Transitioning to Managed Care for
Improved Health Outcomes

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PTRC AAA
Our Understanding of Healthcare is Changing

- **Socioeconomic Factors**: 40%
- **Clinical Care**: 20%
- **Physical Environment**: 10%
- **Health Behaviors**: 30%

[Visit www.countyhealthrankings.org](http://www.countyhealthrankings.org)
The North Carolina Department of Health and Human Services (NC DHHS) was given permission by the Centers for Medicare and Medicaid Services (CMS) to use Medicaid funds to pay for non-medical services that impact health in the state’s transition to Medicaid Managed Care.

NC DHHS is investing $650 million over 5 years in 2-4 regional pilots to address non-medical drivers of health. Regional pilots must cover two–three counties and have a mix of urban and rural communities. The initiative is called “Healthy Opportunities”.

Pilots will include healthcare systems, community-based organizations, managed care companies and others to provide services to Medicaid recipients who have both a medical and social need.
# Healthy Opportunities

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<th>Food</th>
<th>Housing</th>
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<td>Nutrition Education&lt;br&gt;Enrollment Assistance for SNAP&lt;br&gt;Home Delivered Meals</td>
<td>Mold Remediation&lt;br&gt;Weatherization&lt;br&gt;Evictions&lt;br&gt;Tenant’s Rights&lt;br&gt;Housing Support Plan</td>
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<th>Non-medical Transportation</th>
<th>Interpersonal Violence</th>
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<td>To services promoting engagement&lt;br&gt;Payment for transportation to services&lt;br&gt;Vouchers for taxi, Uber, Lyft</td>
<td>Navigational services&lt;br&gt;Legal Services&lt;br&gt;Linkages to mental health agencies</td>
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Healthy Opportunities Pilots: Overview

Sample Regional Pilot

North Carolina

Prepaid Health Plan
Care Managers

Prepaid Health Plan
Care Managers

Prepaid Health Plan
Care Managers

Lead Pilot Entity

Human Service Organizations (HSOs)

HSO

HSO

HSO

Pilot Overview

- Pilots will test evidence-based interventions designed to reduce costs and improve health by more intensely addressing housing instability, transportation insecurity, food insecurity, interpersonal violence and toxic stress for eligible Medicaid beneficiaries.

- Key pilot entities include:
  - North Carolina DHHS
  - Prepaid Health Plan (PHP)
  - Care Manager (predominantly located at Tier 3 AMHs and LHDs)
  - Lead Pilot Entity (LPE)
  - Human Service Organization (HSO)
How is PTRC involved?

• Since last fall PTRC has been convening monthly meetings of the region’s healthcare systems and human service organizations in an attempt to bring a Medicaid Pilot to the Piedmont. Our effort is titled “Healthy Opportunities of the Piedmont”

• At the monthly meetings, the counties of Forsyth, Guilford and Rockingham were identified as the three counties to initially be served by the Pilot.

• PTRC was chosen by the members to serve as the Lead Pilot Entity for the Pilot initiative
Lead Pilot Entity Role

Lead Pilot Entity (LPE) will serve as the essential connection between PHPs and HSOs. Two to four LPEs will be selected by DHHS in 2019 through a competitive bidding process.

Key LPE Roles & Responsibilities include:

- **Developing an HSO Network**: Recruiting, training, managing and overseeing the network of organizations that deliver pilot services within its pilot area.

- **Advising Care Management Teams**: Advising care managers during care plan development on availability of services and capacity of in-network HSOs.

- **Paying HSOs and Providing Financial, Quality, and Performance Oversight**: Receiving payment from PHPs and, in turn, paying HSOs for services rendered.

- **Convening Key Pilot Stakeholders**: Convening key pilot entities and other stakeholders to promote communication and coordination across partners.

- **Providing Technical Assistance**: Providing technical assistance and expertise to HSOs to ensure their successful participation in the pilot.

- **Collecting and Submitting Data**: Collecting and submitting data for evaluation and program oversight.
• This summer, NC DHHS will release the RFP for the Medicaid Pilots. PTRC and our network plan to apply.

• In November 2019, Pilots will be announced.

• Pilots will have one year of capacity and infrastructure building. $100 million is potentially available for these efforts.
Further Information

• PTRC has a Healthy Opportunities of the Piedmont webpage for anyone seeking more information on our regional efforts to secure a pilot.

www.ptrc.org/healthyops

✓ Upcoming regional meeting dates
✓ List of agencies and stakeholders engaged in this effort
✓ Links to NC DHHS documents about Healthy Opportunities