

# Building the Research Pipeline: HCBS and the Dual Eligible Population

**Breakout Session:**

**Improving Enrollment in Integrated Coverage Options**

January 14, 2021

# Agenda

- **Introductions**
- **Objectives**
- **Discussion questions:**
  - What are the major factors affecting enrollment of dually eligible beneficiaries into integrated care arrangements?
  - What are the key research questions? What do we need to know about the extent to which, or how, these factors affect enrollment?
  - What are the most important research priorities? How should funders choose?
  - How to build capacity/bring new researchers into the field, especially young investigators?
- **Wrap up/key points**

# What are the major factors affecting enrollment of dually eligible beneficiaries into integrated care arrangements?

*What else besides those listed below?*

Major Factors	Examples
<b>Beneficiary characteristics, preferences, awareness</b>	<ul style="list-style-type: none"> <li>• People with and without need for LTSS and behavioral health services</li> <li>• Racial and ethnic differences</li> </ul>
<b>Federal Medicare policies</b>	<ul style="list-style-type: none"> <li>• Passive enrollment in FAI demos</li> <li>• Default enrollment in D-SNPs</li> </ul>
<b>State Medicaid policies</b>	<ul style="list-style-type: none"> <li>• Selective contracting with D-SNPs that offer MLTSS plans and vice-versa</li> </ul>
<b>Availability of integrated care plans, market competition, plan performance</b>	<ul style="list-style-type: none"> <li>• More in urban areas, few or none in rural areas</li> <li>• D-SNP look-alikes</li> </ul>
<b>Provider attitudes, education and training</b>	<ul style="list-style-type: none"> <li>• Balance billing practices</li> <li>• Provider participation in managed care plans</li> </ul>

# Beneficiary characteristics, preferences and awareness

Topic	Integrated Care Models: D-SNPs, MMPs, PACE, Other	Effects/Outcomes: Enrollment	Effects/Outcomes: Retention	Potential Research Questions
Characteristics of dually eligible beneficiaries who select integrated care options (vs those that do not)		X		Why do beneficiaries select integrated care options and why do certain sub-populations do so more or less than others? (AV Research Agenda)
Characteristics of beneficiaries who opt out or disenroll from integrated care plans to remain in traditional Medicare (CA UCSF study found racial/ethnic differences)			X	Impact of previous service utilization? (AV Research Agenda)
Effect of education campaigns about integrated care plans and benefits (state FAI evaluations)		X		
Effect of training for SHIP counselors, Medicaid enrollment brokers, and independent agents about integrated care benefits				

# Federal Medicare Policies

Topic	Integrated Care Models: D-SNPs, MMPs, PACE, Other	Effects/Outcomes: Enrollment	Effects/Outcomes: Retention	Potential Research Questions
Passive enrollment/opt-out policies	MMPs	X	X	Impact of specific passive enrollment strategies and effect of inequities (AV Research Agenda; <i>Mathematica study for MACPAC found that it matters how passive enrollment is done</i> )
Frequency of voluntary enrollment/disenrollment	MMPs D-SNPs MA plans	X	X	Effect of SEP change in Jan 2019 - from continuous to quarterly enrollment, disenrollment and switches (all duals except those in MMPs)
Use of default enrollment by D-SNPs operating MMC plans	D-SNPs			
D-SNP lookalike plans: 2022 & 2023 changes, no new or renewed MA contracts with >80% duals)	MA plans			Effects of increasing enrollment in D-SNP lookalike plans on enrollment/retention in integrated care models and effects of change in MA contract policies in 2022/2023

# State Medicaid Policies

Topic	Integrated Care Models: D-SNPs, MMPs, PACE, Other	Effects/Outcomes: Enrollment	Effects/Outcomes: Retention	Potential Research Questions
Mandatory enrollment in MMC/MLTSS and auto-assignment to specific plans via passive/default enrollment				
Promoting aligned enrollment via <b>selective contracting</b> with D-SNPs that operate MMC plans or with MMC plans that operate D-SNPs (in the same service area/region)		X		Effect of selective contracting on total enrollment in aligned plans, comparing states with such policies (AZ, NJ and VA) to those that do not
Requiring <b>exclusively aligned enrollment</b> (D-SNPs can only enroll individuals who receive Medicaid benefits from an affiliated MMC plan operated by the same parent company)			X	Number of beneficiaries who had to change D-SNPs or MMC plans to remain in exclusively aligned-integrated products & effects on continuity of care
Limiting D-SNP enrollment to full-benefit dual eligibles				
Medicaid eligibility redetermination policies and procedures			X	What is the effect of churn (gaining/losing Medicaid eligibility) on enrollment in integrated care plans? Do enrollees in integrated care plans maintain Medicaid eligibility more than those in Medicare FFS?

# Availability of Integrated Care Plans, Competitive Environment and Plan Performance

Topic	Integrated Care Models: D-SNPs, MMPs, PACE, Other	Effects/Outcomes: Enrollment	Effects/Outcomes: Retention	Potential Research Questions
Availability of D-SNPs	D-SNPs (including FIDE SNPs, HIDE SNPs, others)			Effect of D-SNP availability and the maturation of regional D-SNP markets over time
Effectiveness of integration with Medicaid and care coordination				Effect of plan performance on care coordination indicators on retention ( <i>Mathematica study for AV did not find association of level of D-SNP Medicaid integration with voluntary disenrollment, but did not compare effectiveness of CC</i> )
Plan Performance on MA quality/member experience measures		X	X	Effect of plan performance on LTSS quality indicators on retention ( <i>Mathematica study for AV found association of some MA Star Ratings measures with D-SNP voluntary disenrollment, but did not examine LTSS quality indicators (e.g. person-centered assessment and care planning, nursing home admissions, etc.)</i> )
Plan mergers/consolidation				How do plan mergers affect enrollment and in what circumstances do they have adverse effects on beneficiaries?

# Provider attitudes, education and training

Topic	Integrated Care Models: D-SNPs, MMPs, PACE, Other	Effects/Outcomes: Enrollment	Effects/Outcomes: Retention	Potential Research Questions
Effect of provider attitudes toward managed care on beneficiary choices		X	X	
Effect of information/education on care coordination benefits		X	X	
Assistance to small providers to support successful participation in managed care				



# Research priorities: How should funders choose?

- **Policy relevance – most important issues/decisions facing policymakers and program managers**
- **Fill critical gaps in evidence**
- **Type of studies and research designs – observational, impact evaluations of certain policies, other**
- **Certain types of integrated care plans**
- **Feasibility and data availability**
- **Other**

# Building research capacity and bringing new researchers into the field

- **Professional association conferences and interest groups**
  - AcademyHealth
  - GSA
  - ASA
  - ADvancing States/National HCBS Conference
  - Other?
- **Applied research affiliations**
  - State-University
  - Health plan-University
- **Other ideas?**