

Managed Care and Alternative Payment Systems: Strategic Visioning and Assistance

1. **Managed Care/Alternative Payment Contracting Landscape in Wisconsin.** Assess the level of managed care and related activities *impacting long term care providers* in Wisconsin. This assessment should include the following:
 - (a) Medicare Advantage: The assessment should include a **county-by-county** breakdown of current Medicare Advantage plan enrollments and trends, contracting network activities/initiatives and key contact information.
 - (b) Bundled payments: The assessment should include a description, analysis and location of the entities participating in bundle payment initiatives, the care/service diagnoses being bundled, the providers participating in the initiatives and resulting or possible gain-sharing involved. The assessment should include similar information on pending initiatives, particularly with post acute care providers. Key contact information for these entities should be provided.
 - (c) Accountable Care Organizations: This assessment should include a description and analysis of the ACOs operating in Wisconsin, the ACOs' composition and partners, the financial performance of each ACO, and their contractual or other relationships with long term care providers. Key ACO contact information should be provided.
 - (d) Commercial insurers: The assessment should include a description and analysis of activities and initiatives involving insurance companies' geographic coverage, efforts to expand their networks and care/service continuum, and how these actions will impact long term care providers (see related item (e) below).
 - (e) Health Systems and Hospital-related Entities: The assessment should include a description and analysis of health systems and hospital-related entities that have or are seeking to form alliances with other health systems and insurance companies (including affiliated companies) and how such alliances could impact the long term care provider community.
 - (f) Value-Added Services Not Specifically Requested: At the option of the firm, other related or relevant information or services not specifically solicited under (a) through (e) above may be offered as value-added benefits to the Association under the firm's RFP response. (e.g., insights regarding Family Care, for-profit provider strategies, etc.,).

2. **Performance Metrics and Managed Care/Alternative Payment Contracting Toolkit.** Prepare information on managed care/alternative payment performance metrics and a contracting toolkit that includes the following:
 - (a) Best of class long-term care specific quality metrics (e.g., inpatient readmissions, advance care planning, and quality metrics) that may be incorporated into any of the models described above. The toolkit shall include the performance metrics and related definitions commonly used by ACOs and other payors when contracting with long term care providers. This information should include metrics used by long term care cooperatives and alliances (e.g., those utilized in Minnesota, Ohio and Michigan). Provide information on metrics utilized by various payors to set rates or reward long term care providers based on performance.
 - (b) Descriptions and diagrams of successful hospital network models that engage skilled nursing facilities.
 - (c) Descriptions and diagrams of successful reimbursement models that engage long term care providers (e.g., without limitation, models involving government payers, bundled payments, commercial payers, and providers).
 - (d) Sample managed care contracts that may be used to effectuate the models described in subsection (c).

3. **Exploration of Collaborative Strategies and Activities.** Describe collaborative strategies and activities that LeadingAge Wisconsin and its provider members could collectively undertake to effectively participate and compete in managed care/alternative payment environments, and to better manage the quality and cost of care provided to recipients of senior care services (e.g., developing managed care contracting expertise or creating a messenger model managed care contracting network), and assist LeadingAge Wisconsin in exploring each such strategy or activity. Also, describe how the strategies and activities may appeal to the broader membership base, including rural and urban areas of the State. The firm should also include the projected reasonable timeframe under which these services could be accomplished.