



REGIONAL PLANNING CONSORTIUM

RPC CO-CHAIRS & STATE AGENCIES MEETING

October 29, 2020

***VBP/Managed Care
Breakout Session***

Housekeeping

Welcome to the Value Based Payments & Managed Care Breakout Session

- To connect to audio, please dial 888-392-4564, 7316884#.
- Pressing *6 will unmute and mute your line.
- The Main Conference Line will reopen at approximately 2:10 pm.

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Value Based Payment & Managed Care

Moving Forward Together

Co-Chairs: Sue Matt – Otsego County DCS

Johanna George - CirCare

Ellen Hey – Finger Lakes Community Health

Susan Miller - Hudson Valley Services Rehabilitation Support Services

Margaret Morse – Seneca County DCS

Mark O'Brien – Erie County DCS

Melissa Stickle – Sullivan County DCS

Kristie Golden-Campo – Stony Brook Medicine

RPC Staff: Beth White – Finger Lakes Coordinator

Beth Solar – Tug Hill Coordinator

Karen Rappleyea – North Country Coordinator

Yoshi Pinnaduwa – NYC Health Sr. Director of Policy & Planning



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Regional Experiences with Managed Care

- What has the RPC experienced in terms of health plan access and payment issues?
- How have the Plans been engaging the Regions in terms of discussing opportunities for Alternative Payment arrangements?



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Regional Perspectives on Entering into VBP/APM Arrangements

- Services, Tasks, and Factors to be Considered when Building APM's
- What are the local communities, plans, and provider organizations doing to prepare and position themselves for future VBP arrangements?



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LESSONS LEARNED

New York City – Yoshi Pinnaduwa

Senior Director of Policy and Planning
NYC Health



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NYC RPC and NYC DOHMH VBP Activities 2018-2020

- *Support Community Based Organization (CBO) & Behavioral Health Provider (BHP) readiness to engage in VBP and other APMs*
- *Convene large health systems in NYC to promote collaboration and to share best practices on behavioral health VBP*



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NYC RPC and NYC DOHMH VBP Activities 2018-2020

- *VBP trainings*
- *Onsite Readiness Assessments*
- *Technical Infrastructure Assessments*
- *Tailored Scopes of Work*
- *Tailored technical assistance*
- *Learning collaboratives*
- *Multi-stakeholder meetings*



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Lessons learned from BH provider VBP work:

- *BHPs feel largely unprepared to engage in VBP*
- *Lack of data collection and reporting capabilities are a barrier to entry into VBP contracting*
- *Many providers do not collect meaningful outcome measures*
 - *However, a good proportion are aware of relevant measure sets*



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Lessons learned from BH provider VBP work:

- *Some providers need continued education on the healthcare landscape – particularly on payor priority areas and relevant quality measures.*
- *Providers need to:*
 - *Focus time and resources on VBP readiness, and make culture change a priority*
 - *Dedicate adequate time to strategy development*
- *Conclusion of DSRIP had a dampening effect.*



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Regional Experiences with Managed Care

MCO COLLABORATION OPPORTUNITY

Western Region – Mark O'Brien

Director of Community Services
Erie County

MCO Participation with RPC Western Region

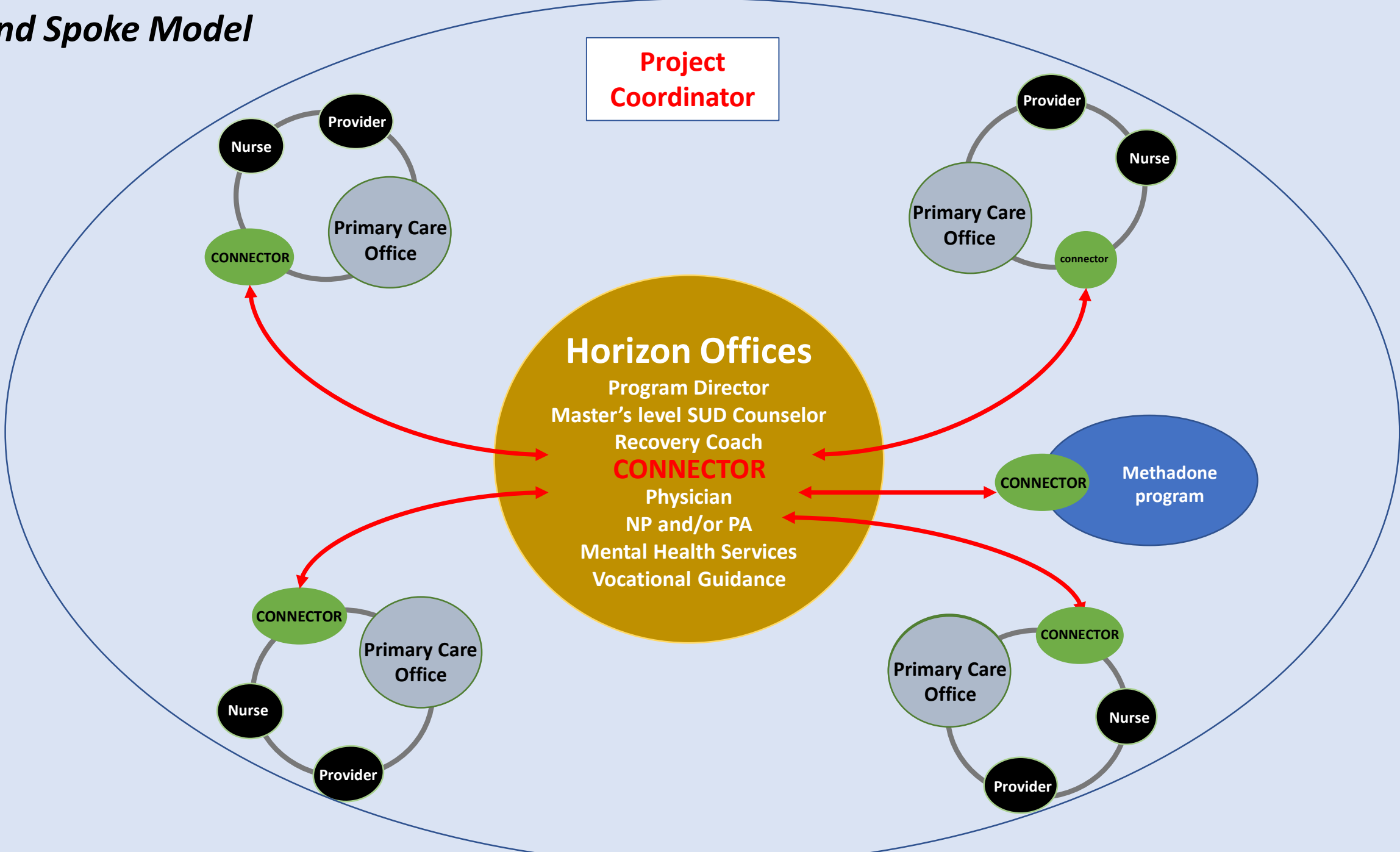
- Historical Participation of MCO's in RPC Process
- Recent Opportunity for Payers to Innovate in Support of Best Practice Treatment of Opioid Use Disorder
- Presentation to RPC Board by Dr. Tildabeth Doscher

IN 2000: Vermont was 1 of 8 states with no Office Based Opioid Treatment (OBOT)

NOW: State with highest per capita waivered physicians

- *How did Vermont get there?*
- **The Hub and Spoke Model: Gold Standard for treatment of People with OUD**

Hub and Spoke Model



Primary
Goal of HS
Model:
Reduce
Opioid Use

Opioid Use 90 days prior to treatment:

- 86/90 days

Opioid Use 90 days after start of treatment

- 3/90 days

96% Reduction in opioid use

N = 80

Interested in
Receiving the
Complete
Presentation?

***To Receive the Slides or Request a
Presentation, please Contact:***

Tildabeth Doscher MD MPH
Director, UB Addiction Medicine
Fellowship
77 Goodell
Buffalo, New York
347-907-3590
tildabet@buffalo.edu

OR

Tiffany Moore, Western Region RPC
Coordinator

518- 41-8635 or tm@clmhd.org

MCO Response to this Opportunity

- Every MCO in Attendance Indicated that they would share the presentation with their Leadership
- One MCO has Requested a Presentation from Dr. Doscher
- Discussion will Continue at Next Western RPC Board Meeting



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The Future of Managed MA Contracting

- Transition to CORE Services – Opportunity?

Can transition of Adult HCBS services to CORE services be an opportunity to look at standardization of some MCO billing and authorization processes?

Doing this *in advance* of the establishment of codes and processes offers best chance for achieving consensus



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The Future of Managed MA Contracting

- As neutral conveners, RPC's can advance needed discussions to support the movement to advance payment arrangements
- RPC's can encourage exploration of opportunities for:
 - MCO's Collaborating Together
 - MCO's Collaborating with Providers



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NEXT STEPS?



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