

# MCOs Contracting with Comprehensive Service Providers

## **CORE Services – HHSC requires CSP to provide/offer all services below through MCO contract**

1. Personal Assistance Services\*
2. Habilitation Services\*
3. Respite\*
4. Nursing Services\*
5. Assisted Living Services\*\*
6. Adult Foster Care\*\*

\*these services may be enhanced (amount and rate) for persons with high medical needs  
\*\*other persons reside in own home/family home

## **Therapy and Professional Care Services- Optional Contracting Opportunities**

1. Behavior Support
2. Enhanced Behavior Support
3. Behavioral Health Crisis Intervention Services
4. Physical Therapy
5. Occupational Therapy
6. Speech-language Pathology
7. Cognitive Rehabilitative Therapy
8. Dental Care
9. Peer Support Services
10. Specialized Therapies
11. Orientation and Mobility
12. Intervenor

## **Community Services - Optional Contracting Opportunities**

1. Employment Assistance
2. Supported Employment
3. ISS/Day Hab
4. Community Support Transportation
5. Housing Supports

## **Other Services - Optional Contracting Opportunities**

1. Medical Supplies
2. Minor Home Modifications
3. Adaptive Aids
4. Home Delivered Meals
5. Innovative Technologies

# APMs for Comprehensive Service Providers

The STAR+PLUS Pilot allows for alternative payment models (APMs) for comprehensive providers. HHSC has provided the following guidance:

- HHSC will require STAR+PLUS pilot program MCOs to offer at least one plot APM within the scope of current pilot statutory requirements.
- Allow MCOs and comprehensive service providers (CSP) significant flexibility in designing and implementing the APMs.
- Require MCOs to report details of their APMs to HHSC within the scope of Texas Government Code 534.104.

MCOs will be directed that the models should include:

- No downside risk for the CSP and should not incentivize reductions in pilot services;
- Enhanced payments for some or all services delivered as part of a comprehensive array of Pilot Program Services;
- Enhanced payments linked to achievement of pre-determined structure, process, or outcomes measures; and
- Written agreement from both the MCO and CSP.

# How to contract with MCOs

- The CSP contracting agreement will likely be an LTSS agreement within the MCO.
- Most LTSS agreements are variable allowing the provider to choose which services to provide by including a check list of services allowed by the MCO for the provider to select.
- The CSP will check which services they would like to include in the contract.
- All CSPs must be certified by Texas HHSC through the new process for CSP.
- The MCOs are waiting for HHSC to provide more guidance on the billable codes for services allowed in the pilot for the CSP to provide and rates aligned to the services.
- Once provided, MCO will begin the contracting process.
- This particular benefit is complicated by the fact that there is a mix of LTSS, medical, dental and BH services which can be provided by various segments of the MCOs operations. CSPs will need to work closely with MCOs to assure both entities understand how payment will be processed and the billing guidelines.
- To begin the process, the CSP can contact MCOs to obtain plan contact names and to provide the MCO with a contact for the MCO to work with as the pilot begins to implement.