# One Care and SCO Procurement / One Care Transition

## Slide 1: One Care and SCO Procurement / One Care Transition

Executive Office of Health and Human Services

March 15, 2023

## **Slide 2: (no title)**

**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.**

## Slide 3: Agenda

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

## Slide 4: Stakeholder Discussion Topics

*Note: the following information is shown in three columns with arrows in between the columns illustrating the progression of events.*

**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

## **Slide 5:** Building on Duals Demo 2.0 Principles Developed with Stakeholders

*Note: the following information is shown in two columns with a swooping arrow at the top going from first to the second column illustrating the progression.*

**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

X *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

## Slide 6: 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

## Slide 7: Building on the Care Model Focus Initiative (CMFI) to Improve Care Coordination

The CMFIcollaboration 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 recommendationsto 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**

## **Slide 8:** 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

*Note: these items “*Aligned Procurement”, *“*One Care Contract”, and “SCO Contract” are *shown in a block diagram on this slide. The block at the top contains “*Aligned Procurement” and it has two *diagonal arrows pointing downward to two blocks below it. The block on the left contains “One Care Contract” and the block on the right contains “SCO Contract” showing that the aligned procurement will result in two separate contracts (One Care and SCO).*

## Slide 9: 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

## Slide 10: 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

## **Slide 11:** Key Medicare Contracting Activities for EOHHS Selected Entities for 2026

**Table 1: Application Requirements**

| **Medicare Activity** | **Current SCO Plans Selected for SCO with Service Area Expansion (SAE)** | **All Organizations Selected for One Care & New Entrants to SCO** |
| --- | --- | --- |
| Notice of Intent to Apply (NOIA) | Required for SAE Only | **Required**  **(November 2024)** |
| 2026 Medicare Advantage Application\* | Required for SAE Only *\*Includes SAE Network Submission* | Required |
| Readiness Review\*\* | CMS: Required for SAE Only *\*\*MassHealth Required (All Selected Orgs)* | CMS: Required  *\*\*MassHealth: Required (All Selected Orgs)* |

**Table 2: Annual Submission Requirements**

| **Medicare Activity** | **Current SCO Plans Selected for SCO with Service Area Expansion (SAE)** | **All Organizations Selected for One Care & New Entrants to SCO** |
| --- | --- | --- |
| 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 |

## Slide 12: Transition & Procurement Timeline (Preliminary)

*Note: the following information is shown in a timeline on the slide*

**Overall Transition Process**

**2023**

EOHHS updates on policy direction and decisions in stakeholder forums (at least quarterly)

**2024-2025**

Operations Planning, Medicaid Authority, State Regulations, etc. for 2026

EOHHS Procures and Contracts with One Care Plans and SCO Plans

Medicare Application & Contracting 11/2024 - Fall 2025

**2026**

One Care Operates via FIDE SNPs 1/1/2026

**Procurement Milestones**

**2023-2024**

Release RFR and Model Contracts ~late 2023 - early 2024

**2024**

Bids Due ~late Spring - Summer 2024

Select Plans ~ 11/2024

Medicare NOIA\* 11/2024

**2025**

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

**2026**

Enrollments Effective ~1/1/26

**Implementation and Advisory Councils**

**2023-2024**

Procure One Care Implementation Council & SCO Advisory Committee

**2024**

Orientation & Training for Committee Members

**2025**

Updated (2026) Program Structure Training for Committee Members

**2023-2026**

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*

## Slide 13: 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](http://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](https://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](https://www.mass.gov/info-details/procurement-for-one-care-plans-and-senior-care-options-sco-plans-for-2026)
* Email [OneCare@Mass.gov](mailto:OneCare@Mass.gov) to be added for future updates