Integrated Contractors

RFI

for members in

Acute and CRS Program

January 25, 2017
RFI INFORMATION

• Published to AHCCCS website on January 25th
• Questions due February 6
• Responses due February 27th
• https://www.azahcccs.gov/Resources/OversightOfHealthPlans/SolicitationsAndContracts
**Integrated Contractor Anticipated Procurement Timeline**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Date and Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issue Request for Proposal</td>
<td>November 1, 2017</td>
</tr>
<tr>
<td>Prospective Offerors’ Conference and Technical Interface Meeting</td>
<td>November 8, 2017</td>
</tr>
<tr>
<td>Proposals Due</td>
<td>January 25, 2018</td>
</tr>
<tr>
<td>Contracts Awarded</td>
<td>By March 8, 2018</td>
</tr>
<tr>
<td>Transition Activities Begin</td>
<td>March 9, 2018</td>
</tr>
<tr>
<td>Contract Start</td>
<td>October 1, 2018</td>
</tr>
</tbody>
</table>

*Note: Dates are subject to change*
AHCCCS Contract Timeline

- **10/1/16**: Release ALTCS RFP
- **3/1/17**: Award ALTCS
- **10/1/17**: Transition DD Acute/BH
- **10/1/18**: Release Maricopa RBHA RFP
- **4/1/19**: Award Maricopa RBHA
- **10/1/19**: Transition Maricopa RBHA
- **10/1/20**: 5 Years Greater AZ

Reaching across Arizona to provide comprehensive quality health care for those in need
## Current Contract Terms
### RBHA, CRS, Acute

<table>
<thead>
<tr>
<th>Contract Year</th>
<th>Maricopa RBHA</th>
<th>Greater AZ RBHAs</th>
<th>Acute/CRS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4/14-3/15</td>
<td>10/15-9/16</td>
<td>10/13-9/14</td>
</tr>
<tr>
<td>3</td>
<td>4/16-3/17</td>
<td>10/17-9/18</td>
<td>10/15-9/16*</td>
</tr>
<tr>
<td>4</td>
<td>4/17-3/18*</td>
<td>10/18-9/19*</td>
<td>10/16-9/17*</td>
</tr>
<tr>
<td>5</td>
<td>4/18-3/19*</td>
<td>10/19-9/20*</td>
<td>10/17-9/18*</td>
</tr>
<tr>
<td>6</td>
<td></td>
<td></td>
<td>10/20-9/21*</td>
</tr>
<tr>
<td>7</td>
<td></td>
<td></td>
<td>10/21-9/22*</td>
</tr>
</tbody>
</table>

*Extension Year (CYE 9/16 applicable to CRS only)

**New Integrated Contractor Term:**
10/18-9/23 (5yr)
Integration Efforts

Reaching across Arizona to provide comprehensive quality health care for those in need

Children
GMH/SA Adults
ALTCS DD
AIHP FFS
GMH/SA Duals
SMI - GAZ
SMI - MMIC
CRS
ALTCS EPD
Acute – Current Program

• Acute Program
  o Acute Plans provide physical health services
  o Regional Behavioral Health Authorities (RBHAs)
    ▪ BH services for Children (CMDP & non-CMDP)
    ▪ GMH/SUD services for adults
    ▪ Integrated services for individuals with SMI
    ▪ Crisis services all populations
    ▪ Grant/other non-TXIX funding coordination
  o Member choice of health plans statewide
Acute Enrollment
As of January 1, 2017

Total Health Plan Enrollment = 1,483,289
Children’s Rehabilitative Services (CRS) – Current Program

• Program for children with chronic conditions specified in rule

• One statewide CRS Contracted Health Plan to provide:
  o Physical (Acute & CRS) and BH services for most CRS members
  o CRS and BH services to children in Foster Care and children determined Developmentally Disabled
  o Various service options for American Indians

• Required to have MSICs in network
CRS - Fully Integrated Enrollment
As of January 1, 2017

Total Integrated Enrollment = 16,771
Total Enrollment/Assignment = 24,700
RFI HIGHLIGHTS

• RFI puts forth for consideration ...
  
  o Integration of Acute, CRS, and behavioral health programs in new Integrated Contractors (IC)
    ▪ Including BH for GMH/SA Adults, Non-CMDP Children
    ▪ Excluding Individuals with SMI
    ▪ Excluding Foster Children - CMDP
    ▪ Excluding Crisis Services provided by RBHAs
    ▪ Grant Funded Services - TBD
  
  o GSA Alignment with ALTCS EPD GSAs effective Oct 1, 2017 (North, South, Central)
Acute Geographic Service Areas

As of January 1, 2017
Current RBHA GSAs

North GSA 7
Health Choice Integrated Care

Central GSA 6
MMIC

South GSA 8
Cenpatico
Integrated Integrated Care

AHCCCS
Arizona Health Care Cost Containment System
ALTCS-EPD Geographic Service Areas

Preferred GSA Structure
Recognizing complexities of Affiliated Organizations that exist with our Contractors

• RFI defines an *Affiliated Organization* as:

  An entity bidding on the Integrated Contract which also has 50% or more ownership or control interest of a current RBHA, or is a current RBHA in Arizona

• Potential for merging of Integrated Contractor and RBHA with awards to Affiliated Organizations
RFI HIGHLIGHTS continued

- Awards to Affiliated Organizations with a RBHA and an incumbent Acute Contractor in same GSA (or county within GSA)
  - Organization and branding (IC and RBHA) may be consolidated under single corporate entity and contract
  - Incumbent Acute membership is moved under consolidated Integrated Contractor
  - Unique RBHA functions retained by RBHA under consolidated Integrated Contractor (SMI, CMDP BH, Crisis)
## Affiliated Organizations - North

<table>
<thead>
<tr>
<th>Proposed North GSA:</th>
<th>Current</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Acute Plan</td>
</tr>
<tr>
<td>Mohave</td>
<td>HCA</td>
</tr>
<tr>
<td>Coconino</td>
<td>HCA</td>
</tr>
<tr>
<td>Apache</td>
<td>HCA</td>
</tr>
<tr>
<td>Navajo</td>
<td>HCA</td>
</tr>
<tr>
<td>Yavapai</td>
<td>UFC</td>
</tr>
</tbody>
</table>
### Affiliated Organizations - Central

<table>
<thead>
<tr>
<th>Proposed Central GSA:</th>
<th>Current</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Acute Plan</td>
</tr>
<tr>
<td>Maricopa</td>
<td>Care 1st</td>
</tr>
<tr>
<td>Gila</td>
<td>HCA</td>
</tr>
<tr>
<td>Pinal</td>
<td>HCA</td>
</tr>
</tbody>
</table>

Note: Due to movement of Gila and Pinal, need to put RBHAs on notice that they will be losing these counties and associated members/services effective 10/1/18.
### Affiliated Organizations - South

<table>
<thead>
<tr>
<th>Proposed South GSA:</th>
<th>Current</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Acute Plan</td>
</tr>
<tr>
<td>Pima</td>
<td>UFC</td>
</tr>
<tr>
<td>Cochise</td>
<td>UFC</td>
</tr>
<tr>
<td>Graham</td>
<td>UFC</td>
</tr>
<tr>
<td>Greenlee</td>
<td>UFC</td>
</tr>
<tr>
<td>LaPaz</td>
<td>UFC</td>
</tr>
<tr>
<td>Santa Cruz</td>
<td>UFC</td>
</tr>
<tr>
<td>Yuma</td>
<td>UFC</td>
</tr>
</tbody>
</table>

Note: Centene is defined as an Affiliated Organization, UFC is not due to less than 50% ownership in CIC. Centene does not also have an incumbent Acute plan in the South so would not take any membership. Centene or Affiliated Organization owned by Centene could consolidate with CIC if awarded in this GSA.
• Affiliated Organization not awarded contract:
  o Current RBHA remains until RBHA contract expiration
  o Unique RBHA contract requirements remain with RBHA (SMI, CMDP BH, Crisis)
  o RBHA may be available for choice to members for remaining RBHA contract term for integrated services for all populations
  o Expansion of RBHA services to include physical health for non-dual, GMH/SA adults and non-CMDP children
Additionally, soliciting feedback on:

- **GSAs:**
  - Number of plans by GSA
  - Plan limit on # of GSAs awarded
  - Pima County differentiation

- **Crisis System**
  - Statewide crisis vendor for system coordination
  - Single statewide crisis line vendor
  - Single statewide crisis phone number

- **Timing of integrated services implementation**

- **Administration of grant funding**
RFI HIGHLIGHTS continued

- RBHA RFP or expansion of IC scope of services
- Plan choice for individuals with SMI
- CRS
  - Integration
  - Designation
  - MSICs
  - American Indian choices
- ASD Advisory Committee recommendations
- Engaging community in development of RFP
- Length of contract term – 5 or 7 years
Questions