

## **CMO Procurement Suggestions**

July 7, 2014

### **PROCUREMENT**

- Consider requiring fully contracted networks versus LOIs/LOAs where access is available.
- Require actual health plan management experience in Georgia and the Southeast
- Consider requiring prospective entrants to provide quality track records and performance history with managed Medicaid
- Consider setting rates, and set them above the floor of the actuarially sound rate ranges. It prohibits plan failures in the event prospective plans underbid the rates to enter the market.
- Consider requiring bidders to participate Statewide and with all covered populations (no carve-outs or limited geographic participation)

### **DESIGN/BENEFITS**

- Consider limiting participation to 3 CMOs to build on administrative simplicity for State and Providers
- Consider Including ABD/SSI/LTSS on an integrated fully insured basis
- Require standardization where practical and possible
- Consider Inclusion of telemedicine in access requirements for physical and behavioral health

### **CONTRACT**

- Require provider collaboration and Incentive programs and demonstrated historical experience (Medical Homes /Dental homes, etc.).
- Consider requiring all responders to meet the same set of criteria for licensing, certifications, surplus reserves (LOCs etc.) as a condition for participation.
- Consider requiring experience serving ABD/SSI populations in current and/or other States (multiple States) a condition of participation.