Agenda

• Welcome and Forum Logistics
• Introductions
• Director’s Comments
• Overview of Vision Program
• Stakeholder Input
• Closing Remarks
Welcome and Forum Logistics

• Sign-In

• Comment / Recommendation Requests

• Comment Cards
Introductions

• Michael Collisi  -  Co-Facilitator
• Michael Chowning  –  Co-Facilitator
• Valeria Williams  –  Program Director
• Kevin Rogers  –  Project Manager
• Tony Keck  –  Agency Director SCDHHS
Director’s Comments
Past History of Vision Program

• Prior to 1998 SCDHHS utilized a Fee for Service (FFS) payment model
• SCDHHS paid claims with limited edits
• Utilization management, quality improvement were not managed during this time
Recent History of Vision Program

- RFP for the production of glasses and lenses was posted in 1997, four RFPs awarded since 1997
- Goal was to provide administrative simplification, and cost-effective utilization management
- Contract was awarded to a single eyewear vendor with implementation completed in December 1997
Previous Program Model

- Prescriber submits prescription to vision provider electronically or by fax
- Vision provider produces eyewear
- Vision provider ships eyewear to Prescriber to dispense to beneficiary
- Vision Provider bills Medicaid for eyewear
- Prescriber bills Medicaid for eye exam
- Medicaid generates Remittance Advice to vision provider and prescriber
- Vision provider and Prescriber enrolled with Medicaid
- Member enrolled with Medicaid
Compliance/ Oversight Activity

- Monthly Performance reporting
  - Timely shipping of eyewear
  - Review of complaints
Why Change Now?

• SC moving from a payer of claims to a purchaser of services with goal to:
  ✓ Improve health outcomes
  ✓ Improve beneficiary experience
  ✓ Reduce per-capita costs
Vision Models

- Basic Vision Models
  - Traditional Fee for Service (FFS)
  - Administrative Service Organization (ASO)
  - Managed Care Organizations (MCO)
  - Hybrid Models (combination of above)
Vision Models

– FFS

- Member receives routine eye exam
- Member needs prescription filled
- Vendor fills prescription
- Medicaid processes claims
- Medicaid pays vision provider and prescriber

- Providers are enrolled with Medicaid
- Member enrolled with Medicaid
Vision Models

- ASO
  - Member receives basic eye examination
  - Member may receive eye glasses
  - Provider bills ASO for basic eye examination
  - Provider bills ASO for eye glasses as delivered
    - Provider may differ from eye exam provider
  - ASO adjudicates and pays claims for eye examination and glasses based on Medicaid fee schedule & frequency
  - ASO submits claims data to Medicaid

  - Medicaid pays ASO
    - Payment may be capitated or FFS
  - Provider is enrolled with Medicaid
  - Member enrolled with Medicaid
Vision Models

- MCO (HMO Model)
  - Member needs vision services
  - Network provider offers eye exams and eye wear
  - Network provider bills MCO
  - MCO adjudicates claims
  - MCO pays provider
    - Payment may be capitated or FFS
  - Medicaid pays MCO PMPM
  - Provider is enrolled with MCO
  - Member enrolled with MCO
Vision Models

Hybrid Models

- Used when a single model is insufficient to meet state specific needs

- Combination of FFS, ASO and MCO models
  - MCO model for MCO members
  - ASO model for all members or just for non-MCO members
  - Single or multiple ASOs contracted to deliver full service benefit
Vision Models

- Hybrid Models
  - Used when states transition from FFS to another model
  - Used when states choose to retain responsibility for successful strategies but transfer management of other responsibilities to a contractor to improve quality
  - Used when states choose to share risk
    - Providers enrolled with Medicaid or MCO
    - Members enrolled with Medicaid or MCO
Stakeholder Input

• Design a Vision program model that:
  ✓ Improves health outcomes for members
  ✓ Improves the beneficiaries experience
  ✓ Reduces the per-capita cost of treatment
  ✓ Reduces administrative overhead/hassles

• What is the best way to set up the Vision program to meet this goal?
Closing Remarks

Thank you for attending: SCDHHS values your input!