



National Medicaid Congress

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The Challenges

Find and highlight examples in Medicaid of programs and demonstration projects that result in better health at lower cost

Create and foster entrepreneurial cultures in state Medicaid agencies to encourage innovation



What we don't need more of...

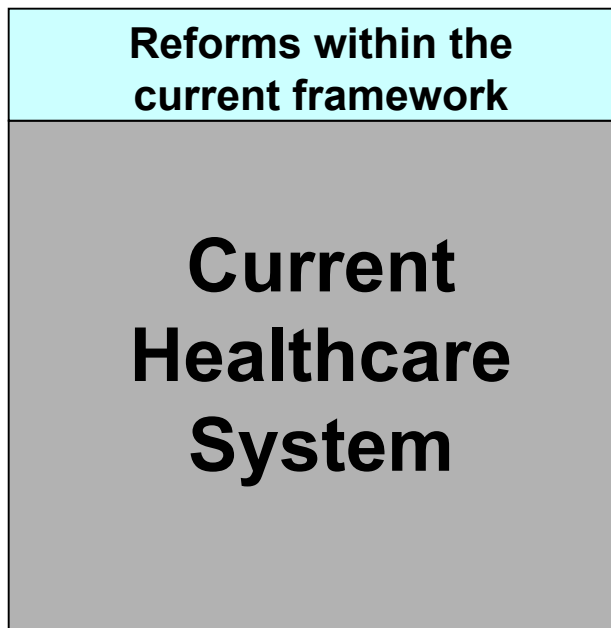
Endless presentations covering who Medicaid covers, the cost, the benefits structure, the reimbursement rates, and/or how Congress underfunds

It is time for real world solutions

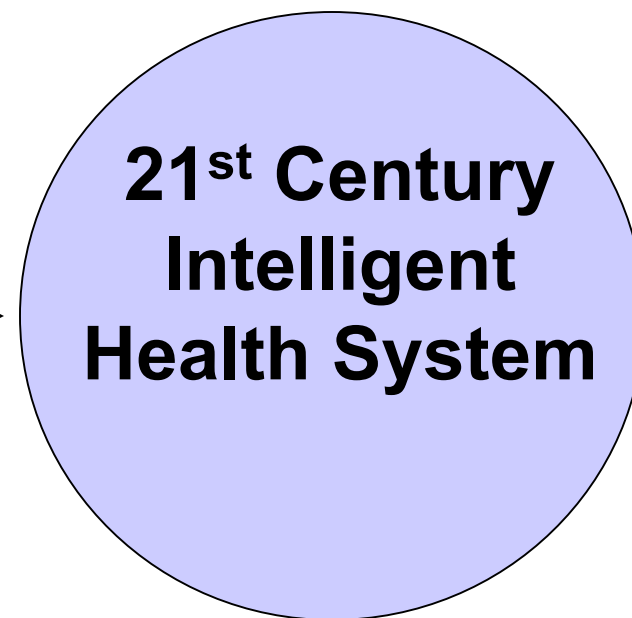
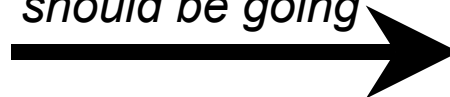


Health Transformation

*Where we are
currently going*



*Where we
should be going*



To avoid change, most bureaucracies prefer the comfortable routine of explaining failure.



Current System

Provider-centered

Price-driven

45 million uninsured Americans

Hidden price and quality information

Knowledge-disconnected

Slow diffusion of innovation

Disease-focused

Paper-based

Third party controlled market
(patient – provider – payor)

Process-focused government

Limited choice

Predatory trial lawyer litigation system

Overall cost increases

Quantity and price measured



21st Century System

Individual-centered

Values-driven

100% coverage

Transparent price and quality information

Knowledge-intense

Rapid diffusion of innovation

Prevention and health-focused

Electronically-based

Binary mediated market
(individual – provider)

Outcomes-focused government

Increased choice

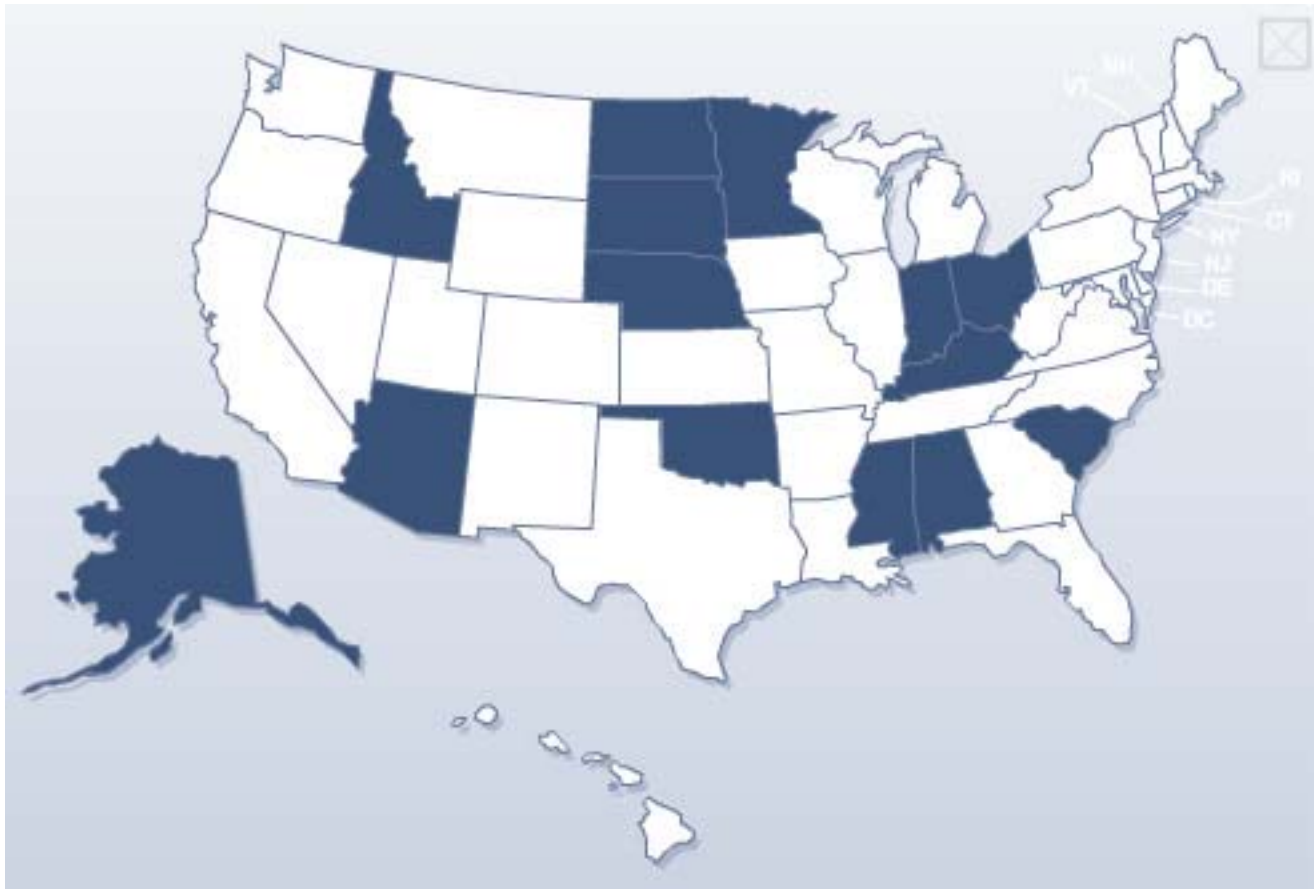
New system of health justice

Overall cost decreases

Quality of care and quality of life

Best Practices in Medicaid

- 1). Consumer directed care demonstrations
- 2). Delivering high quality, coordinated long term care to the elderly and disabled
- 3). Use of health information technology
 - Electronic health records, e-prescribing, electronic billing, etc
- 4). Expanding coverage through private sector initiatives
- 5). Transparent and publicly-accessible measurements of patient outcomes and/or quality improvements
- 6). Efforts to combat fraud and abuse
- 7). A link to your state webpage that includes links to your existing state plan and state plan amendments
- 8). Changes would you recommend to Title XIX so that your state could provide better services to individuals and families on Medicaid
- 9). Future plans



State Solutions

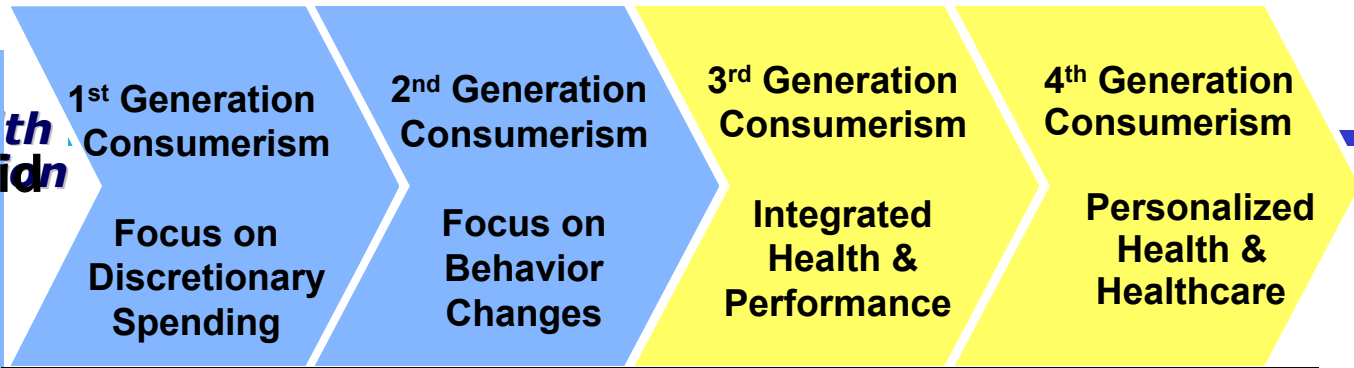
- **Kentucky**
 - Legislature in 2005 created E-Health Network Board to facilitate the transition to EHRs and e-prescribing
 - First state to go statewide with tailored benefits packages based on new flexibilities in Deficit Reduction Act
- **Indiana**
 - Indiana added consultations via interactive television for Medicaid patients to enhance access to care in a cost effective way.
- **Arizona**
 - 2-1-1 statewide comprehensive clearinghouse for information on human services, emergency management, access to health care providers, senior services, etc

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Other Promising Areas

- Data Mining
- Predictive Modeling
- Disease Management
- Incentive accounts
 - Pay-for-performance and pay-for-compliance
- Consumerism
- Transparency of results
 - Florida's standard Medicaid fee-for-service resulted in 4 percent of women getting mammograms and 16 percent of children getting preventive dental screenings

The Consumerism Grid



Personal Care Accounts	Initial	Activity & Web	Indiv. & Group	Specialized Accts, Genomic Matching
Wellness/Prevention	Account	Compliance based	Worksite Corporate wellness,	Population safety, Rewards
Early Intervention	100% t Only	Compliance behavior	Population safety, Rewards	WHS, As predictive cyber
Disease and Case Management	Basic Informa	Rewards	Integrated	Support, modeling, time info
Information	Passive, Infor	Personal health program	Performance reduction	Personal and
Decision Support	Discreti Cash,	specific balance	health	services, incentive informati s health



Incentives

What if in 1986 someone told you.....

- That in 2006 there would be this thing called the Internet that is inexpensive and on it you will have (for free): Email, Instant Messaging, Google, Ebay, Monster, Amazon, Expedia, on-line bill paying, etc
- DVDs
- TiVo
- Ipods (smaller than your Walkman) that hold your favorite 15,000 songs
- Cell phones that double as cameras

Creating a 21st Century Medicaid System

- First event held on September 20, 2005
- Featured Newt Gingrich hosting Governors Mark Warner and Mike Huckabee, Senator Mel Martinez, Congressman Nathan Deal, and two panels of industry experts
- Outlined tens of billions of dollars in savings to the system through improved patient care and reduced fraud
- Webcast and materials archived on our website

2nd Annual will be September 27, 2006