

Tech-Enabled Solutions for Addressing Health-Related Social Needs: Experiences from Iowa and Kentucky Medicaid

March 26, 2024

1:00-2:15 pm ET

This webinar was made possible with support from MolinaCares Foundation, CommonSpirit Health, Hopelab, Schmidt Futures, and The Leona M. and Harry B. Helmsley Charitable Trust.

The Medicaid Innovation Collaborative is a program of Acumen America. CHCS is a technical assistance partner to the collaborative.

Agenda

- Welcome & Introductions
- Medicaid Innovation Collaborative Overview
- Panel Discussion
- Q&A
- Next Steps: Upcoming Opportunity for States to Join MIC
- Wrap Up & Adjourn



Welcome & Introductions

Today's Presenters



Tuyen Tran
Senior Program Officer
CHCS



Veenu Aulakh
Executive Director
Medicaid Innovation Collaborative

Center for Health Care Strategies

Dedicated to strengthening the U.S. health care system to ensure better, more equitable outcomes, particularly for people served by Medicaid.

Together with our partners, our work advances:



Effective models for prevention and care delivery that harness the field's best thinking and practices to meet critical needs.



Efficient solutions for policies and programs that extend the finite resources available to improve the delivery of vital services and ensure that payment is tied to value.



Equitable outcomes for people that improve the overall well-being of populations facing the greatest needs and health disparities.



MIC Overview



Tech-Enabled Solutions for Addressing Health-Related Social Needs

MiC Medicaid Innovation
Collaborative

Innovation has the potential to address persistent health equity challenges in Medicaid

...addressing social determinants



...filling in maternity care gaps



...engaging members



...delivering more effective behavioral care

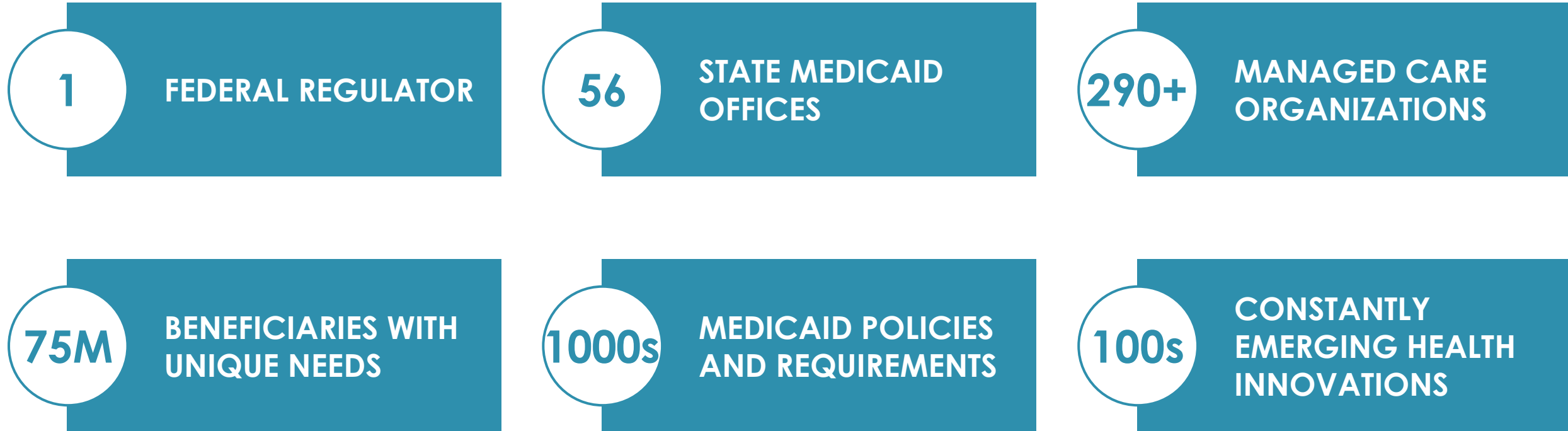


...monitoring for real-time, preventative, proactive care



+100s More
 Startup health tech companies raised a record of \$15.3B in 2020, offering a range of solutions that can support the U.S.'s most vulnerable patient populations

A fragmented Medicaid ecosystem makes high-impact innovations difficult to scale



"If you've seen one Medicaid program, you've seen one Medicaid program."

The Medicaid Innovation Collaborative (MIC) aims to improve the health and well-being of individuals enrolled in Medicaid by advancing the adoption of tech-enabled innovations.

Run by an organization committed to alleviating poverty in the US



Acumen America

A non-profit impact investment firm focused on serving low-income communities.

Medicaid is at the core of Acumen America's investment strategy, and MIC grew out of that work.

Generous support from our funders enable us to deliver this program for free to our state, managed care, and community participants.

Partnering to provide technical assistance through:



Center for Health Care Strategies

A leader in policy design and implementation devoted to improving outcomes for people enrolled in Medicaid.



HOPE LAB



THE LEONA M. AND HARRY B.
HELMSLEY
CHARITABLE TRUST

The program focuses on three key phases to coordinate across the Medicaid ecosystem

DEFINE + DISCOVER

DEFINE the problem and align on state, managed care, provider, and community goals and expectations.

DISCOVER the unique context of inequities within a geography or population through conversations with beneficiaries and research.

SOURCE + SELECT

SOURCE scalable innovations to meet the needs defined through discovery.

SELECT innovations best suited to meet the needs with input from community, managed care, state, and subject matter representatives.

CONNECT + CATALYZE

CONNECT state, managed care plan, and community representatives to scalable innovations through a showcase event.

CATALYZE adoption of innovations by facilitating state and managed care alignment. Support pilots and evaluation.

EQUITY THROUGH INNOVATION

2023 Cohort: We narrowed the focus by leveraging Medicaid beneficiary research



Medicaid beneficiary market research (led by Goodwin Simon Research)



Medicaid beneficiary advisory board



Survey of evidence for social needs interventions

Targeted RFI focusing in 6 key areas within health-related social needs:

- Food and nutrition security
- Housing affordability and quality
- Transportation services
- Economic stability through education and employment
- Navigation and coordination of care, resources, and services
- Infrastructure and data tools for providers, plans, and states for non-medical drivers of health management

MIC supports MCOs and states to implement selected solutions

Facilitated
conversations between
health plans and State
Medicaid



Incentives to de-risk
pilots with health plans,
with cost sharing by
MCOs to ensure buy-in



Evaluation support to
define success for
sustainability



Each state selected partnerships to move forward to contracting and pilots

State	Vendor(s)	Intervention	Partner(s)
		Healthy food shipments, live education sessions	Molina, Dare to Care Food Bank, Play Cousins Collective
		Food-as-medicine and nutrition coaching	Anthem
		Housing support	Aetna, Humana
	 	Housing support, referrals to CBOs	Healthfirst, Staten Island PPS
		Non-emergency medical transportation	Wellpoint, IA Total Care, Molina

MiC collaboration resolves implementation hurdles faced by states to sustain innovative practices

State-directed process provides input and coordination over MCO priorities, including potential for cross-MCO collaboration around innovative solutions

Neutral convener helps coordinate complex collaboration across government, MCO, and contractor stakeholders to advance and sustain innovations

MiC narrows wide field and “filters out the noise” to a set of vetted solutions that have high potential for scalable impact on health equity

Beneficiary input incorporated in each step of the process: decision criteria, selection, and showcase event

Panel Discussion

Today's Panelists



Danita Coulter

Branch Manager, Equity and
Determinants of Health
Kentucky Department of
Medicaid Services



Kristin Pendegraft

Senior Director Quality Improvement
Iowa Total Care



Rebecca Curtiss

Deputy Director of Operations
Iowa Medicaid



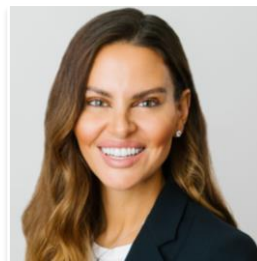
Stephanie Stone

Assistant Vice President for Healthcare Services
Passport by Molina Healthcare



Mindi Knebel

CEO
Kaizen Health



Ashley Tyrner

CEO and Founder
Farmbox Rx



Questions?

Next Steps: Upcoming Opportunity for States to Join MIC

Upcoming Opportunity for States to Join MIC

- MIC invites state Medicaid programs that are interested in adopting tech-enabled solutions to health-related social needs to apply to its program.
- **FOCUS:** Health-Related Social Needs
- State Medicaid agencies, MCOs and plan leadership:
 - To learn more about participating in the MIC SDOH Innovation Showcase, email us at: vaulakh@acumen.org
 - Learn more about us by reading our [blog posts](#) and visiting our [website](#)

Visit CHCS.org to...

- **Download practical resources** to improve health care for people served by Medicaid.
- **Learn about cutting-edge efforts** from peers across the nation to enhance policy, financing, and care delivery.
- **Subscribe to CHCS e-mail updates**, to learn about new resources, webinars, and more.
- **Follow us on LinkedIn or Twitter @CHCShealth.**

