



LRE February Board Meeting/Beacon Update

February 2021

Beacon 2.0 – Analytics & Reporting

- Opportunities to use improved analytics and tools to better inform care
- Per Member Per Month & Cost Per Consumer Reporting
 - Takes into account cost and utilization
 - Identifies high-utilization service and groups
- Compare rates to the Market
 - MDHHS Behavioral Health Fee Schedule Project
 - Section 904 Reports
 - Medicare & Medicaid Fee Schedules

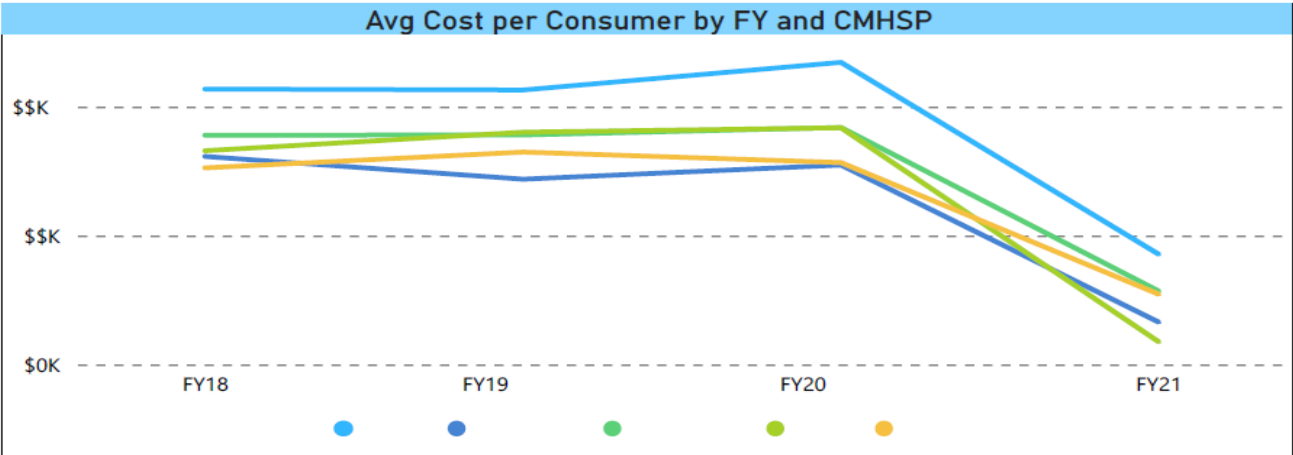
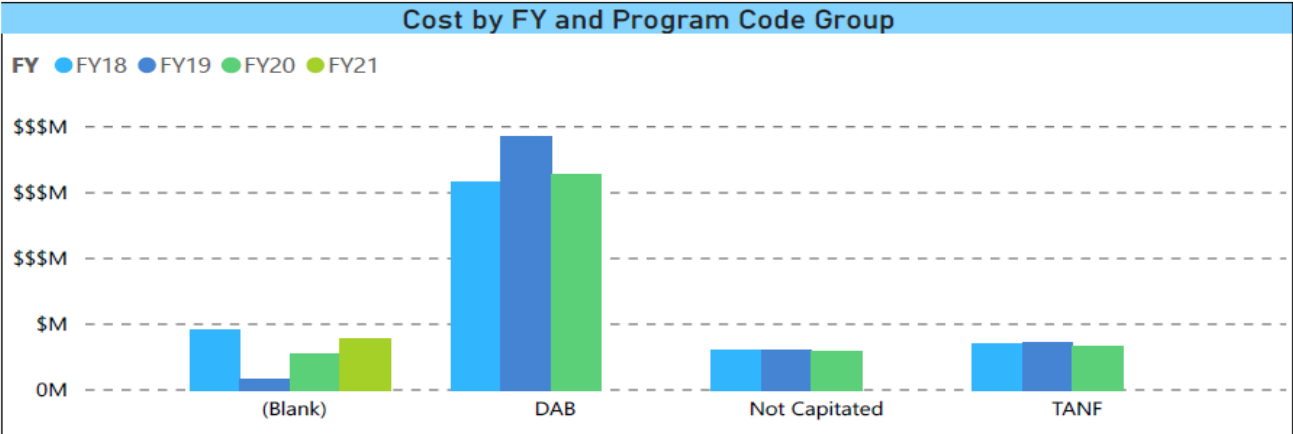
Beacon 2.0 – Analytics & Reporting

- Outcomes
 - Comprehensive package of tools information to manage cost and utilization trends
 - Identify best practices and learn from each other and national trends
 - Reports to the LRE
 - Thorough understanding of cost drivers
 - Recommendations geared toward decision making based on data
 - Leverage in contract development strategies
 - Advanced Payment Models and Value Based Purchasing

Example



Overview



<div>\$x,xxx</div> <div>FY19 State Avg Cost per Consumer for IP</div>	<div>\$x,xxx</div> <div>Avg Cost per Consumer for IP</div>
<div>\$x,xxx</div> <div>FY19 State Avg Cost per Consumer for CR</div>	<div>\$x,xxx</div> <div>Avg Cost per Consumer for CR</div>
<div>\$x,xxx</div> <div>FY19 State Avg Cost per Consumer for PHP</div>	<div>\$x,xxx</div> <div>Avg Cost per Consumer for PHP</div>
<div>\$x,xxx</div> <div>FY19 State Avg Cost per Consumer for Autism Svcs</div>	<div>\$x,xxx</div> <div>Avg Cost/Consumer for Autism Svcs</div>
<div>\$x,xxx</div> <div>FY19 State Avg Cost per Consumer</div>	<div>\$x,xxx</div> <div>Avg Cost per Consumer</div>

Opportunities to Understand Rates Compared to the Market

- MDHHS Behavioral Health Fee Schedule
 - Publish Rates for potential CMHSP/PIHP Adoption, without requiring use
 - Comparison Rates for 95% of non-hospital behavioral health payments
- Example – Procedure Code 90837 (Psytx W Pt 60 Minutes)
- Section 904 Reports
 - Represents total statewide CMHSP costs for 3 consumer populations
 - \$195
- Fee Schedules
 - 2021 Medicare Physician Fee Schedule
 - \$149.50
 - MDHHS Practitioner and Medical Clinic Fee Schedule
 - \$77.66

Understanding Material Variance in Rates

- Access/Availability of providers
 - Urban vs. Rural
- Payor Mix
- Definition and application of codes
 - Modifiers
- Challenges in negotiating rates
- Identifying leverage points

Process of Reporting & Translating Analysis into Action

- Beacon to provide rate analysis to LRE
- Review by LRE, CMH CEO's and other relevant stakeholders
- Recommendations reviewed for potential next steps
- Outcomes presented to LRE Board

Questions?