



SPECIAL NEEDS LEADERSHIP SUMMIT

New York, NY

June 25 - 27 2019

Pre-Conference Workshop Tuesday, June 25

12:30 *Registration and Networking Breakfast*

1:00 **SNPs 101: Critical Factors from Concept to Launch**

- Review applications do and don'ts
- Understand how to establish network adequacy
- Learn how to demonstrate financial alignment
- Hear about strategies for stratifying risk
- Gain what you need to know to master ICT's (interdisciplinary care team) and ICP's (interdisciplinary care plan)
- Examine examples of value-based initiatives and how you can implement them
- Review strategies on how to effectively negotiate and manage MIPPA agreements

Hank Osowski, *Managing Director*
STRATEGIC HEALTH GROUP (INVITED)

5:00 *Cocktails*

Wednesday, June 26

7:30 **Registration and Networking Breakfast**

8:45 *Welcome Remarks*

9:00 **Keynote: Examining the Challenges and Opportunities Facing SNP Plans**

- Understand new policies effecting implementation and growth of SNP's
- Review dynamics that are getting in the way of advancing integration
- Examine what is getting in the way of growing special needs plans
- Look into the future for opportunities we have yet to explore

Cheryl Philips, *President and CEO*
SNPS ALLIANCE



9:45 The Future of D-SNPs and State Integration

- Review ways to assess the key differences between D-SNP, FIDESNP and Medicare-Medicaid Plan (MMP) plan types
- Understand how to maximize the opportunities and managing the challenges of FIDESNP transition
- Review of integration standards for plans
- Understand the requirement for information sharing and how it differs by state
- Learn how to ensure successful relationships with CMS and State Medicaid Agency
- Review of CMS finalization of rules

10:30 *Networking Break [in Exhibit Hall]*

11:00 A Study in Implementation of Value based insurance design

- Learn how to create programs for enrollees to engage in health promoting behaviors
- Understand the structure of provider agreements and resulting greater engagement
- Learn about CMS initiatives and objectives

11:45 Leveraging Supplemental Benefit Authority to Address the Social Determinants of Health

- Examine SNP goals to address Social Determinants of Health with strategic alignment to the model of care
- Review challenges and barriers to address SDOH in SNP population
- Inform financial risk through data analysis and evaluation of each specific supplemental benefit identified to address social determinant of health in the SNP population
- Consider supplemental benefit impact to HEDIS and CMS Stars measure performance
- Operationalize business activities to enhance member access of supplemental benefits to meet SDOH needs through communication, risk identification and trigger events

Roseann DeGrazia, *Vice President Regional Network*
UPMC HEALTH PLAN

12:30 *Lunch*

1:30 Effective Strategies for Integrating Behavioral Health

- Engaging primary care providers in identifying and coordinating behavioral health services
- Delivering primary care services where the member is, not where you want them to be
- Tapping into community behavioral health resources to supplement a member's personal care plan

Lauren Easton, *Director of Behavioral Health*
COMMONWEALTH CARE ALLIANCE



1:45 **Round Table: Participants will pick a table to discuss a topic. After 30 minutes each table will present key findings from the table.**

1. Effective Strategies for greater member engagement
2. Benefit design for obtaining and retaining members
3. Managing member's ICP and ICTs who refuse to participate or are unable to be reached?
4. Ways to ease transitions from rehab facilities to Home
5. Collaborating with community programs
6. Team Structure of SNP's
 - *le: Do you have a dedicated SNP team or are responsibilities spread throughout the organization*

2:30 *Networking Break*

3:00 **Dual Demos - TBD**

3:45 **Communication Strategies for Membership Acquisition and Retainment**

- Review of systems for meetings and training
- Understand effective strategies prior to enrollment
 - *Grass roots marketing*
- Examine verification systems throughout the sales process:
 - *Verification of Key Providers*
 - *Verification of Meds to ensure there are no changes in copays*
 - *Verification of pending processes to ensure continuity of care*
- Learn how to implement a sales checklist
 - *Ensure the completed checklist is handed off to the Clinical team*
 - *Conduct Welcome Calls*

Yisel De Llano, *Senior Director SNPs Plans*
FLORIDA BLUE

4:30 **Fireside Chat: Brainstorming on The Future of Social Issues in Healthcare – How Will We Build ROI?**

- Understand how investing in social programs like housing, food and transportation reduces healthcare costs
- Examine analytics needed to demonstrate use of programs - "closing the loop"
- Definition of what ROI will look like in this future

John G. Lovelace, *President, UPMC for You, Inc., President, Government Programs and Individual Advantage*
UPMC HEALTH PLAN

James D Milanowski, *President & CEO*
GENESEE HEALTH PLAN



5:15 **Closing Remarks**

5:30 *Networking Cocktail Reception*

Thursday, June 27

8:00 *Networking Breakfast*

9:00 **Opening Remarks**

9:00 **Moving to the Future Utilization of Technology: Evaluation, Implementation and Considerations**

- Examine the rapid convergence of technology, networking and care
 - *Telehealth*
 - *Robotics*
 - *AI and Machine Learning*
- Understand goals for technology
 - *Increase understanding and usage of data exchange*
 - *Means to better utilize human resources*
 - *Provide previously unattainable conclusions and predictions*
- Hear about the regulatory and technical challenges of care management and remote patient monitoring
- How to evaluate and implement technology
 - *ie: what team members do you involve*

Flo G. Osterbauer, *SNP QI Director*
CIGNA-HEALTHSPRING

9:45 **CASE STUDY: Maximizing Audit Preparedness: Effectively Preparing for the Unique Challenges of SNPs**

- Adopt best practices to prepare for and prevent common mistakes in a CMS Audit
- Prepare a Corrective Action Plan to meet audit requirements
- Understand the Validation Audit process
- Overcome common compliance issues specific to SNPs

Angela Lloyd, *Director of Medicare Audit and Corrective Action*
HEALTH PARTNERS PLANS (INVITED)

10:30 *Networking Break [in Exhibit Hall]*



11:00 **How to Prepare for a CMS Mock Audit**

- Review of the 2020 CMS Changes
- Create a set of best practices
- Analyze strategies for CMS Model of Care compliance
- Learn how to increase HRA's (health risk assessments)
 - *HRA Strategies*
 - *Data mining strategies - indicators and tools*
- ICT's (interdisciplinary care team) and ICP's (interdisciplinary care plan)

11:45 **Operationalization of Systems for Smooth Audits**

Gretchen Wagner, Director
HUMANA

12:30 Networking Lunch

1:30 **Effective Data Mining Strategies for Audit Readiness**

2:15 **Model of Care Narrative Designs For Audit Readiness**

- Considerations for risk stratification
- How to use your MoC to reduce audit risks
- How to analyze MoC to assess risk areas balance, flexibility and MoC commitments
- Leveraging off cycle MoC submission

Caroline MacDonald

3:00 **Closing Remarks**

Due to our commitment to bring you the best program possible, our agenda is constantly evolving. To access the most up-to-date version, please visit our website.

