

ALTCS E/PD YH24-0001 RFP Major Decisions

#	DATE ADDED	TOPIC	MAJOR DECISION																											
1.	12/20/22	Discontinuing High Cost Behavioral Health Reinsurance	Effective October 1, 2024, High Cost Behavioral Health reinsurance coverage, as specified in AMPM Policy 1620-I, will be discontinued. The amount of funding that is in the reinsurance offset will move into the capitation rates.																											
2.	01/20/23	Geographic Service Areas	<p>Geographic Service Areas (GSAs) for the ALTCS E/PD Program will continue to be as follows:</p> <p>There will be three GSAs - North, South, and Central.</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th colspan="3" style="text-align: center;">GEOGRAPHIC SERVICE AREAS BY COUNTY ALTCS E/PD RFP YH24-0001</th> </tr> <tr> <th style="text-align: center;">NORTH</th> <th style="text-align: center;">SOUTH*</th> <th style="text-align: center;">CENTRAL</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">APACHE</td> <td style="text-align: center;">COCHISE</td> <td style="text-align: center;">MARICOPA</td> </tr> <tr> <td style="text-align: center;">COCONINO</td> <td style="text-align: center;">GRAHAM</td> <td style="text-align: center;">GILA</td> </tr> <tr> <td style="text-align: center;">MOHAVE</td> <td style="text-align: center;">GREENLEE</td> <td style="text-align: center;">PINAL</td> </tr> <tr> <td style="text-align: center;">NAVAJO</td> <td style="text-align: center;">YUMA</td> <td></td> </tr> <tr> <td style="text-align: center;">YAVAPAI</td> <td style="text-align: center;">LA PAZ</td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">SANTA CRUZ</td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">PIMA</td> <td></td> </tr> </tbody> </table> <p>*Zip codes 85542, 85192, and 85550 are assigned to the South GSA.</p>	GEOGRAPHIC SERVICE AREAS BY COUNTY ALTCS E/PD RFP YH24-0001			NORTH	SOUTH*	CENTRAL	APACHE	COCHISE	MARICOPA	COCONINO	GRAHAM	GILA	MOHAVE	GREENLEE	PINAL	NAVAJO	YUMA		YAVAPAI	LA PAZ			SANTA CRUZ			PIMA	
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3.	01/20/23	Permissible Bids	Offerors owned by the same parent organization shall not submit separate bids in response to this solicitation. Only a single submission is to be presented on behalf of all Offerors owned by the same parent organization.																											

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4.	01/20/23	Permissible Bids by Geographic Service Areas	Each Offeror must submit a single bid proposal that includes all GSAs. Offerors will also be required to indicate the order of preference for GSAs to be awarded.

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5.	01/20/23	Award of Contract	<p>AHCCCS anticipates awarding Contracts as follows:</p> <table border="1" style="margin-left: 20px;"> <thead> <tr> <th style="background-color: #0070C0; color: white;">GSA NAME/COUNTIES</th> <th style="background-color: #0070C0; color: white;">NUMBER OF AWARDS</th> </tr> </thead> <tbody> <tr> <td> <u>North</u> Mohave/Coconino/Apache/Navajo/ Yavapai </td> <td style="text-align: center;">Maximum of 2</td> </tr> <tr> <td> <u>South*</u> Cochise/Graham/Greenlee/La Paz/Pima/Santa Cruz/Yuma </td> <td style="text-align: center;">Maximum of 2</td> </tr> <tr> <td> <u>Central</u> Maricopa/Gila/Pinal </td> <td style="text-align: center;">Maximum of 3</td> </tr> </tbody> </table> <p>*Zip codes 85542, 85192, and 85550 are assigned to the South GSA.</p> <p><u>Individual Offeror Opportunities</u></p> <p>An individual Offeror may be awarded a Contract as follows, except as otherwise determined by AHCCCS due to the best interest of the state:</p> <ol style="list-style-type: none"> 1. Both the Central GSA and the North GSA 2. Both the Central GSA and the South GSA 3. The Central GSA, the South GSA, and the North GSA 4. The Central GSA only <p>AHCCCS intends to make a total of 3 Awards for this RFP, awarding GSAs based upon the winning bids in each GSA. Awards may result in 0, 1, or 2 statewide health plans.</p>	GSA NAME/COUNTIES	NUMBER OF AWARDS	<u>North</u> Mohave/Coconino/Apache/Navajo/ Yavapai	Maximum of 2	<u>South*</u> Cochise/Graham/Greenlee/La Paz/Pima/Santa Cruz/Yuma	Maximum of 2	<u>Central</u> Maricopa/Gila/Pinal	Maximum of 3
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6.	01/20/23	Incumbent Health Plan Membership	<p>Should an Incumbent health plan in the North or South GSA be awarded a Contract under this RFP, a portion of the Incumbent health plan's membership will be selectively assigned to the newly awarded health plan. Members will be allowed choice of health plan enrollment.</p> <p>No Contractor will be assured a minimum membership at any time, including when members are selectively assigned.</p>

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7.	02/03/23 Updated 02/15/23	Medicare Advantage (D-SNP) Requirements	<p>AHCCCS will continue to require successful bidders, or their corporate affiliates, to be Medicare Advantage Dual Eligible Special Needs Plans (D-SNP) that manage and provide Medicare benefits to ALTCS E-PD Full Benefit Dual Eligible members in their Geographic Service Area(s). The D-SNP plan shall be operational by January 1, 2025 and designated by CMS as a Fully Integrated Dual Eligible Special Needs Plan (FIDE SNP), according to CMS requirements as outlined in the CY2023 Medicare Advantage final rule published May 9, 2022, including the requirement that the plan has exclusively aligned enrollment.</p> <p>Exclusively aligned enrollment means a full benefit dual eligible member is enrolled with a Medicaid health plan that is (1)the same organization as the D-SNP, (2)the D-SNP’s parent organization, or (3) another entity owned and controlled by the D-SNP’s parent organization.</p> <p>In conjunction with FIDE SNP requirements effective January 1, 2025, AHCCCS intends to require its contracted D-SNPs to implement enhanced integrated care management tools, which may include and may not be limited to Medicare and Medicaid combined: member ID card, appeals process, Member Handbook, and Provider Directory.</p> <p>Details included in the CY2023 Medicare Advantage final rule available at: https://www.federalregister.gov/documents/2022/05/09/2022-09375/medicare-program-contract-year-2023-policy-and-technical-changes-to-the-medicare-advantage-and.</p> <p>Incumbent ALTCS E-PD Contractors that are not awarded a Contract for this RFP will be required to maintain their D-SNP plan through December 31, 2024.</p> <p>Update: D-SNPs that are required as a result of the ALTCS EPD YH24-0001 procurement will be effective January 1, 2025. Therefore, CMS Medicare Application (MA) activity, including service area requests, is not required for MA Contract Year (CY) 2024. All such MA Application activity necessary upon completion of the procurement will occur for MA CY2025, with such applications due to CMS in mid-February 2024.</p>

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8.	02/15/23	Community Reinvestment	<p>AHCCCS will increase the Community Reinvestment requirement up to 10% of annual profits using a tiered approach. This applies to all lines of business, effective 10/01/2024.</p> <p>Tiered Approach Table:</p> <table border="1" style="margin-left: auto; margin-right: auto; border-collapse: collapse;"> <thead> <tr style="background-color: #0070C0; color: white;"> <th colspan="2" style="text-align: center;">NEW TIERED APPROACH</th> </tr> <tr style="background-color: #800040; color: white;"> <th style="text-align: center;">NET AFTER-TAX PROFIT PERCENTAGE (ACCOUNT 99999)</th> <th style="text-align: center;">REQUIRED CRI INVESTMENT %</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">0%</td> <td style="text-align: center;">0%</td> </tr> <tr> <td style="text-align: center;">Greater than 0% but less than or equal to 1%</td> <td style="text-align: center;">4%</td> </tr> <tr> <td style="text-align: center;">Greater than 1% but less than or equal to 2%</td> <td style="text-align: center;">6%</td> </tr> <tr> <td style="text-align: center;">Greater than 2% but less than or equal to 3%</td> <td style="text-align: center;">8%</td> </tr> <tr> <td style="text-align: center;">Greater than 3%¹</td> <td style="text-align: center;">10%</td> </tr> </tbody> </table> <p><small>¹ Profits are reconciled to 4% per contract year.</small></p>	NEW TIERED APPROACH		NET AFTER-TAX PROFIT PERCENTAGE (ACCOUNT 99999)	REQUIRED CRI INVESTMENT %	0%	0%	Greater than 0% but less than or equal to 1%	4%	Greater than 1% but less than or equal to 2%	6%	Greater than 2% but less than or equal to 3%	8%	Greater than 3% ¹	10%
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9.	5/22/2023	Medicare Advantage D-SNP Requirements for Supplemental Benefits	<p>Effective January 1, 2025, AHCCCS will require its contracted FIDE SNPs to offer, at a minimum, the following Supplemental Benefits:</p> <ul style="list-style-type: none"> • Dental, • Hearing, • Vision, • Fitness Benefits, • Telehealth, and • OTC Drugs
10.	07/14/2023	Oral Presentations	<p>RFP oral presentations will be held in-person; however, AHCCCS reserves the right to change from in-person oral presentations to use a virtual format. All oral presentations will be scheduled to occur during the weeks of October 23, 2023 and October 30, 2023. Specific requirements will be released in the Instructions to Offerors on August 1, 2023. Offerors will be notified in advance of their scheduled oral presentation day and time.</p>