



## Dual RFI Response Summary

*Improving Care through Integrated Medicare and Medi-Cal  
Delivery Models*

Lisa Rubino, President  
Stakeholder Meeting  
August 30, 2011

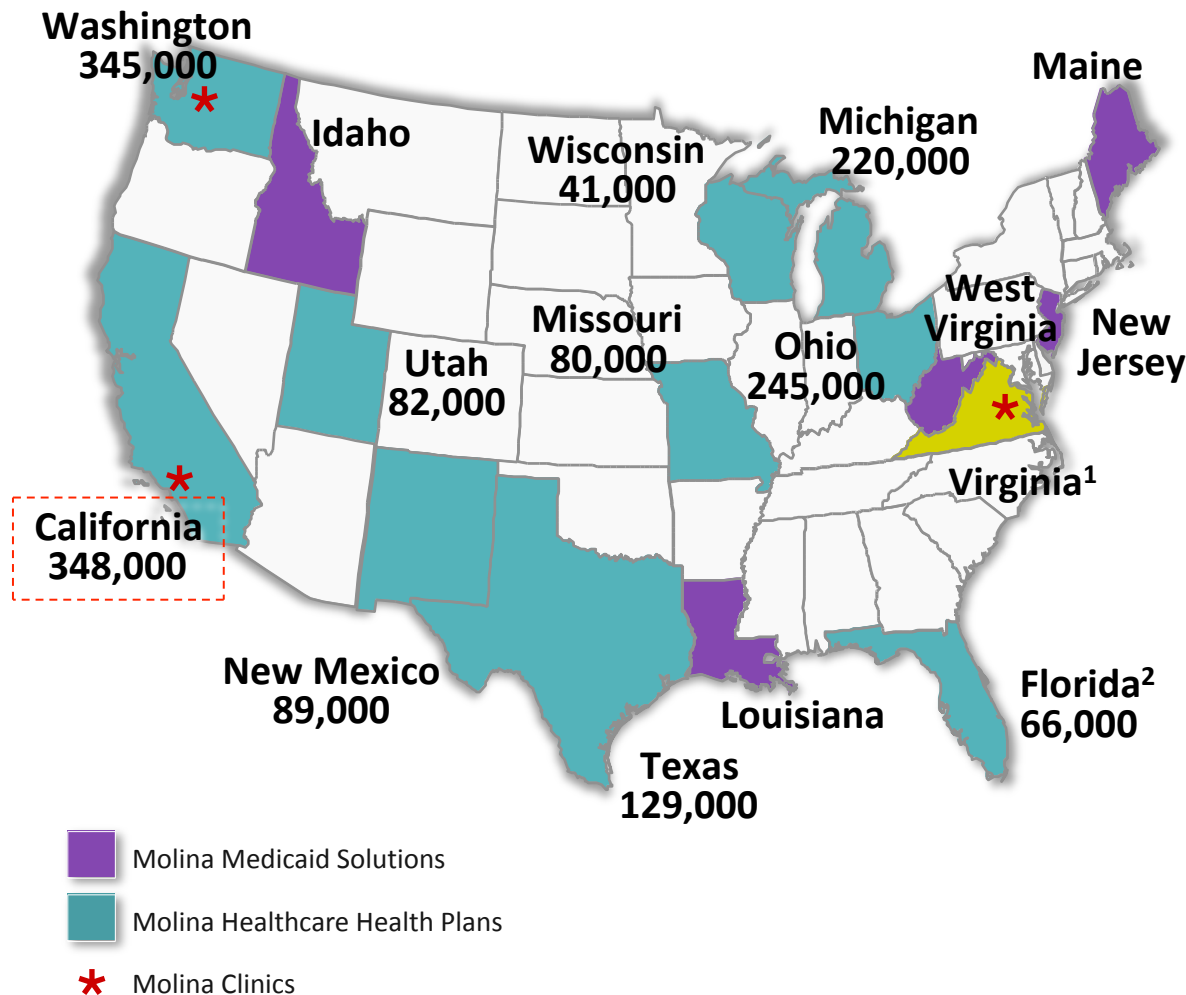


Your Extended Family.

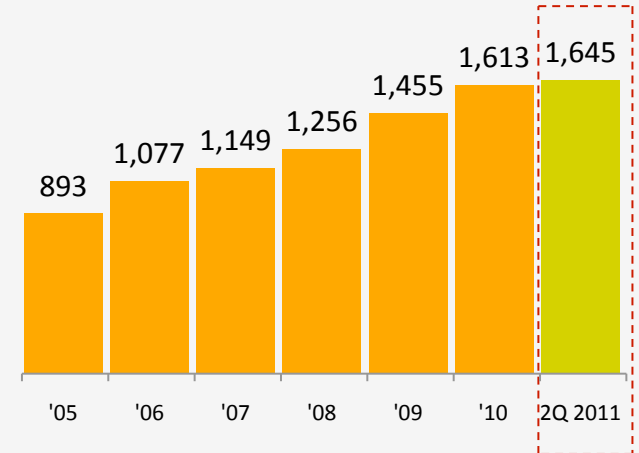
# Business Footprint

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## Markets and members served – Q2 2011



## Health plan enrollment growth (in thousands)



- 9<sup>th</sup> largest Medicare SNP in Country with over 23,000 duals enrolled
- Cover over 160,000 ABD's nationwide
- 21 owned and operated clinics
- All eligible health plans accredited by NCQA

1. Virginia clinics provide Direct Delivery.  
2. Florida has a managed care program as well as a Pharmacy Rebate Program.

# Dual Eligible Challenges

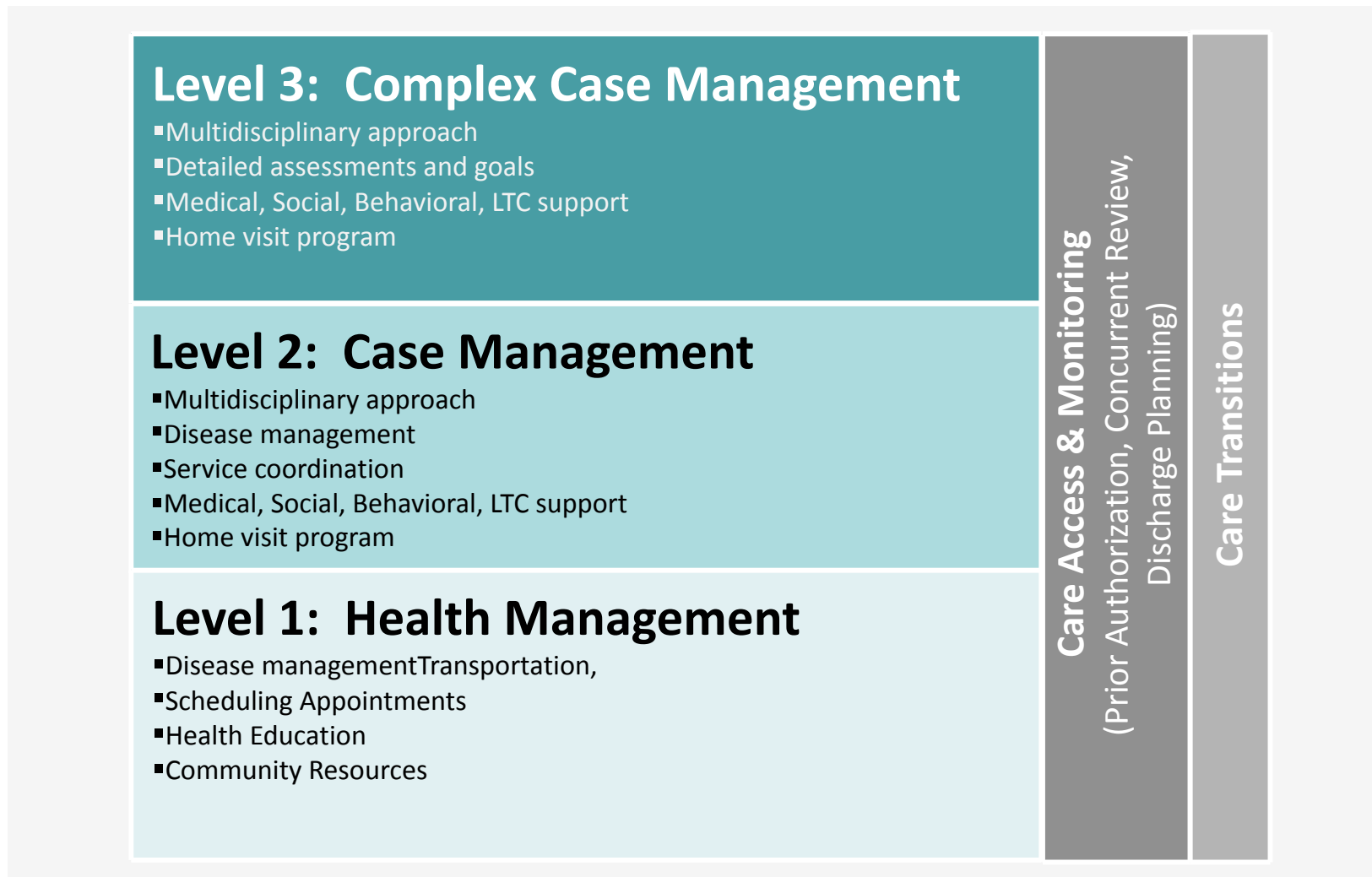
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**Duals make up 15% of the Medicaid population, but account for 40% of Medicaid spending.**

Challenges	Solutions
A vulnerable population with complex medical needs: (87% of duals have 1 or more chronic conditions)	Medical Home, Health Risk Assessment, Risk Stratification, Individual Care Plan
Prevalent Mental Health co-morbidity	Multidisciplinary team for Behavioral Health support
Age, disability, financial and social issues	Coordination with Community Resources
Significant need for community and home-based services	LTC support, Coordination with IHSS, Home visits as needed
Multiple funding sources/benefits and multiple I.D. Cards	Single set of comprehensive benefits and 1 I.D. Card

# Molina's Flexible Integrated Care Model- Responsive to State's Needs <sup>4</sup>

Facilitates a member-centric, home and community-based care environment designed to reduce institutional care (SNF, ER, Hospital)



# State Partnerships-Proven Track Record

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- Washington Medicaid Integration Partnership (WMIP)
- Designed to reduce institutional care (SNF, ER, Hospital)

## WMIP Care Coordination



Molina is the only health plan partnering with the state of Washington to coordinate the care for underserved SSI patients.

- Managed care for SSI or SSI-related Medicaid members
- Serves members in Snohomish County who are 21 years of age or older
- Currently serving 4,400 members as of 6/2011.
- The intent of this pilot is to improve clients' health and decrease expenditures
- Project yielding benefits since 2005

# Integrated Primary Care + Behavioral Health Medical Home

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## Molina Staff Model Clinic for Washington WMIP Program



- Coordinated care management for people with Severe Mental Illness (SMI)
- Increased access to primary care through collocation with behavioral health provider
- Integration of physical health, mental health and chemical dependency services
- Increased patient self management and satisfaction
- Reduced hospital and ER utilization

# Measures of Success

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Success should be judged on Health Outcomes, member satisfaction, and cost effectiveness:



- Prevention of institutionalization (SNF)
- HEDIS-like measures CAHPS/HOS
- (member satisfaction) SF-12 (self
- evaluation of health status) Reduction
- of preventable Readmissions Reduction
- in avoidable ER use

# What does a health plan need?

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## Consistent Regulatory Execution

Clear standards, financing and rates, accreditation, **enrollment options—passive/voluntary/no lock-in** and network requirements

## Thoughtful discussions on care management & care coordination

Share in the savings as a result of better carecoordination and improved member outcomes

## Transparent rate development

Use rate setting methodologies that incorporate Medicare and Medicaid funds for all covered benefits