

Special Needs Plans



Sandra Bastinelli, MS, RN
Acting Director, Division of Special Programs
Medicare Advantage Group
Center for Beneficiary Choices



SPECIAL NEEDS PLANS

- **MMA created a new type of coordinated care plan**
- **Focused on individuals with special needs**
- **Special Needs Individuals :**
 - Institutionalized
 - Entitled to medical assistance under a State plan under Title XIX (dually eligible)
 - Severe or disabling chronic conditions

SPECIAL NEEDS PLANS

- **Institutionalized Beneficiaries:**
 - Reside or are expected to reside continuously for 90 days or longer in SNF/NF
 - Living in the community but requiring a level of care equivalent to that of those individuals in SNF/NF

SPECIAL NEEDS PLANS

- **Dually Eligible Beneficiaries:**
 - Beneficiaries must have Medicaid coverage at the time of enrollment
 - SNP's may enroll a subset of the dual eligible category, such as full dual beneficiaries versus all duals

SPECIAL NEEDS PLANS

- **Severe or disabling chronic conditions:**
 - No detailed definition in the Federal regulation
 - CMS evaluated proposals on a case by case basis
- **SNP must describe the criteria used to identify individuals who would benefit from enrollment including:**
 - Appropriateness of target population
 - Existence of clinical programs and special expertise
 - How SNP will provide services to full spectrum of target population w/o discriminating against “sicker” members.

SPECIAL NEEDS PLANS

- **Disproportionate Percentage SNP:**
 - A plan proposing to enroll a greater percentage of target population/ group (dually eligible, institutionalized, or specified chronic illness or disability) than occur nationally in the Medicare population

SPECIAL NEEDS PLANS

- **Service area**
 - At least 1 facility under contract in the case of an institutional SNP
 - No discriminatory selection
- **Access**
 - Must provide or arrange for all Medicare covered services
 - Encourage Medicaid benefits coordination
- **Marketing**
 - Strategy for the plan would be specific to the contracted facility in the case of an institutional SNP
 - Must be on CMS' Medicare Compare web-site
- **Reporting**
 - Requirements will be from a list of nationally recognized measures for the institutional and chronic conditions group

SPECIAL NEEDS PLANS

TRENDS

- **There are over 200 approved SNP's**
- **75% are dual eligible SNP's**
- **The majority of the plans are offered by existing contractors**

SPECIAL NEEDS PLANS

TRENDS

The chronic diseases that are represented include:

- DM
- CHF
- ESRD and renal disease
- CAD
- Mentally Ill
- COPD
- Cancer
- Cardiomyopathy
- Stroke
- HIV/AIDS

SPECIAL NEEDS PLANS

POLICY CONSIDERATIONS

- **A subset of duals is allowed**
- **Duals only that are not institutionalized:**
 - Allowed only if the State does not coordinate care in a capitated managed care program
- **Living in a community but requiring institutional level of care:**
- **Eligibility based on age (over 65 or 18-64) is not allowed**

SPECIAL NEEDS PLANS

POLICY CONSIDERATIONS

- **A contract with Medicaid is not required to be considered a SNP**
 - There is more than one way to coordinate care and benefits for the duals – having a Medicaid managed care contract is one

SPECIAL NEEDS PLANS

CHALLENGES

- **COORDINATION WITH THE STATES**
- **OUTREACH TO THE DUALS IN A MEANINGFUL WAY**
 - OPTIONS FOR COORDINATED CARE PROGRAMS
- **INTEGRATED MARKETING**
- **INTEGRATED APPEALS AND GRIEVANCES**

SPECIAL NEEDS PLANS

INFORMATION AND OUTREACH

- **MMA GUIDE IN MARCH**
- **CAREGIVER GUIDE FOR DUALS**
- **STATE GUIDE TO INTEGRATED MODELS**
 - WRAP AROUND DRUG COVERAGE FOR THE HIGHER INCOME ASSET DUALS EITHER AS CAPITATED ARRANGEMENT WITH THE HEALTH PLAN OR BUY-IN – PAYING PREMIUMS FOR THESE SUPPLEMENTAL BENEFITS

SPECIAL NEEDS PLANS

CMS WEB SITE FOR SNP GUIDANCE:

WWW.CMS.HHS.GOV/HEALTHPLANS

sandra.bastinelli@cms.hhs.gov

**CMS WEB SITE FOR MEDICAID MMA
GUIDANCE:**

WWW.CMS.HHS.GOV/MEDICAID