Sharing Risk & Value
Contracting Opportunities

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Current Provider Value Proposition

• Shared risk for direct service cost and / or units of service.
• Valuing provider cost, provider units of service, or a combination of the two.
• CMS requires counties to be a “prudent purchaser” with the expectation that the provider will seek to minimize its costs.
Beneficiary Risk & Value

- Covered Lives
- Prevalence
- Penetration
- Utilization
- Quality, Results & Outcomes
Covered Lives: Medi-Cal Enrollment is Increasing
Prevalence by Diagnosis (cont.)

- Bipolar: Large County 0.8%, Medium County 1.0%, Small County 2.6%
- Psychosis: Large County 0.9%, Medium County 1.2%, Small County 1.3%
- Other: Large County 0.6%, Medium County 0.2%, Small County 0.2%
- Deferred: Large County 0.1%, Medium County 3.0%, Small County 0.1%

Legend:
- Large County Penetration Rate
- Medium County Penetration Rate
- Small County Penetration Rate
- National Mental Health Prevalence Estimates
LARGE COUNTY AID GROUP DISTRIBUTION BY DIAGNOSIS

- **Depression**: 2726
  - Disabled Aid Group: 1683
  - Foster Care Aid Group: 502
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 178

- **Psychosis**: 1688
  - Disabled Aid Group: 1341
  - Foster Care Aid Group: 229
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 317

- **Disruptive**: 106
  - Disabled Aid Group: 354
  - Foster Care Aid Group: 266
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 121

- **Bipolar**: 1100
  - Disabled Aid Group: 106
  - Foster Care Aid Group: 839
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 494

- **Anxiety**: 1382
  - Disabled Aid Group: 106
  - Foster Care Aid Group: 354
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 839

- **Adjustment**: 1688
  - Disabled Aid Group: 106
  - Foster Care Aid Group: 354
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 839

- **Other**: 1329
  - Disabled Aid Group: 415
  - Foster Care Aid Group: 494
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 415

- **Deferred**: 415
  - Disabled Aid Group: 415
  - Foster Care Aid Group: 415
  - All Other Aid Groups (Family Adult, Other Adult & Other Child): 415
## Service Utilization - % of ED Visits with an Open Outpatient Episode

<table>
<thead>
<tr>
<th>Year</th>
<th>ED Admits</th>
<th>Open Outpatient Episode count</th>
<th>% of Open Outpatient Episodes</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>1,385</td>
<td>387</td>
<td>28%</td>
</tr>
<tr>
<td>2012</td>
<td>1,360</td>
<td>408</td>
<td>30%</td>
</tr>
<tr>
<td>2013</td>
<td>1,392</td>
<td>449</td>
<td>32%</td>
</tr>
<tr>
<td>2014</td>
<td>1,692</td>
<td>494</td>
<td>29%</td>
</tr>
<tr>
<td>2015</td>
<td>1,959</td>
<td>666</td>
<td>34%</td>
</tr>
</tbody>
</table>
## Service Utilization - % of AIAs with an Open Outpatient Episode

<table>
<thead>
<tr>
<th>Year</th>
<th>Acute Inpatient Admissions</th>
<th>Open Outpatient Episodes</th>
<th>% of Open Outpatient Episodes</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>829</td>
<td>318</td>
<td>38%</td>
</tr>
<tr>
<td>2012</td>
<td>1024</td>
<td>366</td>
<td>36%</td>
</tr>
<tr>
<td>2013</td>
<td>1078</td>
<td>387</td>
<td>36%</td>
</tr>
<tr>
<td>2014</td>
<td>1299</td>
<td>418</td>
<td>32%</td>
</tr>
<tr>
<td>2015</td>
<td>1398</td>
<td>559</td>
<td>40%</td>
</tr>
</tbody>
</table>
Service Utilization – Re-Hospitalization Rates

Within 30 Days
31-60 Days
61-90 Days

2011 130
2012 155
2013 160
2014 184
2015 189

2011 67
2012 98
2013 65
2014 77
2015 96

2011 56
2012 65
2013 62
2014 73
2015 108

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Service Utilization – FSP Enrollment

FSP ENROLLMENT VS. TOTAL BENEFICIARIES RECEIVING SMHS

- **Total Beneficiaries Receiving SMHS (Pilot Counties)**: 52,934 (CY11), 57,181 (CY12), 59,929 (CY13), 63,676 (CY14)

[Bar chart showing the comparison between FSP enrollment and total beneficiaries receiving SMHS over the years CY11 to CY14]
Service Utilization – LPS Conservatorship
Quality, Results & Outcomes

Step 1: Cost to Volume

Step 2: Access / Intensity

Step 3: UR / UM

Step 4: Trend Utilization Variables
Examples of Bending the Trend

- Decrease Re-hospitalization Rates
- Focus on Access and Utilization for High-Risk Diagnoses
- Partner with Health Plans to Address High-Prevalence Diagnoses
Adding Quality to the Fee-For-Service Equation
Questions & Discussion
Thank You for your Participation

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