

OneCare Kansas Provider Webinar Series:
OneCare Kansas Payment Rates
 December 18, 2019

Helping people live healthier lives by integrating and coordinating services and supports to treat the "whole-person" across the lifespan.



Today's Presenters


Talya Quick
 Senior Manager
 KDHE Division of Healthcare Finance

Seth Adamson, ASA, MAAA
 Actuary
 Optumas



OneCare Kansas
 a program of KanCare, Kansas Medicaid

Agenda




- Target Population
- Professionals and Services Outline
- Methodology
- Initial Health Action Plan (HAP)
- Practitioner costs
- Staff costs
- Final Rate

OneCare Kansas **Optumas**
 a program of KanCare, Kansas Medicaid

Target Population

Medicaid eligible individuals of any age who are diagnosed with:

- Severe Bipolar Disorder or
- Paranoid Schizophrenia or
- Asthma plus at least one comorbidity



OneCare Kansas **Optumas**
 a program of KanCare, Kansas Medicaid

Professionals and Services



	Practitioners	Staff
Comprehensive Care Management	• Physician/PA/APRN	• Nurse Care Coordinator • Social Worker
Care Coordination		• Nurse Care Coordinator • Social Worker
Health Promotion	• Physician/PA/APRN	• Nurse Care Coordinator • Social Worker
Comprehensive Transitional Care	• Physician/PA/APRN	• Nurse Care Coordinator • Social Worker
Individual and Family Support		• Nurse Care Coordinator • Social Worker • Peer Support (Optional)
Referral to Community and Support Services		• Nurse Care Coordinator • Social Worker • Peer Support (Optional)

OneCare Kansas **Optumas**
 a program of KanCare, Kansas Medicaid

Methodology

Quantitative

- Historic utilization of services (CY17 & CY18)
 - Facility discharges: Transitional Care
 - Targeted Case Management: Care Coordination
- Bureau of Labor Statistics (BLS)
 - Annual salary of personnel
 - Adjusted for Burden Rate to account for benefits





7

Methodology

Qualitative

- Input from chief clinician w/ 35+ years experience
 - Prior CMO of major health plan
 - Experience with Health Homes





8

Initial Health Action Plan

One-time payment per member


- Initial Health Action Plan (HAP) rate is the cost for a physician and staff to fill out the HAP for the first time
- Cost to monitor the HAP is included in the regular Health Home rate
- Benchmarked to Medicare Annual Wellness visit for time and effort required.

	HAP One-time Payment
Staff Hours	2.5
Staff Cost/Hour	\$55.11
Staff Total Cost	\$137.77
Practitioner Hours	0.5
Practitioner Cost/Hour	\$98.44
Practitioner Total Cost	\$49.22
Final Rate	\$186.99



9


Monthly Rate



10

Practitioner Costs

	Visits per Year	Visits per Month	Cost per Visit	Monthly PMPM
Comprehensive Care Management	7.50	0.63	\$103.36	\$64.60
Care Coordination				
Health Promotion	1.20	0.10	\$41.34	\$4.13
Comprehensive Transitional Care	4.00	0.33	\$103.36	\$34.45
Individual and Family Support				
Referral to Community and Support Services				
Total	12.70	1.06	\$97.50	\$103.19




11

Staff Costs

	Visits per Year	Visits per Month	Cost per Visit	Monthly PMPM
Comprehensive Care Management	4.00	0.33	\$58.87	\$19.62
Care Coordination	24.00	2.00	\$57.86	\$115.73
Health Promotion	3.00	0.25	\$58.40	\$14.60
Comprehensive Transitional Care	5.50	0.46	\$58.87	\$26.98
Individual and Family Support	3.00	0.25	\$49.38	\$12.34
Referral to Community and Support Services	3.00	0.25	\$49.38	\$12.34
Total	42.50	3.54	\$56.93	\$201.62

Note: Hours include provision for potential travel time.



12

Final Rate

Provider Admin

- Portal and documentation requirements
- Submit HAP
- Prepare for MCO Audits

MCO Admin

- Data mining
- Health information sharing
- Reporting to State
- Managing payments and contracts
- Retrieve information from portal

Per Month Cost	Final Rate Build-up
Practitioner Cost	\$103.19
Staff Cost	\$201.62
Total Medical Cost	\$304.81
Provider Admin %	2.0%
Provider Admin PMPM	\$6.77
MCO Admin %	8.0%
MCO Admin PMPM	\$27.09
Final Rate per Month	\$338.67

13



Stay up to date on the latest developments!

Sign up for the OneCare Kansas Newsletter

Email: OneCareKansas@ks.gov

or visit:
www.kancare.ks.gov

15

