

HOW ATTAC HELPED A LARGE MULTI-STATE HEALTH PLAN DEVELOP ITS STATEWIDE MEDICAID NETWORK

Contracted 5,000 Providers – 96% of Target – To Achieve More Than 90% Network Adequacy



Client Engagement Description

A large multi-state health plan engaged ATTAC Consulting Group to support its regional and corporate contracting teams with statewide Medicaid network development. The network development supported RFP submission and subsequent statewide contract award.



CHALLENGES

The state implemented statewide Medicaid transformation with substantial changes to the Medicaid managed care program including incorporating home- and community-based services (HCBS) and long-term services and support (LTSS) providers. This required significant provider education regarding state intent and assisting providers to contract with managed care organizations for the first time.



APPROACH

ATTAC focused on contracting all provider types including health systems, hospitals, independent physician associations, large multi-specialty physician groups, essential community providers, ancillary and HCBS providers and LTSS providers.



RESULTS

ATTAC successfully built a statewide network based on letters of intent (LOI), securing more than 300 LOIs in fewer than 90 days for 102 counties. This resulted in exceeding state network adequacy requirements for client RFP submission and subsequent statewide contract award. Post award, ATTAC converted the LOIs to full agreements and secured complete contract packets including ensuring accurate and complete provider rosters—representing more than 5,000 providers—to facilitate contract loading and implementation. ATTAC contracted 96 percent of assigned targeted providers and the engagement resulted in more than 90 percent network adequacy.

The health plan expressed they were very pleased with ATTAC's performance and level of expertise, and has since engaged the firm for multiple additional projects.

WHY WORK WITH ATTAC CONSULTING GROUP?



ATTAC supports all provider-related activities for managed care organizations and health plans, health systems, accountable care organizations, clinically integrated networks, independent provider associations and large provider groups.

We're experts in traditional and value-based payment models, provider data management and network operations.

We support commercial, Medicare Advantage, Medicaid, home-and community-based services, long-term services and supports, and dual plans for all provider types.

We're home to one of the nation's largest and most experienced network contracting teams. We've built networks in every region of the country—on-time and on-budget.

Talk with us about how ATTAC can support the network strategy and development goals paramount for your success.

JOCELYN BAYLISS

Program Lead, Provider Network Management