

SBWC Finance And Sustainability Implementation Workgroup

March 2, 2021

Agenda

- I. WELCOME AND INTRODUCTIONS
- II. EXPECTATIONS FOR WORKGROUP
- III. SEQUENCING
- IV. CONTINUE WORK ON-RECOMMENDATION 11
- V. NEXT STEPS



Welcome and Introductions

(Please add your name and title in the chat function to make sure you are added to the minutes.)

Finance and Sustainability Implementation Workgroup Members

<u>NAME</u>	<u>TITLE</u>	<u>ORGANIZATION</u>	<u>EMAIL ADDRESS</u>
Yvette Santiago	Director of Operations	Delaware Valley Govt. Relations Nemours	Yvette.Santiago@nemours.org
Deanna Rigby	Senior Director	OP Services Centers - Bayhealth Medical Center	Deanna_Rigby@bayhealth.org
Sandra Fox	Supervisor	Coding & Credentialing, Bayhealth Occupational Health	sandy_fox@bayhealth.org
Kathryn Fiddler, DNP, MBA, RN	VP of Population Health	Peninsula Regional Health System	Kathryn.Fiddler@peninsula.org
Denise Watson	COO	The Life Health Center	dwatson@lifehealthcenterde.org
Connie Feeley	Supervisor	ChristianaCare	CFeeley@Christianacare.org
Tyneisha Jabbar-Bey (Josh Aidala as backup)	Chief of Financial Management	DMMA	Tyneisha.Jabbar-Bey@delaware.gov Joshua.Aidala@delaware.gov
Rosa Rivera	Operation Officer	La Red Health	rrivera@laredhealthcenter.org
Jonathan Miller	Pediatrician	Nemours	jonathan.miller@nemours.org
Waiting to hear from Marcy Bradly, Joann Economos		Beebe	

Subject Matter Experts

<u>NAME</u>	<u>TITLE</u>	<u>ORGANIZATION</u>	<u>EMAIL ADDRESS</u>	<u>MEETINGS TO ATTEND</u>	<u>NOTES/DISCUSSION INVOLVEMENT</u>
Tanisha Merced	Deputy Cabinet Secretary	DHSS	tanisha.merced@delaware.gov		Commercial Payors
Christina Haas		DOI	Christina.Haas@delaware.gov		Commercial Payors, Was interviewed
Kathleen Dougherty	Director of Managed Care	DMMA	kathleen.dougherty@delaware.gov		MCOs, Was interviewed
Dwayne Parker	Director of Medicaid Programs	Highmark Health	Dwayne.parker@highmark.com		MCOs, Was in Finance & Sustainability Workgroup
Gary Kirchof	Director of Commercial Provider Contracts	Highmark Health	gary.kirchof@highmark.com		Commercial Payors, Was interviewed
Karyn Scout	Director of Provider Network Management	AmeriHealth Caritas	kscout@amerihealthcaritasde.com		MCOs, Was interviewed
Margaret DeFeo	COO	AmeriHealth Caritas	mdefeo@amerihealthcaritasde.com		MCOs, Was in Finance & Sustainability Workgroup
Kim Robinson	Regional Director	Cigna	Kimberly.robinson@cigna.com		Commercial Payors, Was in Finance & Sustainability Workgroup
Cathy Marinucci	Senior Manager	Aetna	marinucciCA@aetna.com		Commercial Payors, Was in Finance & Sustainability Workgroup

Expectations

- ▶ This workgroup will focus on implementation and will not discuss merits of the recommendations.
- ▶ Each member agrees to participate and provide feedback as this will be a working group.



Ground Rules

- We WILL NOT change the recommendations
- We WILL NOT discuss or assess the value of the recommendations
- We WILL focus our discussions on operationalizing the recommendations
- We WILL discuss the changes/actions needed to implement the recommendation through:
 - Policy
 - Practices
 - Staffing structure
 - Financial Infrastructure
 - Financial Capacity

Recommendation 11



Increase efficiencies in credentialing and contracting with payors so that SBWCs can be credentialed as a practice rather than individual providers.

Time Horizon: Medium-term
Classification: Policy/Regulation
Cluster: Finance & Sustainability

Originating Workgroup	Original Recommendation
Finance & Sustainability	Increase efficiencies in credentialing and contracting with insurance companies

TEMPLATE: Shannon please add revised
template

PROPOSED SEQUENCING

Finance & Sustainability

11.) Increase efficiencies in credentialing and contracting with payors so that SBWCs can be credentialed as a practice rather than individual providers. (financing)	Financing/Sustainability	Dependent on 2 (partially)
12.) Work with Commercial Payors to: <ul style="list-style-type: none">• Suppress Explanation of Benefits (EOBs) for all service provided at SBWCs• Provide or create an all-inclusive code for SBWC services (similar to Medicaid)• Waive cost-sharing responsibilities and co-payments for SBWC services. (financing)	Financing/Sustainability y	Dependent on 2 and 6
13.) Maximize third party billing and certified coders in SBWCs. (financing)	Financing/Sustainability y	Dependent on 12
10.) Increase access to discretionary funding to cover the cost of non-billable services and children who are uninsured at the time of services, at an adequate annual amount. (financing)	Financing/Sustainability y	Dependent on 12 and 4

Next Steps



Review Recommendation 12 and be ready to discuss it during next meeting



Next meeting, we will focus on Recommendation 12



Next meeting March 9, 2021 from 9:30am to 11:00am