

# Medicaid Innovation Accelerator Program (IAP)

**Information Session:  
Value-Based Payment  
and Financial  
Simulations Technical  
Support Opportunity**

**March 14, 2018**

**3:00 PM-4:00 PM ET**



# Logistics for the Webinar

- All lines will be muted
- To participate in a polling question, exit out of “full screen” mode
- Use the chat box on your screen to ask a question or leave a comment

# Welcome!

Karen LLanos, Director, Medicaid IAP  
Center for Medicaid and CHIP Services (CMCS)  
Centers for Medicare and Medicaid (CMS)

# IAP Team for Value-Based Payment and Financial Simulations

- Karen Llanos and Katherine Griffith, Medicaid IAP, CMCS
- Negussie Tilahun and Asher Mikow, Financial Management Group, CMCS
- Contracting Team
  - NORC at the University of Chicago: Scott Leitz, Kevin Koenig, Lynne Page Snyder
  - Partners
    - Center for Health Care Strategies: Tricia McGinnis
    - RAND Corporation: Chapin White
    - Actuarial Research Corporation: Gerald Riley

# Agenda for Today's Call

- What is the Medicaid Innovation Accelerator Program?
- Overview of Value-Based Payment and Financial Simulations (VBPFS) Technical Support Available to State Medicaid Agencies
- How to Apply for Technical Support
- Next Steps

# Polling Question #1

Who do we have on the webinar today?

- State Medicaid agency
- Other state agency
- Health care provider
- Health plan/managed care organization
- Advocacy organization
- Research organization
- Other

# Polling Question #2

## (State Medicaid Participants Only)

Has your state participated in an IAP technical support opportunity before?

- Yes
- No
- Do Not Know/Other



# What is the Medicaid Innovation Accelerator Program (IAP)?

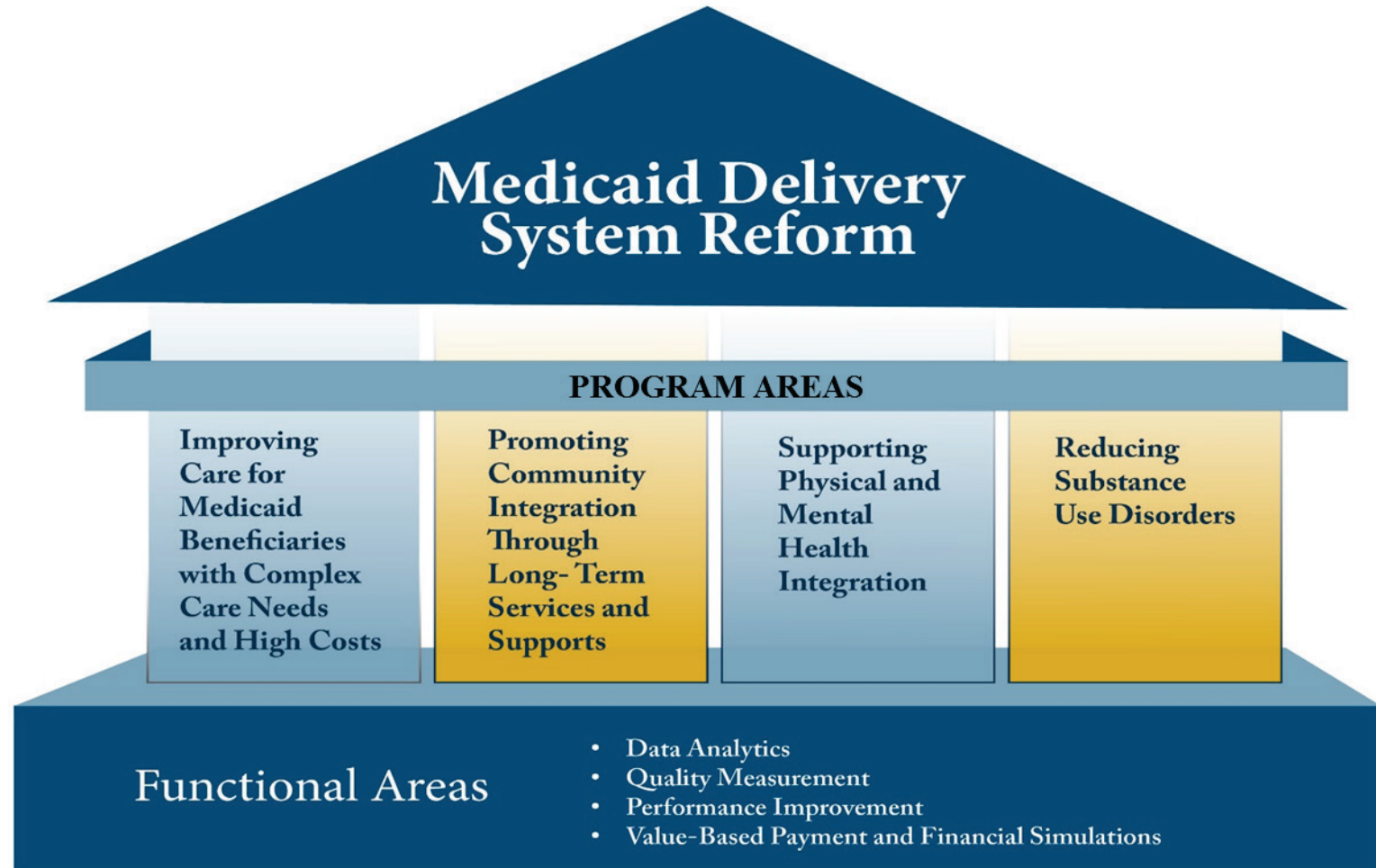


# Medicaid IAP

- Four year commitment by CMS to build state capacity and accelerate ongoing innovation in Medicaid through targeted technical assistance\*
- A CMMI-funded program that is led by, and lives in, CMCS
- Supports states' and HHS delivery system reform efforts
  - The end goal for IAP is to increase the number of states moving towards delivery system reform across program priorities
- Not a grant program; targeted technical assistance

\*IAP refers to “technical assistance” as “support,” “program support” or “technical support”.

# IAP Program and Functional Areas



# How Do We Define Success Across IAP?

- Has participation in IAP led to increased delivery system reform in the IAP program priority areas/populations?
- Has IAP increased states' capacity to make substantial improvements in:
  - Better care, smarter spending, healthier people?
- Has IAP built states' capacity in the following areas:
  - Data analytics, quality measurement, performance improvement, value-based payment and financial simulations?

# IAP VBPFS Technical Support

- Began in July 2017 with the selection of 9 states and the District of Columbia to receive targeted technical support
- New round of technical support is open, with the selection of states by July 2018
- All states and territories are encouraged to apply



# **Overview of Value-Based Payment and Financial Simulations (VBPFS) Technical Support Available to State Medicaid Agencies**

# Goals for VBPFs Technical Support

- Support states as they develop Medicaid VBP models and/or enhance and expand existing state Medicaid payment reform efforts.
  - VBP Definition: Payment models that range from rewarding for performance in fee-for-service to capitation, including alternative payment models and comprehensive population-based payments.

# Types of Technical Support

States can receive support with:

- VBP strategic design
- Developing Medicaid VBP approaches
- Implementing Medicaid VBP approaches
- Conducting financial simulations

*States that are currently participating in any Medicaid IAP technical support opportunity are welcome to apply*

# Examples of Technical Support Activities

- Develop a VBP options memo or roadmap
- Assist with alignment to other payers and payment frameworks
- Examine strategic VBP considerations (e.g. VBP targets, attribution, and gain-sharing)
- Understand the elements of implementing a VBP within Medicaid managed care
- Identify measures and how to monitor VBP outcomes
- Support states as they support providers with VBP implementation
- Develop and conduct financial simulation models



# Polling Question #3

## (State Medicaid Participants Only)

Which types of technical support activities are you most interested in? (You may select more than one)

- Develop a VBP options memo or roadmap
- Assist with alignment to other payers and payment frameworks
- Examine strategic VBP considerations (e.g. VBP targets, attribution, and gain-sharing)
- Understand the elements of implementing a VBP within Medicaid managed care
- Identify measures and how to monitor VBP outcomes
- Support you, the state, with supporting providers as they implement VBPs
- Develop and conduct financial simulation models

# Technical Support Team

IAP will form a support team specific to each state's needs that includes:

- IAP VBP lead (single point of contact for state)
- Medicaid policy experts
- Subject-matter experts
- Data management experts
- Health information technology experts
- Financial simulation experts

# Technical Support Components

Component	Timeframe	State Participation
State selection and initial expectation discussions	April-June 2018	State office hours
Kick off and strategic planning for selected states	July 2018	Regular strategic planning meetings and one introductory webinar with all states
Individualized program support with assigned IAP VBP lead and team of technical support experts	July 2018 – July 2019	Regular contact about support provided and using assistance tools/materials. One hour calls, typically bimonthly.
Periodic peer-to-peer discussions	July 2018 – July 2019	TBD, as identified by state needs
Educational webinars about VBP and financial simulations	TBD	TBD, as identified by state needs

# Polling Question #4

## (State Medicaid Officials Only)

What issues or topics regarding the development of VBP approaches are most challenging for your state? (You may select more than one)

- Stratifying and/or targeting discrete population(s)
- Identifying which type of VBP to develop
- Understanding how to work with managed care organizations
- Implementing payment strategies
- Improving coordination across providers/systems
- Forecasting the impact of the VBP using financial simulation models
- Other



# How to Apply for Value-Based Payment and Financial Simulation Technical Support

# How to Apply: Expression of Interest

- Expression of Interest Form  
<https://www.medicaid.gov/state-resource-center/innovation-accelerator-program/iap-functional-areas/value-based-payment/index.html>
  - General information
  - Description of state request for technical support
  - Possible Data Sharing Agreement requirement
  - Scheduling a conference call with CMS and the VBPFSS technical support team
- Due April 13, 2018



## Value-Based Payment and Financial Simulations Technical Support Available for State Medicaid Agencies

### Expression of Interest Form

The purpose of this expression of interest form is to help the Medicaid Innovation Accelerator Program (IAP) with the selection process by getting a better sense of your state's current and planned efforts to design, develop, and implement Value-Based Payment (VBP) approaches [i.e., payment models that range from rewarding for performance in Fee-For-Service (FFS) to capitation, including Alternative Payment Models (APM) and comprehensive population-based payments]. Details on the technical support available for states are outlined in the Program Overview document.

### Overview of Value-Based Payment and Financial Simulations Technical Support

The goal for this IAP opportunity is to support states as they design, develop, and implement Medicaid VBP models and/or enhance and expand existing state Medicaid payment reform efforts. Technical support is offered in one or more of the following areas:

- **Strategic design by drilling down into states' payment approach goals, objectives, and technical support needs.** Support is available to help states assess VBP options that are appropriate for their individual state Medicaid health care delivery and payment environments. This support includes, for example, assessing the appropriateness of various VBP approaches (e.g., bundled payments, episodes of care, pay-for-performance, per member per month payments, gain- or risk-sharing approaches, advanced Primary Care Medical Home, Accountable Care Organization, global payments, etc.).
- **Development of VBP approaches in Medicaid.** Support is available to help states develop their specific VBP approach. This support includes, for example, developing or refining design elements such as attribution methodologies, gain-sharing methodologies, and identification of appropriate quality metrics or other considerations.
- **Implementation of an agreed-upon VBP approach in Medicaid.** Support is available to help states implement VBP approaches, including working with the state to develop provider-related technical support tools, decision-making tools, and identification of best practices.
- **Development of financial simulations of state-developed VBP approaches.** This support includes developing a VBP analysis methodology and conducting financial simulation modeling of a specific VBP approach.

Support will be individualized based on each state's specific needs and an initial goal setting process. In addition to individualized support, states will have access to group technical support and peer-to-peer learning.

# State Selection Factors

- Team Composition
  - Commitment from State Medicaid Director
  - State Medicaid staff as the IAP lead accountable for the day-to-day work of the technical support
  - Acknowledgement that team members will have sufficient time and resources for this effort for 12 months
- Evidence that Medicaid payment reform is a priority
- Ability to clearly articulate VBP goals and technical support needs
- Capacity to begin work shortly after selection

# Examples of States That Could Benefit from Technical Support

- Who are in early stages of developing their VBP approach and would like to further refine or accelerate their process
- Have existing programs and are interested in integrating or improving VBP strategies
- Who want to use VBP approaches to spread a model to other populations, areas of the state, provider types

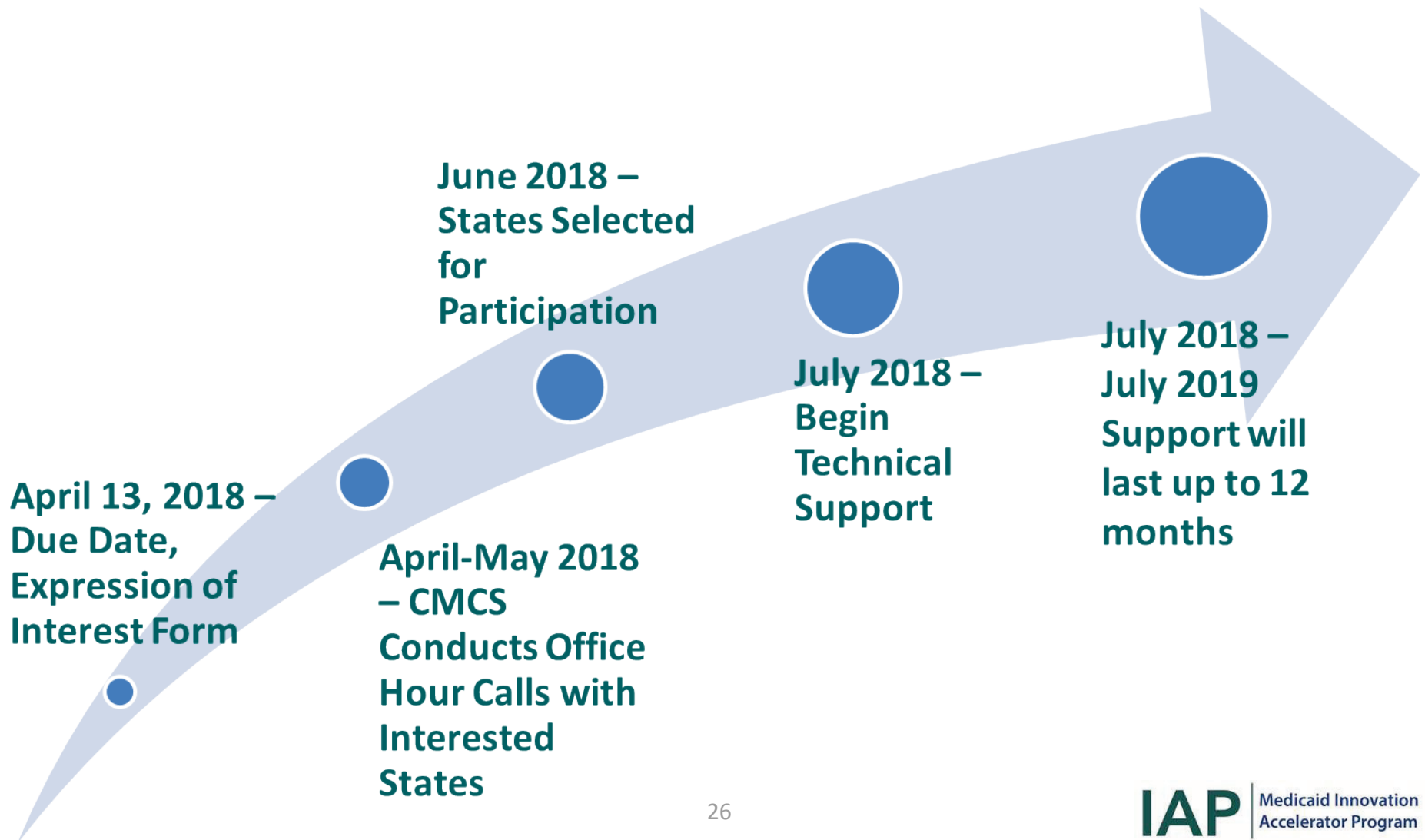


# Benefits to States

A combination of individualized and cross-state technical support that is:

- Tailored to states' existing environment, resources, policy levers, Medicaid payment and delivery system reform efforts, and unique challenges; and
- Targeted to states in designing and implementing VBP approaches in Medicaid, including those in need of support in developing financial simulations for these efforts.

# Key Dates





# Next Steps

# Webinar Questions or Comments?

Use the chat box to send in your written question.

# Polling Question #5

## (State Medicaid Officials Only)

Based on what you heard, is your state interested in applying for VBPFs technical support?

- Yes
- No
- Unsure

# Thank You!

Thank you for joining today's webinar.

Please take a moment to complete a short feedback survey.

States with questions about this opportunity can email:  
[MedicaidIAP@cms.hhs.gov](mailto:MedicaidIAP@cms.hhs.gov)