One Care through:
 - **Self-selection** (member request) and
 - **Passive** (MassHealth initiated)
- **CMS** has indicated that **passive enrollment will not be available** under the new One Care D-SNP contract
- From 2026 forward, eligible members must **request to enroll** (self-select) into a **One Care Plan**
- Eligible older adults can continue to enroll in **SCO Plans** through **self-selection**

✗ Shared Savings

- Outside of Duals Demonstrations, state Medicaid programs have **not been able to share in savings** directly from Medicare
- **Duals Demo 2.0** had proposed **federal shared savings payments** to MassHealth based on **cost and quality improvements** for dual eligible enrollees
- MassHealth is committed to serving dual eligible individuals in the community and improving member outcomes, including by **investing in behavioral health, community-based supports**, and **preventing and avoiding unnecessary acute and emergency care**
- MassHealth will **continue to explore** ways to **align financial performance and incentives** between Medicare and Medicaid

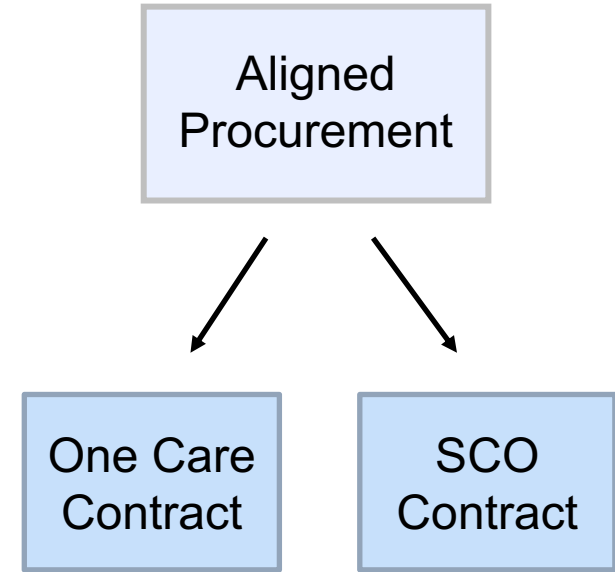
Building on the Care Model Focus Initiative (CMFI) to Improve Care Coordination

The CMFI collaboration with stakeholders also provides a **strong foundation** for **improving care coordination** and **person-centeredness** in One Care, as well as in SCO, as we move towards 2026 contracts

- Build on CMFI findings and recommendations to ensure effective and engaged **person-centered care coordination**
- **Drive plan investments in care coordination** (people and processes) as the foundation for improving **enrollee outcomes** and achieving **high enrollee satisfaction**
- Demonstrate the **value care coordination brings** to One Care and SCO by **simplifying processes** for enrollees, **addressing individual barriers**, and **meaningfully supporting enrollee goals**

Aligned Procurement Process

- EOHHS will release a procurement for One Care plans and Senior Care Options (SCO) plans for coverage beginning January 1, 2026
- EOHHS will select organizations to operate a One Care plan, a SCO plan, or both types of plans
- The procurement will result in separate contracts for each program
 - One Care and SCO serve different populations, and will remain separate and distinct programs
 - Care models and other contract requirements will be appropriate for each population
- EOHHS intends to prefer bids from organizations seeking to contract for both One Care and SCO programs
- However, EOHHS may elect to contract with a bidder for only one plan type



Why an Aligned Procurement?

1

Changing the federal structure of One Care (MMP to D-SNP) will require significant contract and operational changes

2

SCO plans must be reprocured for 2026

3

Opportunity to align requirements where appropriate for each program, such as for benefits, operations, reporting, contract oversight, etc.

4

Procuring both programs together streamlines response writing and bid reviews

Preliminary Procurement Objectives

- **Geographic Coverage and Choice:**

- Provide **members** with **choices between plans**
- Encourage bids that **maximize statewide coverage** for One Care and SCO, including through potential bidding requirements such as:
 - Allowing bidding on full counties only (no partial counties)
 - Requiring bids to include at least 6 counties in plan Service Areas

- **Network:**

- Build strong **provider networks** with **access** and **availability standards** appropriate for each program's population
- Encourage **network alignment** across products

Key Medicare Contracting Activities for EOHHS Selected Entities for 2026

Medicare Activity	Current SCO Plans Selected for SCO with Service Area Expansion (SAE)	<u>All</u> Organizations Selected for One Care & New Entrants to SCO
Application Requirements		
Notice of Intent to Apply (NOIA)	Required for SAE Only	Required (November 2024)
2026 Medicare Advantage Application*	Required for SAE Only <i>*Includes SAE Network Submission</i>	Required
Readiness Review**	CMS: Required for SAE Only <i>**MassHealth Required (All Selected Orgs)</i>	CMS: Required <i>**MassHealth: Required (All Selected Orgs)</i>
Annual Submission Requirements		
Medicare Bid	Required	Required
Plan Benefit Package	Required	Required
Formulary	Required	Required
Medication Therapy Management Program	Required	Required
Transition Opioid Policy	Required	Required
Network Submission	Required	Required
Model of Care	Required (every 1-3 years)	Required
State Medicaid Agency Contracts (SMACs)	Required	Required

Transition & Procurement Timeline (Preliminary)

	2023	2024	2025	2026
Overall Transition Process	EOHHS updates on policy direction and decisions in stakeholder forums (at least quarterly)	Operations Planning, Medicaid Authority, State Regulations, etc. for 2026		One Care Operates via FIDE SNPs 1/1/2026
		EOHHS Procures and Contracts with One Care Plans and SCO Plans		
		Medicare Application & Contracting 11/2024 - Fall 2025		
Procurement Milestones		Release RFR and Model Contracts ~late 2023 - early 2024 Bids Due ~late Spring - Summer 2024 Select Plans ~ 11/2024 Medicare NOIA* 11/2024	EOHHS Readiness Reviews ~Early 2025 Sign EOHHS Contract ~5/1/2025 Medicare Apps Due ~2/2025 Medicare Bids Due ~6/2/2025 Sign Medicare Contracts ~7/2025	Medicare Open Enrollment Oct-Dec 2025 Enrollments Effective ~1/1/26
Implementation and Advisory Councils	Procure One Care Implementation Council & SCO Advisory Committee		Orientation & Training for Committee Members	Updated (2026) Program Structure Training for Committee Members
	Advise on Implementation, Performance, and Monitoring Plans			

*Medicare Application process begins with a Notice of Intent to Apply (NOIA) 14 months before the coverage year begins

Procurement Information for Stakeholders

- **COMMBUYS is the official source for all procurement-related information**
 - www.commbuys.com/bso/external/bidDetail.sdo?docId=BD-23-1039-EHS01-ASHWA-84773&external=true&parentUrl=close
- Stakeholders can also find related announcements and information on upcoming forums at:
 - **One Care Transition Planning**
 - www.mass.gov/info-details/one-care-transition-planning
 - **One Care and SCO Procurement Information for Stakeholders**
 - www.mass.gov/info-details/procurement-for-one-care-plans-and-senior-care-options-sco-plans-for-2026
- Email OneCare@Mass.gov to be added for future updates