



Managed Care Dental Request for Proposal (RFP) Project Overview

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February 12, 2018



2017 Legislative Session - SSB 5883

Section 213 (1)(c)

Proviso Overview:

- Directed Health Care Authority (HCA) to contract through a competitive procurement process with licensed dental health plans or managed health plans to provide managed dental care services;
- HCA must contract with 2 plans, where only one is available, fee-for-service will remain;
- HCA must ensure the savings offered by dental plans are actuarially sound;
- No start up costs will be provided to plan(s); and
- Additional dental program savings achieved by the plans beyond those assumed will be used to increase dental provider reimbursement rates.



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Contract *must* include:

- Quarterly reporting requirements to include Medicaid utilization and encounter data by CDT code;
- Direction to increase dental provider network;
- Commitment to retain innovative programs that improve access and care;
- A program to reduce emergency room use for dental purposes;



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Contract *must* include:

- A requirement to ensure that dental care is being coordinated with the PCP for the purposes of integrated care;
- A provision that no less than 85% of the contracting fee be used to offset costs; and
- A provision to ensure contracting fee shall be sufficient to compensate county health departments and FQHCs for dental patient care.



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Managed Care Dental will be implemented January 1, 2019

- Statewide procurement
- Dental plan(s) may vary by region based on network adequacy
- American Indian and Alaska Native populations will have an opt-in option (fee-for-service will remain)



Current Project Status

The following activities are currently underway:

- Drafting of 1915B Waiver
- Drafting of contract language
- Determining network adequacy requirements, based on assumed utilization
- Analysis of dental data
- Drafting of the State Plan Amendment (SPA)
- Draft RFP in 1st round of internal review



Accomplishments To Date

The following tasks have been accomplished:

- Benefits packaged (same benefits as current fee-for-service program)
- Determined client types eligible for services
- Submitted Change Request for ProviderOne system updates
- Actuary selected
- Externally facing website has been published

Dental RFP Timeline

Activity	January 1, 2019 Implementation
1) Draft Dental RFP and All Corresponding Documents	9/5/17 – 2/28/18
2) Informational meeting with potential Bidders	Week of 2/12/18
3) RFP Release Date	5/3/18
4) Bidders Conference	5/9/18
5) Deadline for Bidder Questions	5/11/18
6) HCA Official Answers to Bidder Questions	5/25/18
7) Letter of Intent to Propose and Sign Data Share Agreement Due	6/1/18 (2:00 p.m.)
8) Complaints Deadline	6/22/18
9) Deadline for Proposal Submission, including Provider Network	6/29/18 (2:00 p.m.)
10) Final Network Due	6/29/18
11) Evaluation of Written Proposals	7/2 - /8/1/18
12) Projected Announcement of ASB	No later than 8/6/18
13) Final Contracts Signed	10/1/18
14) Readiness Review	10/1 – 10/31/18
15) Readiness Review Reports Finalized	11/15/18
16) Contract Start Date	1/1/19



Questions?

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More Information:

<https://www.hca.wa.gov/about-hca/apple-health-medicaid/apple-health-dental-moving-managed-care>