



Reimagining Health Insurance Relationships: A Providers Perspective

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What's the cure for that problem?



"You're responding beautifully. Let's go ahead and see what happens if we increase your deductible."



Elements of the Outpatient Public Mental Health System

- Community Based Clinics
 - ❖ Medicaid FFS;MCO Medicaid and Commercial; Self Pay (indigent)
- PROS Programs
- ACT Teams
- Specialized Mobile Teams
- Residential Programs
- Specialized Program Initiatives



Public Mental Health Clinic System Current Status

- Clients: Clinical Acuity
 - ✓ *SMI/ Children, Adults, Families*
- Scope of Treatment: Mental Health Focus
 - ✓ *Assessment; Psychotherapy; Psychopharmacology*
- Treatment Setting
 - ✓ *Community Based Clinics; School Based Teams; Other Out Reach Settings*
- Insurance Mix
 - ✓ *Medicaid; Managed Medicaid; Commercial Managed Care; Indigent Care*
- Payment Methodology
 - ✓ *Fee For Service...varying rates; Rate supplementation in the form of COPS*



Faces in Clinics: Client Acuity

- LV and her family are in our FEP (a unique family empowerment program developed at ICL) program. The family was referred by ACS for numerous reports of neglect. Mother presents as depressed and overwhelmed. LV has 5 children, 2 of which are in treatment with HPC. LV has difficulty providing structure and having positive communication with her children needing parental skills and support. LV was diagnosed with Bipolar D/O and takes Abilify, Neurontin and Visteral for same. Our efforts are to prevent foster care placement , stabilize LV and keep the family together.

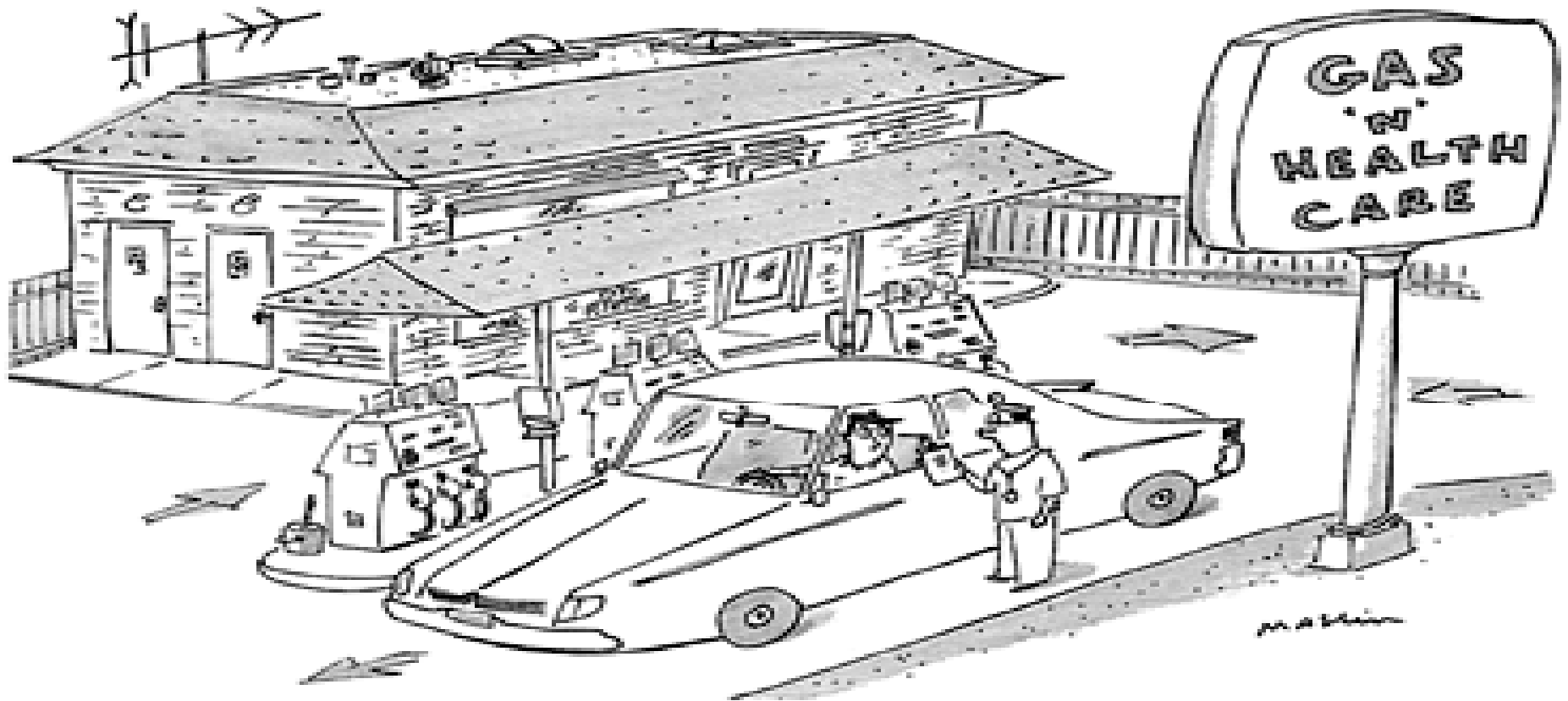


Clinics Post Restructuring

- COPS and Other supplements removed
 - Medicaid rate increased to \$125/unit (Weighted APG)
 - Complex Care Management Included
 - Indigent Care Pool Added
 - Incidental Medical Care Available
- ❖ ***Impact On Insurance Mix:***
- Managed Medicaid & Commercial rates will shrink even further (as a % relative to the actual cost of care) to 48% cost of care
 - No COPS or philanthropy supplements to augment
 - Some MCO Clients will be dropped and clinics will close.
 - MH Parity becomes a myth.



Integrated Medicine



"Your oil is fine, but your blood-sugar level's a little low."



Medical Homes



"Please pick a doctor and take a seat."



Reimaging Provider/ Insurance Company Relationships: Opportunities to Improve Care

- Short Term: Universal APG Methodology
- Revisit payment methodology: Case Rate System
- Revisit Treatment Efficacy and EBT Utilization
- Bending the Cost Curve: Complex Case Management
- Incidental Medical Monitoring and Medical Care: Early Identification of Chronic Disorders
- Monitoring and Reducing Poly-pharmacy