Where is Medi-Cal Reprocurement Heading?

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Nonpartisan, independent 501 (c)(3) policy organization, founded in 1996.

Mission is to promote innovative and workable policy solutions that expand health care access and improve the health of Californians.

Seeks a Universal, Accessible, Affordable, Effective, and Equitable Health System.

Implements its mission through policy-focused research and broad-based stakeholder engagement.
What is Medi-Cal Managed Care?

- Medi-Cal is California’s State Medicaid Program
- Provides health care coverage to about 13 million people, or one-third of California’s population.
- Approximately 10 million Medi-Cal members receive their coverage through 25 Medi-Cal managed care plans arrayed throughout the state by county.
- The other 3 million receive their coverage through Medi-Cal fee-for-service providers.
Six Different County-Based Models

- Two-Plan Model
- County-Organized Health System
- Geographic Managed Care
- Regional Model
- Imperial Model
- San Benito Model
What is (Re) Procurement?

### Medi-Cal Managed Care
Request for Proposal (RFP) Schedule by Model Type
*Updated 2/27/2020*

<table>
<thead>
<tr>
<th>County(s)</th>
<th>RFP Release*</th>
<th>Potential Implementation Date**</th>
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<tbody>
<tr>
<td>Two Plan Commercial</td>
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<tr>
<td>Alameda, Contra Costa, Fresno, Kern, Kings, Los Angeles, Madera, Riverside, San Bernardino, Santa Clara, San Francisco, San Joaquin, Stanislaus, and Tulare</td>
<td>2021</td>
<td>January 2024</td>
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<td>GMC</td>
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<tr>
<td>Sacramento, San Diego</td>
<td>2021</td>
<td>January 2024</td>
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<td>Imperial</td>
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<td>Imperial</td>
<td>2021</td>
<td>January 2024</td>
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<tr>
<td>Regional</td>
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<tr>
<td>Alpine, Amador, Butte, Calaveras, Colusa, El Dorado, Glenn, Inyo, Mariposa, Mono, Nevada, Placer, Plumas, Sierra, Sutter, Tehama, Tuolumne, and Yuba</td>
<td>2021</td>
<td>January 2024</td>
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<td>San Benito</td>
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<tr>
<td>San Benito</td>
<td>2021</td>
<td>January 2024</td>
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*The "Medi-Cal Managed Care RFP Schedule" lists future Request For Proposal (RFP) opportunities. The chart will be updated as additional RFPs are planned. The Contract Services Branch website will host all further details related to the RFPs referenced in this chart.*

**Implementation date subject to change based on plan readiness.
Procurement Process and Timeline

- Release Request for Information (RFI) Summer 2020
- Release Draft Request for Proposal (RFP) Winter 2021
- Release Final RFP Summer/Fall 2021
- Award Contracts
- Contract Award Appeals
- Finalize Contracts
- Contracts Take Effect January 2024
Key Policy Questions for the RFPs

▪ How will the RFPs incentivize **better coordination** of and **improve the quality of care** across multiple Medi-Cal delivery systems, including county behavioral health, Drug Medi-Cal, Dental, and Medi-Cal Rx?

▪ How will the RFPs **prioritize achieving health equity**?

▪ How will the RFPs **address the social determinants of health**?

▪ Will elements of the delayed **CalAIM** proposal be incorporated?
Opportunities Within the RFPs

- Update the **contract** to make systemic changes to Medi-Cal Plans’ business processes and compliance lists to:
  - Address **health equity**
  - Use population health and hot-spotting to incentivize **prevention**, drive **quality**, and reduce **health disparities**
  - Build upon **community partnerships** from Whole Person Care and Health Homes to make care person-centered and pay for services to address the **social determinants of health**
  - Update payment models and fiscal incentives across health plans, hospitals, outpatient, and community-based providers
THANK YOU

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Questions?