

# A New World for Supplemental Benefits: Opportunities, Challenges and Considerations for D-SNPs

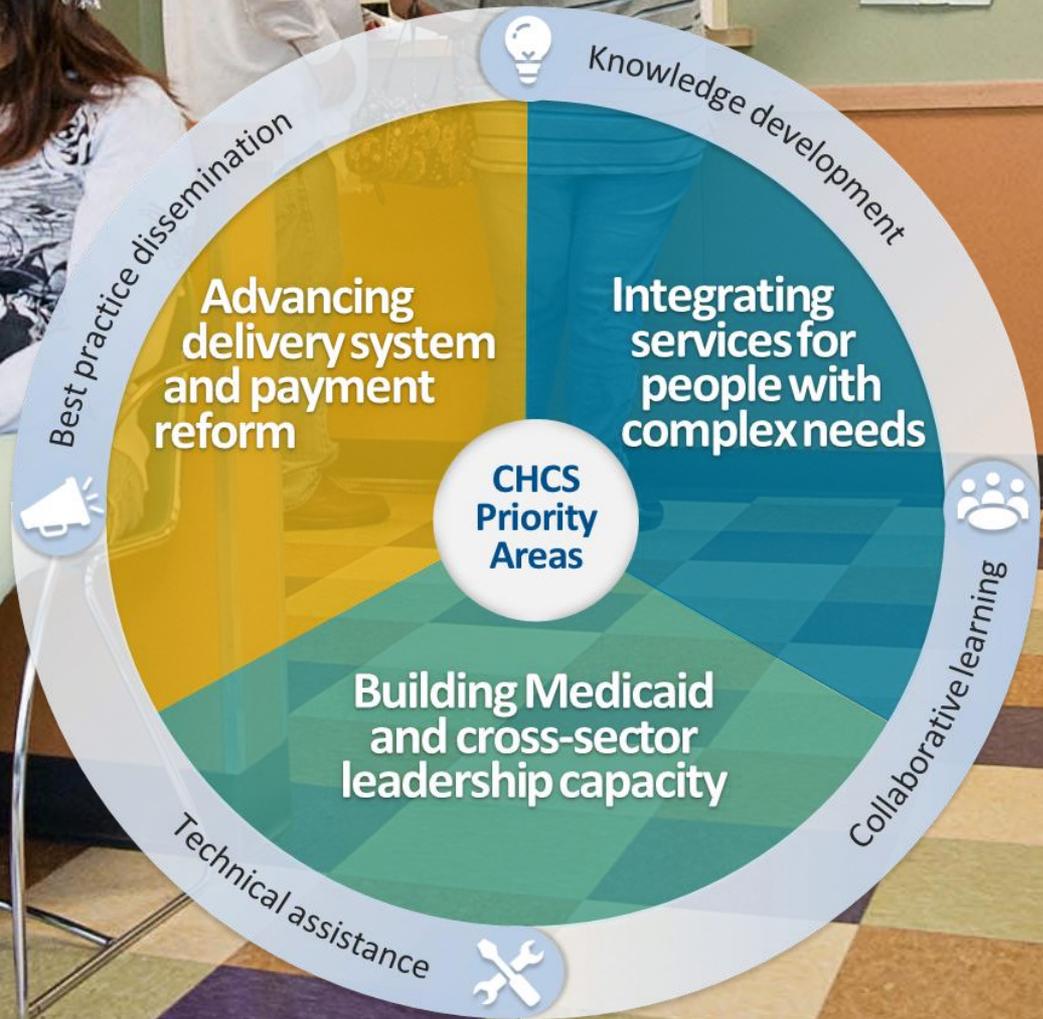
**Michelle Herman Soper, Vice President of Integrated Care  
Center for Health Care Strategies**

2020 SNP Alliance Executive Roundtable

April 23, 2020

# About the Center for Health Care Strategies

A nonprofit policy center dedicated to improving the health of low-income Americans



# New Medicare Advantage Flexibilities to Offer Additional Supplemental Benefits

Benefit Type	Federal Guidance	Description
<b>Expanded Primarily Health Related Supplemental Benefits</b>	Calendar Year (CY) 2019 Call Letter: Reinterpretation of the scope of the “primarily health related” supplemental benefit definition	<ul style="list-style-type: none"> <li>Beginning CY 2019, CMS expanded the definition of “primarily health related” benefits</li> </ul>
<b>Special Supplemental Benefits for the Chronically Ill (SSBCI)</b>	CY2020 Call Letter: Announcement of the ability to offer SSBCI beginning in 2020	<ul style="list-style-type: none"> <li>Beginning CY 2020, MA plans can offer a new category of supplemental benefits – SSBCI -- to better tailor benefit offerings for the chronically ill population, address gaps in care, and improve specific health outcomes</li> </ul>

# Why Did D-SNPs Offer SSBCI in 2020?

- Utilization analysis shows ROI and clinical value
- Increased competitiveness
- It's the right thing to do

# Why Did Others Decide Not to Offer SSBCI in 2020?

- Tight timeframe before bid deadline
- FIDE-SNP/companion Medicaid plan already covers
- Limitations with rebate dollars
- Uncertainty
  - » Lack of evaluative evidence on ROI
  - » Potential for adverse selection
  - » Extent to which they complement other supplemental benefits
  - » Marketability

# What Challenges Have Plans Experienced with Rollout?

- Need for more clarity to support operations and analytics
- Challenges in rolling out expanded supplemental benefits in CY 2019
- Uncertainty re: determining eligibility and which groups to target
- Some limits to provider capacity

# Is There Potential Overlap with Medicaid?

- Can be complementary to Medicaid, particularly in states with less generous LTSS coverage
- Benefits may increase access to services for pre-duals or partial duals
- However, communication is important to avoid potential for duplication or overlap with Medicaid
  - » States typically do not have information about supplemental benefits unless they specifically require D-SNPs to report it

# What are Key Policy Implications for the Future?

- What policy changes could strengthen D-SNP capacity to address members' social needs?
  - » Increased flexibility
  - » Stable funding source
  - » Enhanced data collection and communication
- Could policies exacerbate inequities and system gaps?
  - » Provider capacity; underserved areas
  - » Lack of communication between states and MA plans
- How might COVID-19 impact efforts to introduce new policies for Medicare flexibility?
  - » Is now the right or wrong time?

# Thank you and visit CHCS.org to...

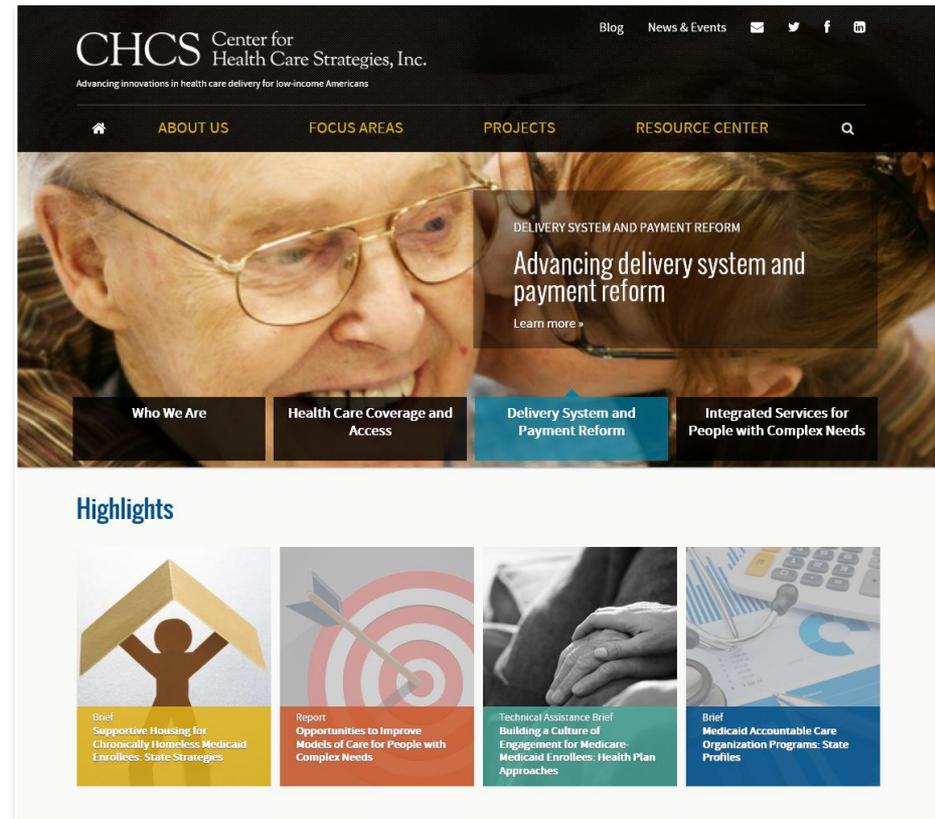
- **Download** practical resources to improve the quality and cost-effectiveness of Medicaid services



- **Subscribe** to CHCS e-mail, blog and social media updates to learn about new programs and resources



- **Learn** about cutting-edge efforts to improve care for Medicaid's highest-need, highest-cost beneficiaries



## Contact Information

Michelle Soper, Vice President of Integrated Care, [msoper@chcs.org](mailto:msoper@chcs.org)