

### Providing Integrated Care for New York's Dual Eligible Members

**Stakeholder Session** 



### **Overview**

- □ Current Landscape of New York's Dual Population
- □ Benefits of Aligning Care for Duals
- □ Alignment Opportunities
- □ FIDA Updates



### **Overview of New York's Duals Programs**

New York's Duals Programs					
	Medicaid Advantage (MA)	Medicaid Advantage Plus (MAP)	Programs for All Inclusive Care for the Elderly (PACE)	Partial Managed Long Term Care	
	Integrated Plans			(MLTC)	
Authority	1115 Waiver	1115 Waiver	Section 1934 Social Security Act	1115 Waiver	
Age	18+ Voluntary	18+ Voluntary	55+ Voluntary	Voluntary, non-dual 18+ Voluntary, dual 18-20 Mandatory, dual 21+	
# Enrollees 06/2019	5,175	15,977	5,776	235,945 (90% Dual, 212k)	
Enrollment Criteria	Medicare Parts A&B, or enrolled in Medicare Part C; Enrolled in plan's Medicare Advantage Product	>120 days of LTSS, NH LOC Medicare Part A&B, or enrolled in Part C; Enrolled in plan's Medicare Advantage Plus Product	>120 days LTSS, NH LOC May be any or all of the following: Medicare Part A; enrolled under Part B; or eligible for Medicaid	Voluntary; >120 days LTSS, NH LOC Mandatory; >120 days LTSS	
LTSS	Provided by Medicaid FFS	Yes	Yes	Yes	
# of Plans	3	7	9	27	

There are also over 500,000 Full-Benefit Duals in Medicaid Fee For Service

of Healt

### Where Are NY's Duals Today?

#### Opportunities for Continuity of Care

	Data as of June 2018			
	Medicare Placement	Medicaid MCO	Medicaid FFS	% of Total
Full Integration	Medicare DSNP with Medicaid Contract Aligned*	22,623	0	3%
	Medicare DSNP with Medicaid Contract Not Aligned*	59,727	142,347	27%
Low Integration	Medicare Advantage Excluding DSNPs	42,755	68,115	15%
	Medicare FFS	118,096	300,156	55%
	Totals	243,201	510,618	100%

 Overall, only 3% of membership is aligned

There is a significant population in unaligned DSNPS that present an opportunity

٠



\*Aligned is defined as being in the same plan for Medicaid and Medicare

### Why Align?

- Simplification for Members to Improve Member Outcomes
- Aligned Clinical and Financial Incentives between Medicare and Medicaid
- Access to Stronger Care Coordination Model

### **Features of an Integrated Product**

✓Continuity of care

✓ Person-centered care coordination

 $\checkmark$  Integrated member services, member materials and review process

- ✓ Unified process and review of marketing materials
- ✓Coordinated appeals and grievances
- ✓Aligned enrollment/disenrollment

- ✓ Increased provider engagement
- ✓Ability to offer consumer incentives under Medicare
- ✓Coordinated communication with CMS
- ✓Frailty adjuster

 $\checkmark$  Integrated data to better inform analytics, risk adjustment, and rate setting

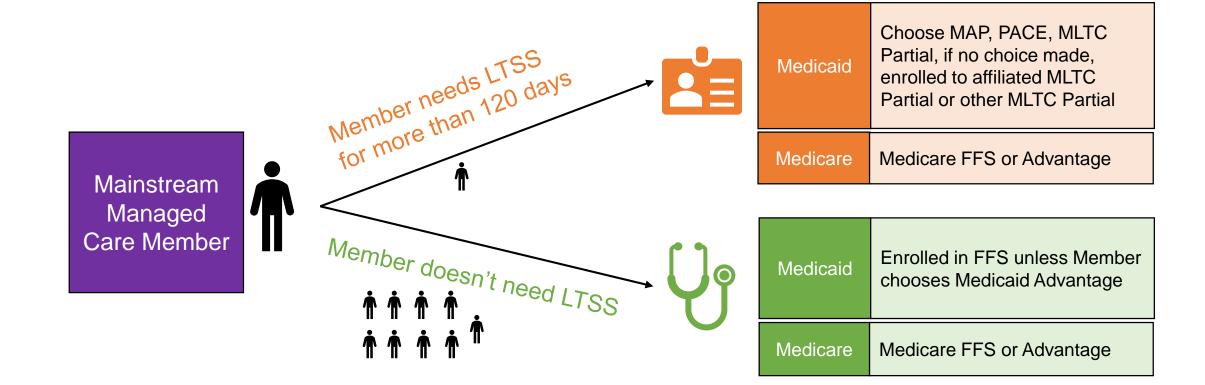
✓Benefit package alignment



# **Alignment Opportunities**



### What Happens Today as a Medicaid Member Becomes Dual by Turning 65?





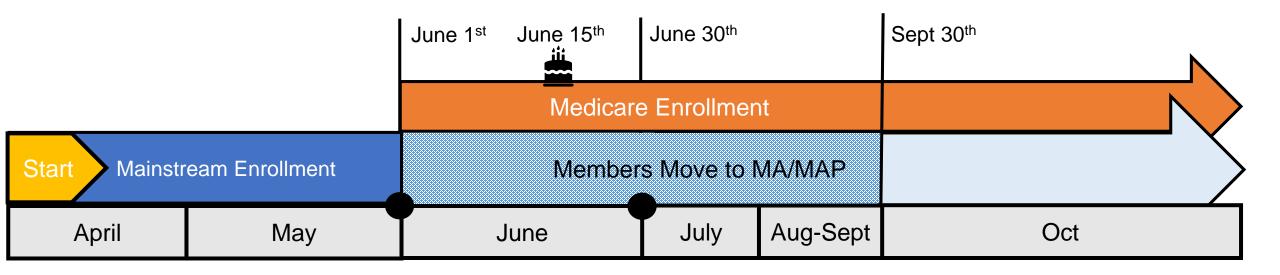
### How Can We Better Align Duals?

The State can use CMS enrollment procedures for members as they become dual eligible to align them into a MAP or MA plan

- Members would have the ability to opt out
- Members would still be able to select the plan of their choice (PACE, MAP, MA, or MLTCP)
- Non LTSS Members will still have the choice to opt to FFS



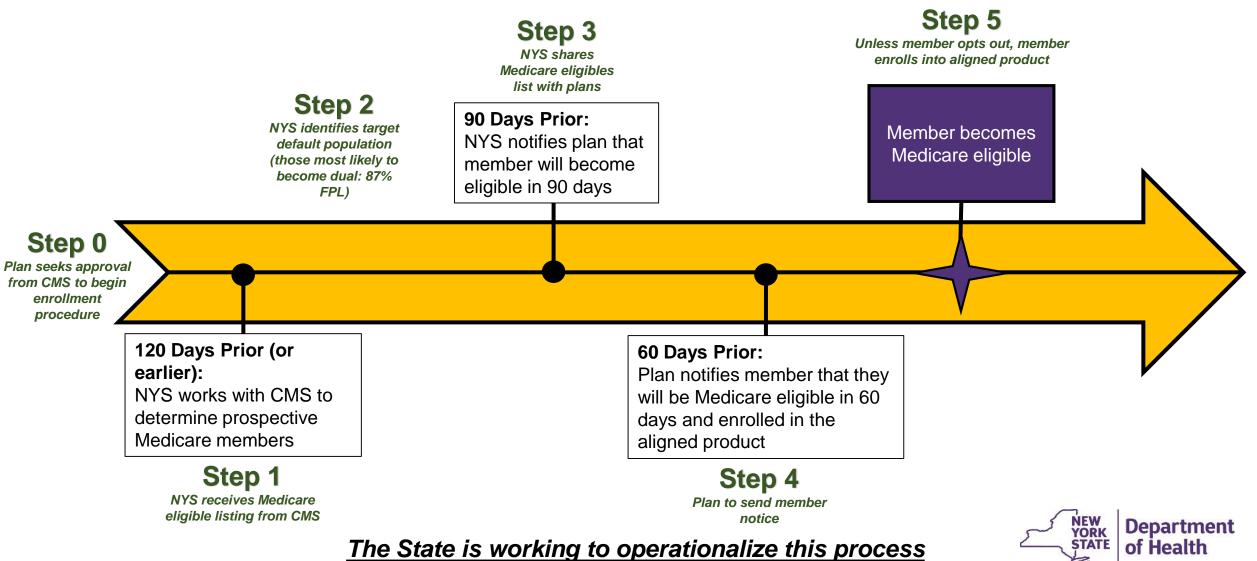
### **Member Timeline for Enrollment**



This timeline reflects the overall movement for a member as they become dual eligible; the State is working to operationalize this process



### **CMS Enrollment Procedure Process**



### Step 0: Plans Seek CMS Approval to Begin CMS Enrollment Procedure

**Plan Application Support** 

- CMS provides support to States and Plans, including offering a Sample Model Notice (see next slide)
- NYS is providing support to Plans in establishing the required data procedures and appropriately identifying the eligible population

Subject to CMS approval, select Medicare Advantage organizations may automatically enroll newly certain eligible Medicare beneficiaries into a dual eligible Medicare Advantage special needs plan (D-SNP) with member ability to opt out

#### **Individual Requirements**

- Newly eligible for Medicare Advantage
- Currently enrolled in corresponding MMC (or under parent org)
- Will remain in Medicaid Managed Care upon Medicare enrollment

#### **Plan Requirements**

- Must have affiliated Medicaid Managed Care Products with DSNP
- Must demonstrate State approval and State agreement to provide necessary information for the Medicare Advantage plan to identify members in their Medicaid Managed Care who are in their Medicare Advantage initial coverage election period
- Minimum Medicare 3 star quality rating
- Obtain CMS approval through a proposal
- Must meet specific notice and timeline requirements



### Step 0: Plans Seek CMS Approval to Begin CMS Enrollment Procedure

#### **Model Notice**

https://www.integratedcareresourcecen ter.com/resource/default-enrollmentmodel-notice

er registred KME disclasses, materials 10, and aggroupdiets KMS submission approved prior to use. EEEE THIS NOTICE FOR YOUR RECORDS Date: Names disclasses of the second	
Dates Names Address Address Address Address MPORTANT: Your health and drug plan is changing. We withing be synchronic the synchronic transmission is an utilized by a synchronic transmission of your membership in checkland of the synchronic transmission of the synchronic transmission of your networks and be synchronic transmission hannes. CP Plan kannes, of planet by Mennes Youry Medicare benefits. This coverage will acte on the synchronic transmission on the synchronic transmission of the method by a sender of planets of the synchronic transmission of the synchronic transmission name. In begins your Medicare and the coverage will acte on the insert effective date - Part A and B effective dates, the same day your Medicare benefits and. ou currently have state-specific name for Medicale to coverage will acte on the date by a sender of approximation transmission of the synchronic transmission field of a synchronic transmission that active the synchronic transmission and out whet a Synchronic the synchronic transmission transmission sharing directive dates a perification and the synchronic transmission of the synchronic transmission and the synchronic transmission that active the synchronic transmission of the synchronic transmission transmission that active the synchronic transmission of the sharing directive dates a synchronic transmission of the automatically emotiles and sharing directive dates and the folicity of approximatic transmission or another Medicare and mark transmission dates and the folicity of a sharing directive dates, your mere planet hybrids that and and and the dates and the sharing that and services and the and services and an approximation and sharing directive dates and the sharing that and services and the and services and an approximation and and that and and and the sharing that and services and the densetion and sharing and and that and and and the dates and the sharing that and services and the sharing directive dates and the sharing thread and and that an	Note: The following is a template of the letter to be used in this process. All letters used will contain the required CMS disclaimers, materials ID, and appropriate CMS submission approval prior to use.
Name Addresses Gifty, -Skitter -ZIPS- MPORTANT: Your health and drug plan is changing. Har Adams of Memicer: the aver Mutage bit you to know about important changes to your medical and prescription drug overage. As your Medical plan, we til like to thank you for your membership in Adedicad DC Plan Liname, of the other of the addresses to your medical and prescription drug overage. As your Medical plan, we til like to thank you for your membership in Adedicad DC Plan Liname, of the other of y-Raeren Craganzation Name. Liceuse you will be eligible for Medicare scored, File same day your Medicare and Advectional to the other one currently have -state-specific name for Medicad program. (Medicad) -D.S.IP names, and currently have -state-specific name for Medicad program. (Medicad) -D.S.IP names, there of the other of the other of the other of the other of the other and the other other other of the other of the other of the other other the difference of the other of the other of the other of the other other set at the other other of the other of the other of the other of the other and the other other other other other other other of the other of the other set at the other other of the other set at the other other of the other other. our -states positical all COP in the marks. (Other ad Medicare or another Medicare and other have to do anything unless you don't want to be automatically emoletion -D.SNP and the other other other of the other of the other other other other other other other set at the other other other of the other of the other o	KEEP THIS NOTICE FOR YOUR RECORDS
Address Address	<date></date>
ear «Name of Member»: It is are writing to let you know about important changes to your medical and prescription drug towargue. As your Medical plan, we'll lies to think you for your membership in «AdedCand CD Plan Linnes, well divers of the second se	<name> <address< citys.<state=""> &lt;2IP&gt;</address<></name>
The normality is by an about should input that about to your medical and preceivitien drug meansy. If you have a should input that have no your medical and preceivitient COP Plus harases, offend by -Pereira Organization Names. The American State of the State of the American State of the State of the State meansy and the Industry of the American State of the State of the State meansy and the Industry of the State of the State of the State of the State meansy and the Industry of the State of the State of the State of the State meansy and the Industry of the State of the State of the State meansy and the Industry of the State of the State of the State meansy and the Industry of the State of the State of the State state of the State of the State of the State of the State state of the State of the State of the State of the State of the State of the State of the State of the State of the State state of the S	IMPORTANT: Your health and drug plan is changing.
overage. As your Medical plan, we'l like to thank your for your membership in chelectad ICO Plan Names, of tend by P-aerel Organization Names. accuses your wile to eligible for Medicare soords, - Planet Organization Names will automatically monitory unit do-SNP Mames Por your Medicare benefits. This is coverage will automatically inter of tendence to a strain the tendence of the same for Medicare benefits. This our currently have -state-specific names for Medicaid programs. (Medicaid ) -O.SNP names, the same tendence of the same for Medicaid programs. (Medicaid) -O.SNP names, the Medicain coverage to provide your Medicare and -SNP medicain name-benefits with loghtm: or through Organization of the same tendence on the Medicain Coverage to provide your Medicare and -SNP medicain name-benefits through Organization of the same same same tendence to coverage trongs how the same of the same same tendence to coverage through only the planets. The same same same starting direction from the organization of the same same starting direction from the OSMP mames. Original Medicare or on the Medicare and planets of the anything united system of the automatically emotion in the same starting direction allow of the same. The same for the Medicare or anyther Medicare and that have to do anything united system to the automatically emotion in the same same starting direction date. Original Medicare or another Medicare and that the same of the planets you don't wat to be automatically emotion in the same starting direction date. The same same same same same same same sam	Dear <name member="" of="">:</name>
nord up ou into -Q.S.W Pame-is or up our Medicare benefits. This coverage will start on insert effective data - Part A and B effective data-), the same data vy our Medicare benefits land. ou currently have -state-specific name for Medicaid program. (Medicaid), -D.S.NP name-, fetred by -spacet organization name-, holps your Medicare and -Medicaid or state-specific fetred by -spacet organization name-, holps your Medicare and -Medicaid or state-specific fetred by -spacet organization name-, holps your Medicare accessing, you can choose to get our Medicare coverage through nonther plant or horspoh Organi Medicare. If you don't make monther choice by -simert date before effective date-, you'li be enrolled with -O.S.NP and statistic strates - memory of the mane-, Organi Medicare or another Medicare our -states specific name for Medicaid program- coverage won't change (incert as glacitade - date) to enrollment in -O.S.WP mame-, Organi Medicare or another Medicare our states to do anything unless you don't want to be automatically enrolled in -O.S.NP everage through -Medicaid MCO Plan Name ou don't have to do anything unless you don't want to be automatically enrolled in -O.S.NP everage with stut or domest reflective dates - you nave or more information about your -O.S.NP name- and be benefits and service data-, you nave or more information about your -O.S.NP name- and be benefits and service data- you nave plant coverage not stut or uses attering through and hether you reve plan covera at of your prescription drugs , call -O.S.NP name- and hether hour new plan covera at of your prescription drugs , call -O.S.NP name- and plant plant covera at all or your prescription drugs , call -O.S.NP name- and hether your new plant covera at of your prescription drugs , call -O.S.NP name- and hether your new plant covera at of your prescription drugs , call -O.S.NP name- and hether your new plant covera at of your prescription drugs , call -O.S.NP name- and hether your new plant covera at of your presc	We are writing to let you know about important changes to your medical and prescription drug coverage. As your Medicaid plan, we'd like to thank you for your membership in ⊲Medicaid MCO Plan Name, offered by ≺parent Organization Name>.
fittered by caparent organization names, helps your Medicare and -Medicaid or state-specific fedicaid names-bears work together. You don't wart -O-SNP names is provide your Medicare exverage, you can choose to get our Medicare coverage through notifier plant on through Original Medicare. If you don't make nother choice by 'sinsert data before effective data's, you'll be enrolled with -O-SNP ames *starting 'direated' fedicine' data's, you'll be enrolled with -O-SNP ames *starting 'direated' fedicine' data's manes, 'Original Medicare or another Medicare and plants' contains to get your -state specific name for Medicaid programs or use states and 'sames' in the manes' original Medicare or another Medicare and the state of dama's manes' original Medicare or another Medicare and the state of dama's plants' plants' plants' plants' and the plants' plants' plants' plants' or or don't have to do ampting updates you don't want to be automatically encoded in -O-SNP mess, if you don't and activities by ward d's boletice data's your new plant or more information about your O-SNP names' and the buendits and services data's your new plant or more information about your O-SNP names' and the buendits and services data's your new plant or more information about your O-SNP names' and the buendits and services data's your new plant or more information about your O-SNP names' and the buendits and services data's your new plant or more information about your O-SNP names' and the buendits and services data's your and hether your new plant covers and of your prescription drugs, call -O-SNP names' and hether your new plant covers and and your prescription drugs call -SNP names' and hether your new plant covers and to your prescription drugs call -SNP names' and hether your new plant covers and to your prescription drugs call -SNP names' and hether your new plant covers and the your prescription drugs call -SNP names' and hether your new plant covers and the your prescription drugs call -SNP names' and hether you	Because you will be eligible for Medicare soon, ⊲Parent Organization Name> will automatically enroll you into <d.snp name=""> for your Medicare benefits. This coverage will start on <insert a="" and="" b="" date="" effective="">, the same day your Medicare benefits start.</insert></d.snp>
our Medicare coverage through another plan or through Original Medicare. IF, you don't make mother choice by visued that before referictive date's, you'll be enrolled with -O-SNP ame's latting visues reflective dates, you'll be enrolled with -O-SNP ame's latting visues reflective dates, you'll be enrolled with -O-SNP and plans'. You will be a set of the set	You currently have «state-specific name for Medicaid program» (Medicaid). «D-SNP name», offered by «parent organization name», helps your Medicare and «Medicaid or state-specific Medicaid name: benefist work together.
lopicable: "due to enrollment in O-SMP name", Original Medicare or another Medicare earling have. You will continue to get your catale specific name for Medicaid programs overage through - deficient More DP Inin Name». Ou don't have to do anything unless you don't want to be automatically enrolled in -O-SMP ame». If you don't make another choice by -insert day before effective date>, your new overage will stuft on -insert effective date> or more information about your -O-SMP name> and be benefits and services your new plan rows, or to find out thy our care still are your current providers in your new plan overs, or to find out thy users shuld call are to prescription drugs, call -O-SMP name> at the here number. TY to user shuld call are through the planes at the plane number. THe users shuld call are through the plane days hour of operation	If you don't want <-D-SNP name> to provide your Medicare coverage, you can choose to get your Medicare coverage through another plan or through Original Medicare. If you don't make another choice by <-insert date before felctive date>, you'll be enrolled with <-D-SNP name> starting <-insert effective date>.
ames. Tyou don't make another choice by -insert day before effective date. your new overage will sturt on ensert fetcive dates or more information about your -OSNP names and the benefits and services your new plan rows, or to find out if your can still as evolution uncertent providers in your new plan and hether your new plan covers all of your prescription drugs, call -OSNP names at hether your uses studied all "Thromber-We are open days/hours of operation plane number. TY throms how and early more days hours of operation and the studied and the studied and thromber. We are plane days hours of operation and the studied and thromber and the studied and t	Your <state-specific for="" medicaid="" name="" program=""> coverage won't change [/nserf as applicable: <due <0.5np="" enrollment="" in="" name="" to="">, Original Medicare or another Medicare health glam&gt; You will continue to get your <state-specific for="" medicaid="" name="" program=""> coverage through .</state-specific></due></state-specific>
overs, or to find out if you can still see your current providers in your new plan and hether your new plan covers all of your prescription drugs, call <d.snp name=""> at phone number&gt;. TY users should call <ty' are="" number⊳.="" of="" open="" operation<="" td="" we="" ⊲dayshours=""><td>You don't have to do anything unless you don't want to be automatically enrolled in -CD-SNP name&gt;. If you don't make another choice by -insert day before effective date&gt;, your new coverage will start on -insert effective date&gt;.</td></ty'></d.snp>	You don't have to do anything unless you don't want to be automatically enrolled in -CD-SNP name>. If you don't make another choice by -insert day before effective date>, your new coverage will start on -insert effective date>.
	For more information about your -D-SNP names and the benefits and survices your new plan covers, or for find out if you can still see your current providers in your new plan and whether your new plan covers all of your prescription drugs, call -D-SNP names at -ghone number. This trues shaded call -CTY numbers. We are open -dayshours of operation and, if different, TTY hours of operations.

#### **Medicare Manual Update**

https://www.cms.gov/Medicare/Eligibility-and-Enrollment/MedicareMangCareEligEnrol/Downloads/CY\_201 9\_MA\_Enrollment\_and\_Disenrollment\_Guidance.pdf (Default Enrollment starts at section 40.1.4)

Medicare Managed Care Manual	
Chapter 2 - Medicare Advantage Enrollment and Disenro	Iment
Updated: August 19, 2011 (Revised: November 16, 2011, August 7, 2012, August 19, 2013, August 14, 2014, July September 1, 2015, September 14, 2015, December 20, 2017 & July 11, 2019 2017 & July 11, 2019	
This guidance update is effective for contract year 2019. All enrollments with an effect or after January 1, 2019, must be processed in accordance with the revised requirement facilities are under combinent forms and notices, as apportate. Organizations ma option, implement any <i>new requirement constituent</i> with this guidance prior to the requirementation data.	ts, y, at their
It is expected that organizations will assure compliance with all Medicare Advantage requirements described in this chapter regarding communications made with beneficiaries/members, including the use of the model notices, and the requirements de Medicare Communications and Marketing Guidelines (MCMG).	utlined in
Organizations are required to growthe information to andridudit in accessible-informa- for example. Large Prizz, Bruille, source repeats and therapity, as onthined in Section Redublication Act of [97] Joan Indoneport revisions). Such individualit must have an apportunity in participant in enrollbench participant portunities. Bill, and communicating vi as members whio do not request accessible-informate.	504 of the equal
Table of Contents	
0 - Eligibility for Enrollment in MA Plans	16
0 - Eligibility for Enrollment in MA Plans 20.1 - Entitlement to Medicare Parts A and B and Eligibility for Part D	17
0 - Eligibility for Enrollment in MA Plans 20.1 - Entitlement to Medicare Parts A and B and Eligibility for Part D	17
20 - Eligibility for Enrollment in MA Plans     20.1 - Entitlement to Medicare Parts A and B and Eligibility for Part D      20.2 - End-Stage Renal Disease (ESRD)      20.2 - Had-Stage Renal Disease (ESRD)	17
9: Eligibility for Encollment in MA Plant     20.1 - Environment to Medeure Parts A and II and Eligibility for Part D     20.2 - End-Stage Read Discase (EA)     20.2 - End-Stage Read Discase (EA)     20.2 - Elisser Read Discase (EA)	17 17 18 19
Signality for Enrollment in MA Plani     10.1 - Enrollment in MA Plani     20.1 - Enrollment to Medicare Parts A and B and Eligibility for Part D     20.2 - Enrollment Beau Disease (ESRD)     20.2 - Enrollment to Eligibility Role for Persons Who Have ESRD     20.2 - Discontal Employer Union Group Waiver for ESRD Enrollees	17 17 18 19 21
90: Bighting for Euroflower in MA (Plant 30: 1 - Entitlement to Medicare Part A and B and Eligibility for Part D. 2: - Fast-Sing Read Discuss (ISBR) 30: 2: - Hackground an (ISBR) Fastilement 30: 2: - Encodents to Eligibility Red for Persons Who Have ESRD 30: - Optional Employer Union Group Waiver for ESRD Earellees 30: - Price of Perment Residere	17 17 18 19 21 21
9. Eligibility for Enrollment in MA Plani  20. Eligibility for Parol Mana Plani  20 Frainforms to Medicare Parts A and B and Eligibility for Part D  20 1. Redspared m ISSD Diratelenent  20 1. Redspared m ISSD Diratelenent  20 2 Scoptions to Eligibility Reds for Promo Who Have ESRD  20 3. Optional Implyers' Whom Group Waiver for ESRD Enrollees  20 1 Medical Implyers' Whom Group Waiver for ESRD Enrollees  20 1 Medicare Adverse  20 1 Medicare Adverse  20 1 Medicare Adverse	17 17 18 19 21 21 21 23
90: Bighting for Euroflower in MA (Plant 30: 1 - Entitlement to Medicare Part A and B and Eligibility for Part D. 2: - Fast-Sing Read Discuss (USRD) 30: 2: - Hackground an (USRD) Fastilement 30: 2: - Encodents to Eligibility Red for Persons Who Have ESRD 30: - Optional Employer Union Group Waiver for ESRD Earellees 30: - Price of Perment Residere	17 17 18 19 21 21 21 23
9) Elightly for Enrollment in MA (Finit 20) - Endoling Rend Disease (SSR), 32 - Stepedion to Elightly Rend Ref Persons Who Have ESRD. 32 - 3 - Optional Employer Union Group Waiver for ESRD Enrollees. 30 - Price of Personser Residence 30 - 1 - Mailing Address 30 - 2 - 2 - 5 (Stenship or Lawfel Presence. 30 - 2 - 3 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2	17 17 18 19 21 21 21 23 23 23 23
39: Elliphite for Encommers in MAP Binni     30: Liphite for Encommers in MAP Binni     30: Liphite in Moderner Parts A and B and Eliphitity for Part D     30: Liphite Moderner Parts     30: Liphite Moderner     30:	17 17 18 19 21 21 21 23 23 23 23
20.2 - Find Stage Read Disease (ISRD)       20.2 - Hockproned in ISRD Enrichment       20.2.2 - Exceptions to Eliphility Role for Prenom Who Have ESRD       20.2.3 - Optional Employer Union Group Waiver for ESRD Earnibees       20.3 - Pace of Premment Residence       20.1 - Malling Address       20.2 - Complexion of Employment Residence       20.3 - U.S. Complexion of Earnibum Report       20.4 - Optional Employment Union Transmission       20.4 - Optional Employment Union Transmission	17 17 18 19 21 23 23 23 23 23 24 24 24



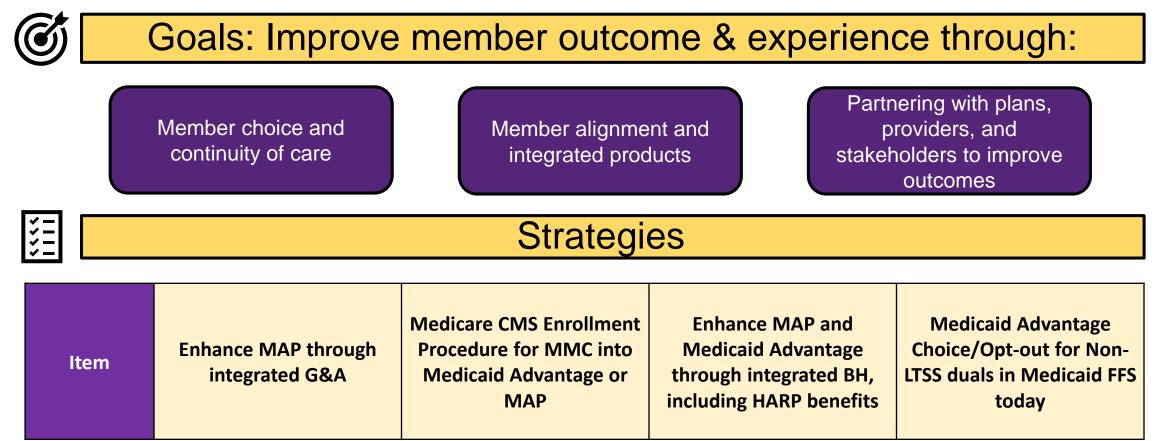
### **Next Steps For CMS Enrollment Procedures**

<u>2019</u>	<ul> <li>State establishes CMS Enrollment Procedure Design</li> <li>Plans begin process with CMS for Enrollment approval</li> <li>System changes occur to implement design</li> <li>Plans not currently eligible for CMS Enrollment Procedures to work with NYS and CMS on product line approval for November deadline</li> </ul>
<u>2020</u>	<ul> <li>CMS approval of State Design and Plan application</li> <li>Plans not currently eligible for CMS Enrollment Procedures continue to work with NYS and CMS on plan approvals</li> <li>CMS Enrollment Procedure begins</li> </ul>

High Level Medicare Timeline				
Intent to Apply for Medicare 2021	Apply for Medicare 2021	Submit Medicare Bid	Begin New Medicare MA/MAP Offering	
Nov '19	Feb '20	Jun '20	Jan '21	



### Path Forward For Integrated Members

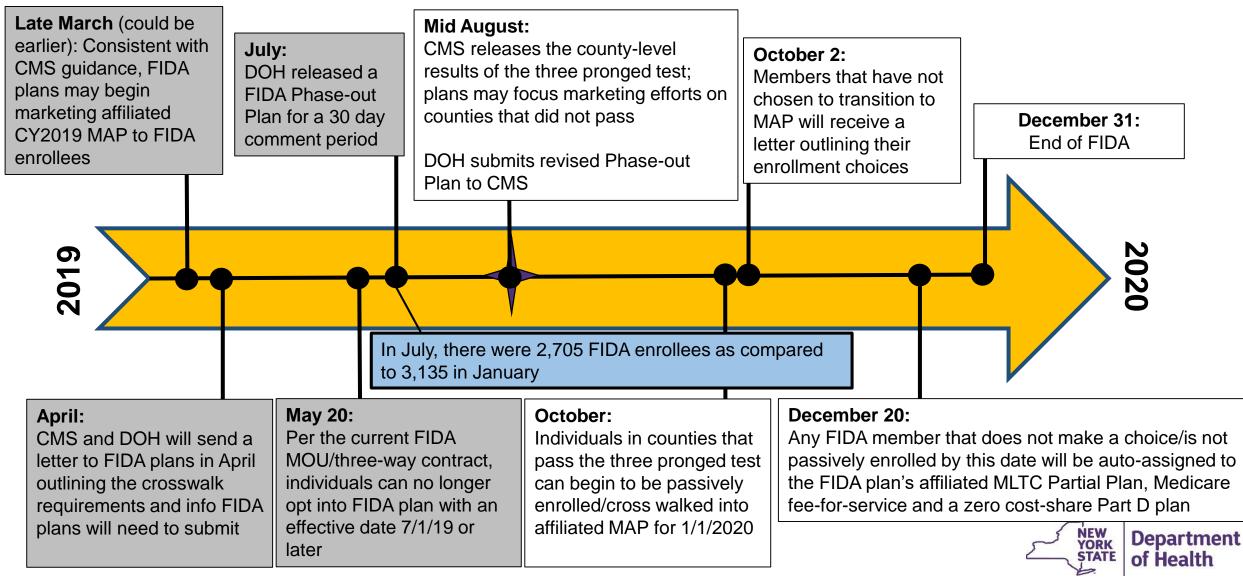




## **Program Updates**



### **2019 FIDA Wind Down Timeline**



### **Future Discussions / Next Steps**

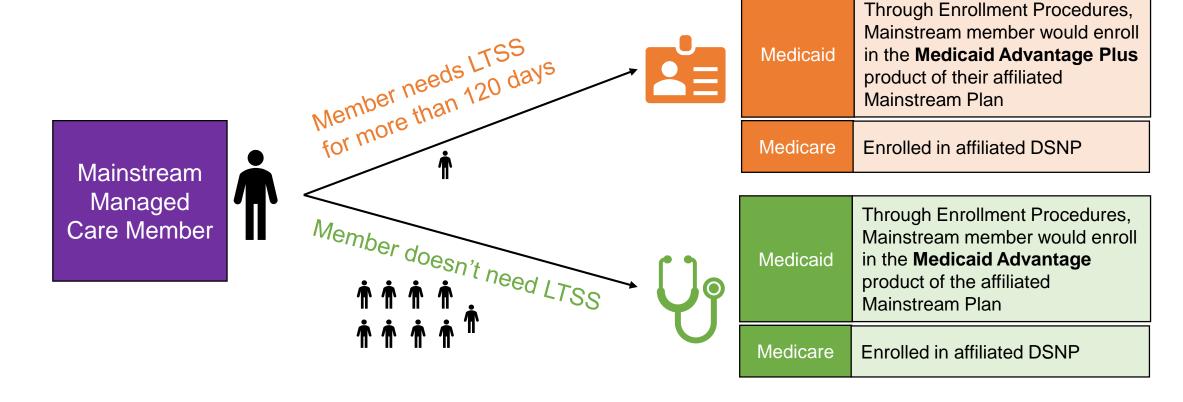
- Continued discussion with CMS on enrollment procedures
- Closing out FIDA Program
- We continue to welcome stakeholder feedback at <u>dualintegration@health.ny.gov</u>



# Appendix



# What Would Utilizing CMS Enrollment Procedures Look Like?



Members have the ability to opt out of this enrollment and retain full choice options

