

# **Advancing Medicare & Medicaid Integration**

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*A New Opportunity for States to Support Dual-Eligible Populations*

July 21, 2021

*Supported by Arnold Ventures and coordinated  
by the Center for Health Care Strategies*

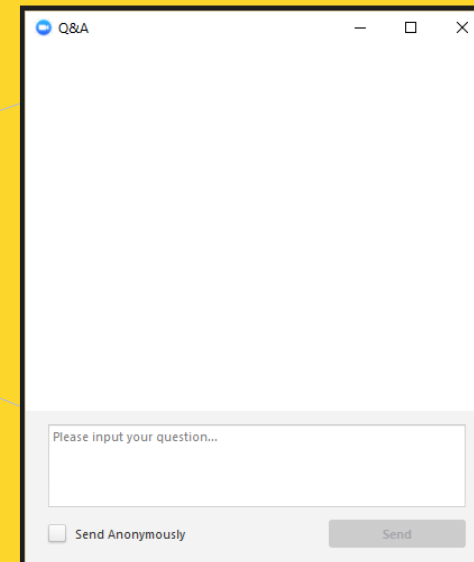
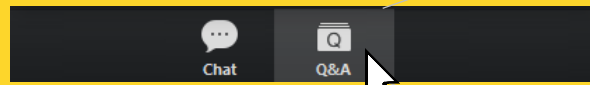


**CHCS** Center for  
Health Care Strategies

# Questions?



TO SUBMIT A QUESTION ONLINE, PLEASE CLICK THE Q&A ICON LOCATED AT THE BOTTOM OF THE SCREEN.



# Agenda

- Welcome and Introductions
- Overview of Advancing Medicare & Medicaid Integration
- Application Process and Considerations for States
- Questions and Answers

# Meet the Speakers



**Arielle Mir, MPA**

Vice President of Health Care (Complex Care)  
Arnold Ventures



**Molly Knowles, MPP**

Senior Program Officer  
Center for Health Care Strategies



**Nancy Archibald, MHA, MBA**

Associate Director, Integrated Care, Federal Programs  
Center for Health Care Strategies

# Overview

Arielle Mir, Arnold Ventures

# Who Are Dual-Eligible Individuals?

- **Over 12 million people in the U.S. are eligible for both Medicare and Medicaid**

- Often have complex health and social needs



55% live below the poverty line



54% have limitations that impact daily living



40% use long-term services and supports (LTSS)



38% are Black or Latino



26% have one or more inpatient stays per year

- Frequently receive fragmented, uncoordinated care that contributes to poor outcomes and avoidable costs

Sources: Kaiser Family Foundation: What Could a Medicaid Per Capita Cap Mean for Low-Income People on Medicare? (March 24, 2017)

<https://www.kff.org/medicare/issue-brief/what-could-a-medicare-per-capita-cap-mean-for-low-income-people-on-medicare/#:%7E:text=Under%20a%20Medicaid%20per%20capita,need%20to%20reduce%20Medicaid%20spending>; MedPAC: July 2020 Data Book, Section

4: Dual-eligible beneficiaries (July 17, 2020) [http://www.medpac.gov/docs/default-source/data-book/july2020\\_databook\\_sec4\\_sec.pdf?sfvrsn=0](http://www.medpac.gov/docs/default-source/data-book/july2020_databook_sec4_sec.pdf?sfvrsn=0)

# What Is Medicare-Medicaid Integration?

**Integrated care describes systems in which Medicare and Medicaid program administrative requirements, financing, benefits, and/or care delivery are aligned**

- Common features
  - Person-centered care planning
  - Multi-disciplinary care teams and a care manager
  - Comprehensive provider networks
  - Enhanced use of home- and community-based long-term care services
  - Strong consumer protections
  - Robust data-sharing and communication
  - Financial alignment that blends Medicare and Medicaid funding

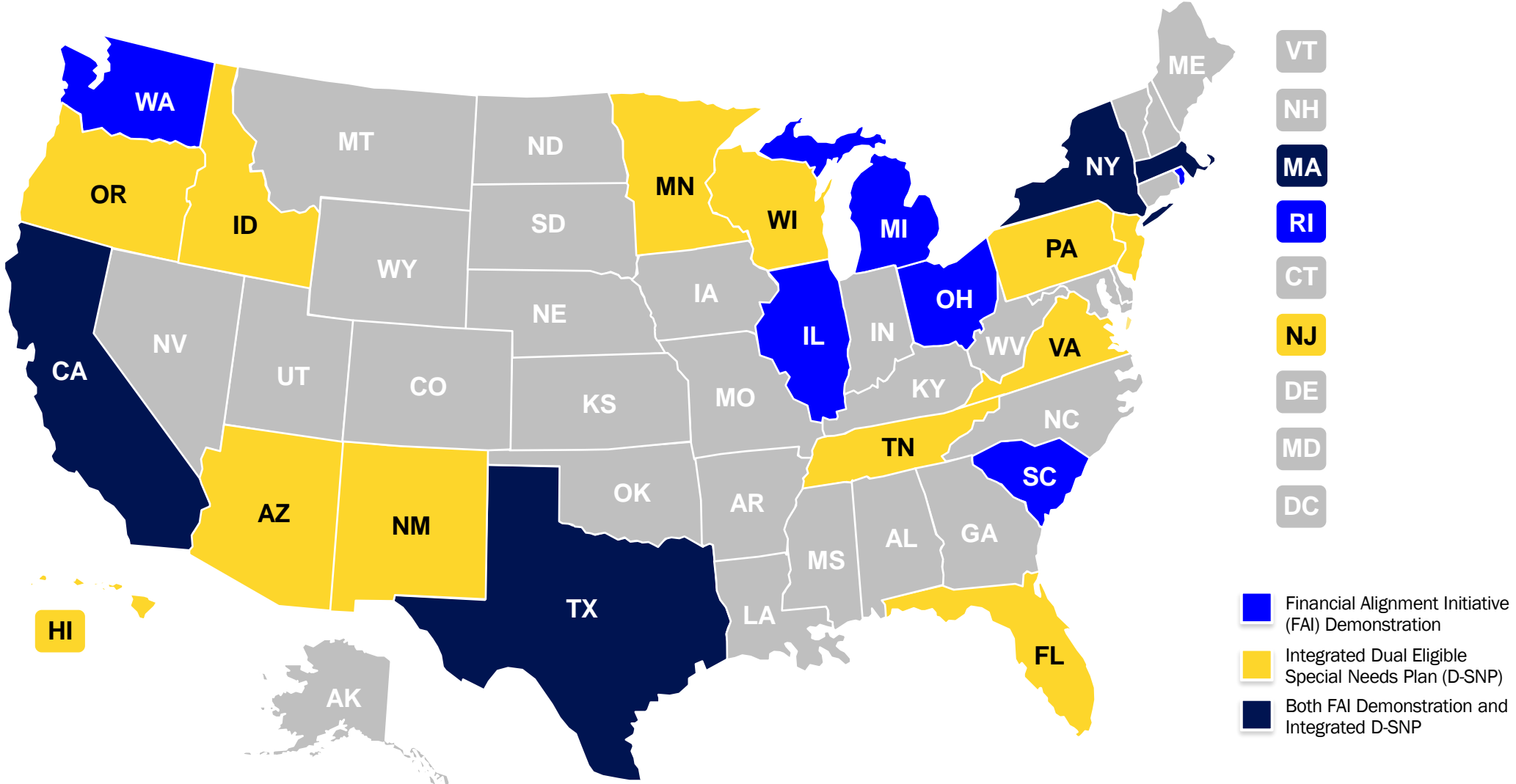
# Integrated Care Models

## Integrated care models include:

- ☑ The Program for All-Inclusive Care for the Elderly (PACE)
  - ☑ Demonstrations under the Financial Alignment Initiative
  - ☑ Dual Eligible Special Needs Plans (D-SNPs) closely aligned with Medicaid managed long-term services and supports (MLTSS) plans, including Fully Integrated Dual Eligible Special Needs Plans (FIDE SNPs)
- **Only about 10% of dual-eligible individuals receive care through integrated programs**, even though better integration between Medicare and Medicaid can improve the quality and cost of care



# States with Integrated Medicare-Medicaid Models



# Why Integrate Medicare and Medicaid?



**Growth in population and costs:** Dual-eligible individuals comprise about 15 percent of the enrollment in both Medicare and Medicaid, but account for more than one-third of spending



**COVID-19's impact:** Dual-eligible individuals experience approximately 2.5 times the rate of diagnosis or hospitalization than their Medicare-only counterparts



**Renewed investment in community-based care:** More than 40 percent of dual-eligible individuals have long-term care needs, necessitating alternatives to institutional care and better access to integrated care models



**Focus on health equity:** Integrated models present a key opportunity to advance health equity and address the needs of Black and Latino individuals who are disproportionately represented within the dual-eligible population

Sources: CMS: Preliminary Medicare COVID-19 Data Snapshot: Medicare Claims and Encounter Data: January 1, 2020 to March 20, 2021, Received by April 16, 2021 (May 20, 2021) <https://www.cms.gov/research-statistics-data-systems/preliminary-medicare-covid-19-data-snapshot>; MACPAC: Integrating Care for Dually Eligible Beneficiaries: Background and Context (June 2020) <https://www.macpac.gov/publication/chapter-1-integrating-care-for-dually-eligible-beneficiaries-background-and-context/>

# Commitment to Supporting Better Care

**Arnold Ventures is dedicated to improving the systems of care that serve low-income older adults and people with disabilities ([Complex Care Research Agenda](#))**

- 1** Increase integration between Medicare and Medicaid through existing or new models
- 2** Increase enrollment in integrated coverage options
- 3** Ensure that dual-eligible individuals receive services that lead to better patient experiences, higher quality of care, and reduced health care costs

For examples of Arnold Ventures' investments, see this [list of projects](#).



# Advancing Medicare & Medicaid Integration

- **New funding opportunity** made possible by Arnold Ventures and coordinated by the Center for Health Care Strategies (CHCS)
- **Developed to help state policymakers** take advantage of key opportunities to improve care for low-income older adults and people with disabilities
- **Targeted to states ready to make meaningful transformations** in care delivery for individuals eligible for both Medicare and Medicaid

# Application Process and Considerations for States

Molly Knowles, Center for Health Care Strategies

# The Initiative

- **Who Can Apply**

- States, including Medicaid agencies and/or state disability and aging agencies
- Technical assistance partners may apply on behalf of a state, with state approval and participation

- **Funding Amount**

- Varies based on project size and scope
- Typical awards will be between \$500,000 and \$1,000,000

- **Timing**

- State projects will be reviewed and awarded on a rolling basis
- Project duration should not exceed 36 months

Advancing Medicare & Medicaid Integration  
Making Medicare and Medicaid work better together

ABOUT THE INITIATIVE | INFORMATION FOR APPLICANTS | INTEGRATION IN ACTION

## Advancing Medicare & Medicaid Integration

An Arnold Ventures initiative, developed in partnership with the Center for Health Care Strategies, to support states in meaningfully advancing Medicare-Medicaid integration for dual eligible populations.

LEARN ABOUT APPLYING

### Making Medicare and Medicaid work better together is a key opportunity for state policymakers who want to improve care delivery for low-income older adults and people with disabilities.

Who Are Dual Eligible Individuals?

# Examples of Potential Projects

Meaningful improvements in Medicare and Medicaid integration will be measured by the degree of integration achieved and/or the share of the dual eligible population impacted

- **Potential project activities:**
  - Capacity assessment
  - Model implementation
  - Evaluation and improvement
  - Outreach and education
  - Data analytics
- **Accounting for state circumstances:**
  - Capitated or fee-for-service Medicaid delivery systems
  - Include all of a state's dual eligible population or a subset
  - Include Medicaid benefits consistent with state policies

# Application Process



## Step 1. Submit a Letter of Interest (LOI)

LOI's should include the following information:

- Project point of contact
  - Responsiveness to objectives
  - Project design
  - Budget estimate
  - Letter of support
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- CHCS will provide no-cost assistance to support applicants prior to submitting LOIs and/or preparing a full proposal



# Application Process, continued



**Step 2: LOIs are reviewed by Arnold Ventures and CHCS on an ongoing basis**



**Step 3: Applicants whose LOIs are favorably reviewed will be invited to submit a full proposal**

- *Unsolicited full proposals will not be accepted*

- Potential applicants can submit questions about the application process to [medicare-medicaid@chcs.org](mailto:medicare-medicaid@chcs.org)

# Award Criteria

- **Applications are most likely to be successful if they address the following:**
  - Demonstrates meaningful transformation in care delivery for dual-eligible populations
  - Uses appropriate methods to achieve stated objectives
  - Indicates sufficient organizational capacity and state commitment
  - Engages stakeholders
  - Addresses issues of health equity
  - Considers and mitigates potential project challenges
  - Includes programmatic and financial sustainability planning
  - Budgets appropriately to accomplish project activities

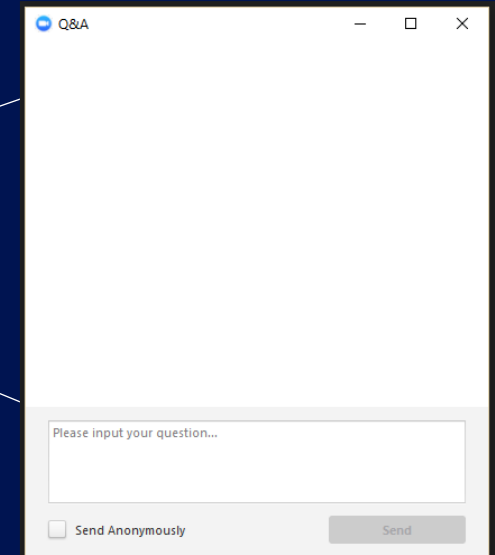
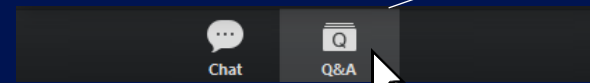
# Support for Potential and Selected Applicants

- CHCS is the National Program Coordination Office for the *Advancing Medicare & Medicaid Integration* initiative
- CHCS will provide no-cost assistance to states interested in applying
- Selected applicants will work in partnership with Arnold Ventures and CHCS throughout the duration of their projects
  - Meet periodically to discuss progress on deliverables
  - Collaboratively navigate any challenges that could present barriers to achieving project objectives.

# Questions and Answers

*Moderator: Nancy Archibald,  
Center for Health Care Strategies*

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# Thank you

- Please visit [medicare-medicaid.org](https://www.medicare-medicaid.org) for more information about the initiative and to apply.
- For any additional questions, please email [medicare-medicaid@chcs.org](mailto:medicare-medicaid@chcs.org)