North Carolina’s Blueprint for Buying Health

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Secretary, NC Department of Health and Human Services

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We focus on healthcare. But not *Health*.

Source: The Health Initiative
North Carolina’s Alignment to “Buy Health”

1. **Commitment** to a clear vision of health

Alignment of incentives and initiatives that lead to **action**

Alignment of cross-sector infrastructure **investments**
Vision for “buying better health”

“We envision a North Carolina that optimizes health and well-being for all people by effectively stewarding our resources that bridge our communities and our health care system.”
“To improve the health of North Carolinians through an innovative, whole-person centered, and well-coordinated system of care that addresses both the medical and non-medical drivers of health.”
National and Statewide Alignment around Value

• 35.8% of U.S. health care payments were value-based in 2018, up from 23% in 2015

Percentage of Healthcare Payments in Level 3 or 4 Payment Models by Payer (2018)

- **COMMERCIAL**: 30.1%
- **MEDICARE ADVANTAGE**: 53.6%
- **TRADITIONAL MEDICARE**: 40.9%
- **MEDICAID**: 23.3%

In North Carolina:

• 30 Medicare and 6 commercial-only ACOs operating in the state
• Blue Premier value based contracts with 7 health systems
• Participation of other commercial payers in ACOs

NC Medicaid’s Move to Value

• Physical and Behavioral Health Integration

• Primary Care and Local Care Management Investment
  – Advanced Medical Home Program

• Value-Based Payments
  – By end of Year 2 in managed care, PHPs’ expenditures must:
    • Increase by 20 percentage points, OR
    • Represent at least 50% of total medical expenditures

• Unified Quality Strategy
  – Aligned metrics; focus on total cost of care
Building the Infrastructure to “Buy Health”

Standardized Screening Tool

NCCARE360

Healthy Opportunities Pilots
Standardized Screening

- **Goals**
  - Routine identification of unmet health-related resource needs
  - Statewide collection of data

- **Development**
  - Technical Advisory Group
  - Public Comment period
  - Field tested in 18 clinical sites

- **Implementation**
  - Recommended to be used across settings and populations
  - Launch of Managed Care: Health plans required to include in Care Needs Assessment

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**Health Screening**

We believe everyone should have the opportunity for health. Some things like not having enough food or reliable transportation or a safe place to live can make it hard to be healthy. Please answer the following questions to help us better understand you and your current situation. We may not be able to find resources for all of your needs, but we will try and help as much as we can.

<table>
<thead>
<tr>
<th>Question</th>
<th>Yes</th>
<th>No</th>
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<tbody>
<tr>
<td>1. Within the past 12 months, did you worry that your food would run out before you got money to buy more?</td>
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<td>2. Within the past 12 months, did the food you bought just not last and you didn’t have money to get more?</td>
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<td>3. Within the past 12 months, have you ever stayed: outside, in a car, in a tent, in an overnight shelter, or temporarily in someone else’s home (i.e. couch-surfing)?</td>
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<td>4. Are you worried about losing your housing?</td>
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<td>5. Within the past 12 months, have you been unable to get utilities (heat, electricity) when it was really needed?</td>
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<td>6. Within the past 12 months, has a lack of transportation kept you from medical appointments or from doing things needed for daily living?</td>
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<td>7. Do you feel physically or emotionally unsafe where you currently live?</td>
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<td>8. Within the past 12 months, have you been hit, slapped, kicked or otherwise physically hurt by anyone?</td>
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<td>9. Within the past 12 months, have you been humiliated or emotionally abused by anyone?</td>
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<td><strong>Optional: Immediate Need</strong></td>
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<td>10. Are any of your needs urgent? For example, you don’t have food for tonight, you don’t have a place to sleep tonight, you are afraid you will get hurt if you go home today.</td>
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<td>11. Would you like help with any of the needs that you have identified?</td>
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NCCARE360 Coordinated Network

A coordinated network that connects providers (such as health care providers, insurers, or community organizations) through a shared technology platform to:

• Communicate in real-time
• Make electronic referrals
• Securely share client information
• Track outcomes together
Medicaid Pilots to “Buy Health”

• Up to $650M investment from Medicaid to “buy” housing, food, transportation & interpersonal safety-related interventions in order to improve health and reduce costs.

• Unique opportunity for data and evidence generation.

• Embedded in the new managed care structure

• RFP for the Lead Pilot Entity released November 5th
Challenges Ahead

- Political uncertainty
- Change management across many organizations
- Data infrastructure modernization
- Culture change takes commitment and time
North Carolina’s Alignment to “Buy Health”

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Achieving better health is a **choice**.
Recognizing our Shared Commitment:

- To the vision of “buying health”
- To partnership and alignment
- To the children, families and communities that we serve
Questions?