



Ohio Department of Medicaid

Managed Care Procurement Press

November 24, 2020

In This Issue:

- [Managed Care Procurement Request for Applications \(RFA\) Response Period Has Ended](#)
- [Pharmacy Operational Support Vendor: Improving Transparency, Accountability, and Efficiency of Ohio Medicaid's Pharmacy Benefits](#)
- [Current Phase of the OhioRISE RFA](#)
- [Managed Care Procurement Quiet Period](#)
- [Connect With Us](#)

Hello!

Welcome to the *ODM Managed Care Procurement Press*, a short periodic update on the progress of the Ohio Department of Medicaid (ODM) Managed Care Procurement.

You are receiving this newsletter because you have requested to receive periodic updates about the Managed Care Procurement, responded to one or both of our Requests for Information (RFIs), met with ODM and Procurement Team members to provide feedback, or partnered with us in a listening session.

Thank you for taking time to provide your ideas and feedback! Through this time of uncertainty and need for many Ohioans, and into the future, we continue to focus on the individual rather than the business of managed care. We want to do better for the people we serve.



Feel free to distribute the information contained within this update to your colleagues, organization's members, or with anyone who you think might find it useful. We want all Ohioans to know what is going on with the ODM Managed Care Procurement.

Please also encourage anyone who you think might be interested in receiving similar updates to send us an email at the Medicaid managed care procurement mailbox, MCPurchasement@medicaid.ohio.gov.

Managed Care Procurement Request for Applications (RFA) Response Period Has Ended

On Friday, November 20, 2020, the Managed Care Procurement Request for Applications (RFA) response period for its managed care program closed. This RFA is a step towards Ohio Medicaid's bold new vision to "focus on the individual rather than the business of managed care." The selected managed care organizations will be an essential partner to ODM in improving the health and lives of millions of Ohioans. Any changes to Ohio's managed care organizations will NOT disrupt member coverage or access to care.

As a next step in this process, Ohio Medicaid will evaluate the responses to the RFA and the applicants will be required to conduct oral presentations. Once oral presentations have been concluded, new managed care contracts will be awarded in late January 2021.

Additional details about the managed care RFA can be found on the [Managed Care RFA page](#). You can also watch our most recent video, "[Managed Care RFA Next Steps](#)" below and on our [Ohio Medicaid YouTube Channel](#).



Video - Managed Care RFA Next Steps

Pharmacy Operational Support Vendor: Improving Transparency, Accountability, and Efficiency of Ohio Medicaid's Pharmacy Benefits

On Thursday, November 5, 2020, ODM released a request for proposals (RFP) for a Pharmacy Operational Support Vendor (POSV). The POSV will work in coordination with ODM and the to-be selected Single Pharmacy Benefit Manager (SPBM) to improve transparency, accountability, and efficiency within ODM's pharmacy benefits program.

What is the role of the POSV?

The Ohio Medicaid POSV will assist and support ODM in the performance of two critical pharmacy services functions:

- Pharmacy reimbursement and benefit design
- Pharmacy program oversight and auditing

The POSV will be central to achieving transparency through its work in determining reimbursement methodology, conducting Cost of Dispensing and Actual Acquisition Cost (AAC) surveys, maintaining accurate and up-to-date AAC rates, and conducting oversight of the functions of both the SPBM and ODM's pharmacy benefits administrator (FFS PBA). The success of this pharmacy benefit administration model, and the POSV specifically, will be demonstrated by fair, accurate and value-based reimbursement to pharmacies, oversight ensuring the SPBM, and the FFS PBA comply with ODM's expectations, improved provider and member satisfaction, and continuous improvement of the pharmacy program.

WHO IS RESPONSIBLE?

	MCO	OHIO MEDICAID		
		ODM	SPBM	OSV
Pharmacy reimbursement and benefit design	●			■
Pharmacy benefits manager oversight and auditing	●			■
Pharmacy network management (retail and specialty)	●	■		
Prescriber (physician) provider services	●		■	
Pharmacy provider services	●		■	
Member services	●		■	
Utilization management	●		■	
Claims adjudication and payment	●		■	
Systems and technology	●		■	
Data warehouse, analytics and reporting	●		■	
Unified preferred drug list (UPDL)	●	● ■		
Federal and state supplemental drug rebate processing	●	● ■		
Clinical programs (MTM, care coordination, etc.)	● ■			

● Responsible currently
■ Responsible moving forward

ODM, SPBM, POSV & MCO Responsibilities in the Future Ohio Medicaid Pharmacy Benefits Program

Why Procure a SPBM and a POSV?

Another important objective is reflected in the overall approach that ODM is taking to the POSV and SPBM procurements, unbundling several components from the current managed care plan responsibilities in order to provide transparency and focused specialization in areas of critical need identified by stakeholders and the General Assembly. This is not returning to fee for service. Rather this is an affirmative strategy to move Ohio to the "next generation" of managed care expertise. With the SPBM structured as a prepaid ambulatory health plan, the state will have the managed care tools and flexibilities for advancing policy and cost effectiveness of services. In addition to the pharmacy benefit being important in and of itself, it is also vitally important to supporting ODM's overall value-based and integrated care strategies.

The POSV will provide expert assistance and consultation, operational assistance, and liaison support to implement and enhance this operating model. Professional agility, a dedication to high-quality services and best practices, and value-based solutions to improve health outcomes and control costs are all necessary to ensure success of the initiatives to reimagine the Ohio Medicaid program.

For additional details about the Ohio Medicaid SPBM and POSV procurements, review the [POSV RFP on medicare.gov](https://www.medicare.gov/posv-rfp) or visit [SPBM page on managedcare.medicare.gov](https://www.managedcare.medicare.gov).

[Return to Top](#)

Current Phase of the OhioRISE RFA

We announced in our last newsletter the release of the OhioRISE Request for Applications (RFA). This RFA remains open until December 16, 2020 and we encourage all eligible organizations to apply.

As a reminder, the Q&A period for the OhioRISE RFA is now closed. Question responses are posted on the [State of Ohio eProcurement website](#). The RFA and additional details about OhioRISE can be found on the [Request for Proposal page of ODM's website](#).

[Return to Top](#)

Managed Care Procurement Quiet Period

Like any procurement of this size, there are significant guardrails placed in both federal and state law regarding communications during certain periods of contract procurements. ODM must adhere to federal and state procurement requirements to ensure a fair process. As a result, ODM cannot:

- Share details related to RFA responses received and/or award prior to official public announcements.
- Communicate design discussions and decisions related to the managed care structure beyond what is stated in the RFA.

At this point in time, ODM is in the "quiet period" for the Managed Care Procurement, which dramatically limits the information available to share on an individual basis. All information ODM releases regarding the Managed Care Procurement must be at equal opportunity of access.

It is ODM's commitment to remain as communicative and transparent as possible through the remainder of the procurement process, while still maintaining the integrity of the Managed Care Procurement. ODM will not be able to answer questions from members of the public or potential bidders regarding the future Managed Care program, but general updates and announcements will be posted on [ODM's procurement website](#).

Resources on procurement regulations can be found in the [State of Ohio Procurement Manual](#).

[Return to Top](#)

Connect With Us



Our email address will remain active through all phases of the procurement! We are always open to your ideas and feedback. To view our past newsletters, please visit our website [here](#).

If you wish to stop receiving messages from *The Managed Care Procurement Press*, you can [update your preferences](#) or [unsubscribe from this list](#).

CAUTION: This is an external email and may not be safe. If the email looks suspicious, please do not click links or open attachments and forward the email to csc@ohio.gov or click the Phish Alert Button if available.