

**San Diego LTCIP Meeting With Arizona LTC Expert
August 27, 2001
Potential Presentation Points**

- 1. From the Health Plan point of view, how was the Arizona project initiated, how does it look today?**
- 2. What were the timelines for initiation to a successful phase? And in retrospect, what lessons did Arizona learn that might assist San Diego in becoming successful on a shorter timeframe?**
- 3. What was the specific health plan role in the success of AZ's LTCIP?**
- 4. How did AZ plan for and implement the successful integration of health and social and supportive services? What was the range of those services?**
- 5. What was the process used to develop rates for the AZ project?**
- 6. How did AZ and contracting health plans deal with adverse selection?**
- 7. Did AZ adjust rates based on level of acuity/disability?**
- 8. How was the waiver for SNF "certifiable" members integrated into the everyday processes of your Medicaid managed care program?**
- 9. Did you include case management as an administrative requirement across all members? Could you describe case manager qualifications, ratios, specialties and how members are assigned/tracked?**
- 10. Did/do AZ and the health plans share risk?**
- 11. What information did health plans need to know to determine feasibility? What questions needed to be answered? What knowledge was needed for them to determine if contracting for LTCIP was a good business decision?**
- 12. How did/do you coordinate with Medicare providers to prevent cost-shifting and maximize Medicare resources before spending Medicaid dollars?**
- 13. What quality assurances did you build into your contracts with the health plans and how were those developed?**
- 14. Does AZ contract with an entity outside the state and the health plans to investigate consumer complaints? If not, who does this function?**