



# Applying to be a CTO in 2021

Program Management Office

May 18, 2020

# Agenda

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- Program Background
- Payments & Requirements
- Application and Partnering Process
- Questions and Answers

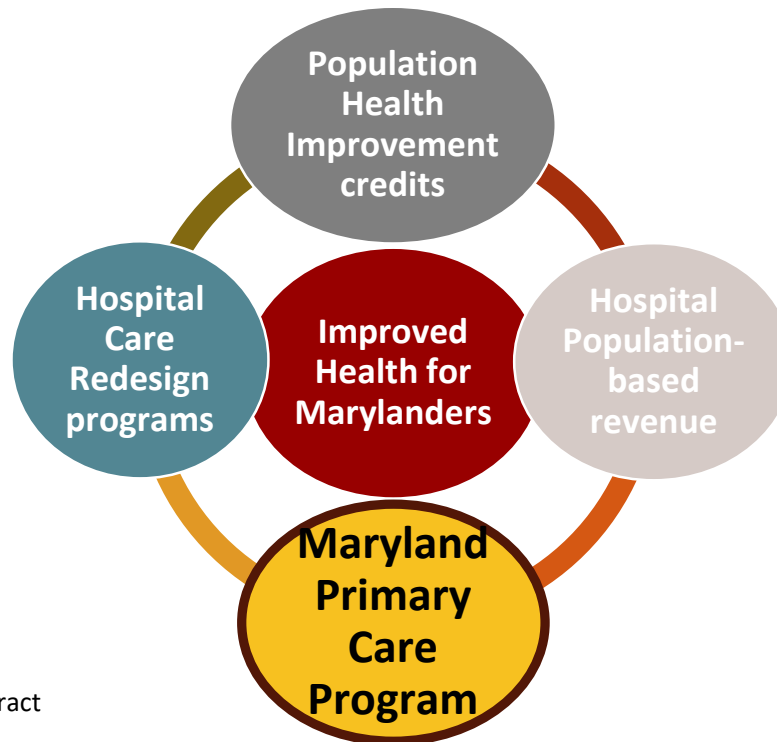
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# Program Background

# Total Cost of Care Model Components

“Under this Model, CMS and the State will test whether **statewide health care delivery transformation**, together with population-based payments, improves population health and care outcomes for individuals while controlling the growth of Medicare Total Cost of Care”

Source: Maryland Model Contract



- Reduce Medicare expenditures by an annual run rate of \$300m by 2023
- Innovate hospital/provider partnerships
- Gain credit for improving overall population health
- **Build a strong, effective primary care delivery system inclusive of medical, behavioral and social needs**

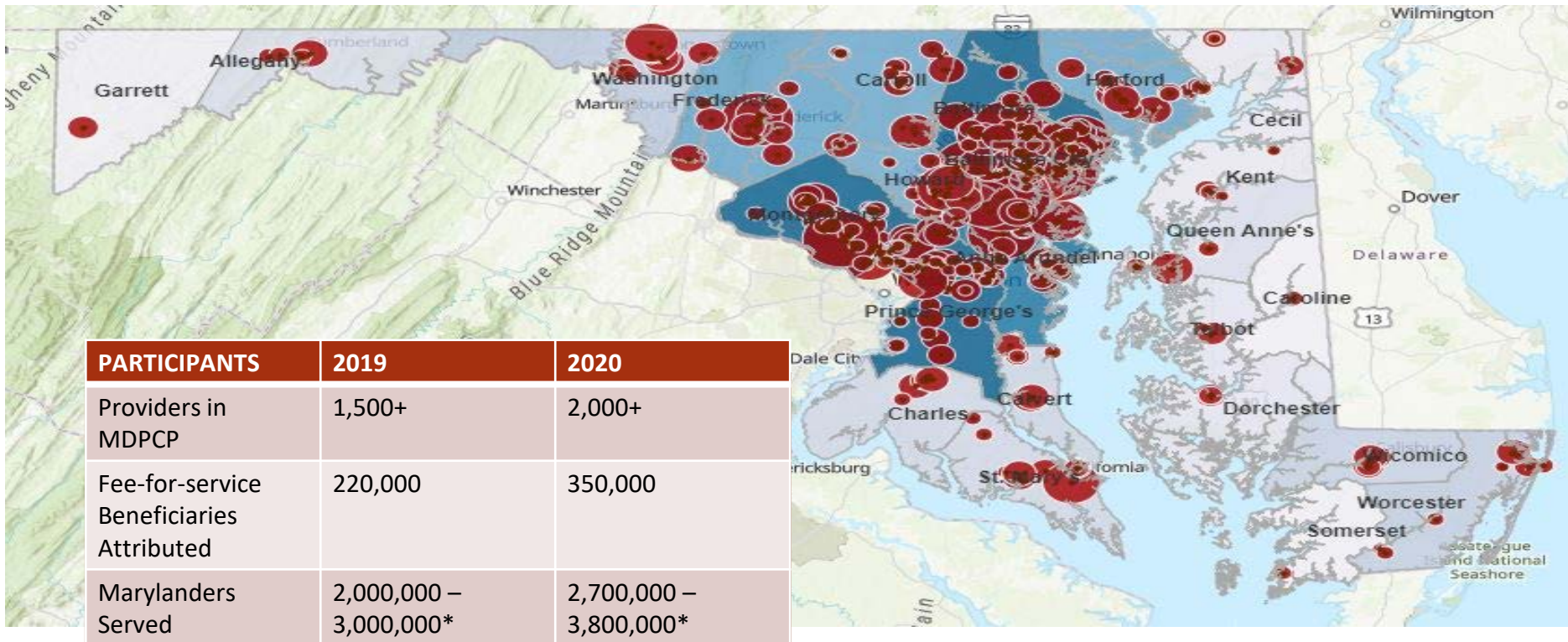
# MDPCP Goals

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Is MDPCP right for me? Ask yourself if you want to:

- Support the Total Cost of Care Model and redesign of care delivery in Maryland
- Help the State meet TCOC Model commitments including:
  - Reducing Medicare FFS per capita health costs
  - Improvement on quality and utilization metrics
  - Improvement on population health indicators
- Advance primary care to:
  - Manage health of high and rising risk individuals in community
  - Reduce hospital utilization
  - Provide preventive care; address behavioral health and social needs

# MDPCP – 476 Practices currently



\* *The Annals of Family Medicine*, 2012 <http://www.annfammed.org/content/10/5/396.full>

# Program Year 2

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## 476 Practices Participating

- 350,000 attributed Medicare beneficiaries
- 3,000,000+ patients in practices
- ~ 2,000 Primary Care Providers
- ~ 40% practices employed by hospitals
- All counties represented
- 24 Care Transformation Organizations (min 6/county)
  - 16 of 24 are hospital-based

### Dual-Eligible Population in MDPCP:

- more than 50% of state now in practices today
- growing to 88% of non-institutionalized

# CTOs' Role in the Program

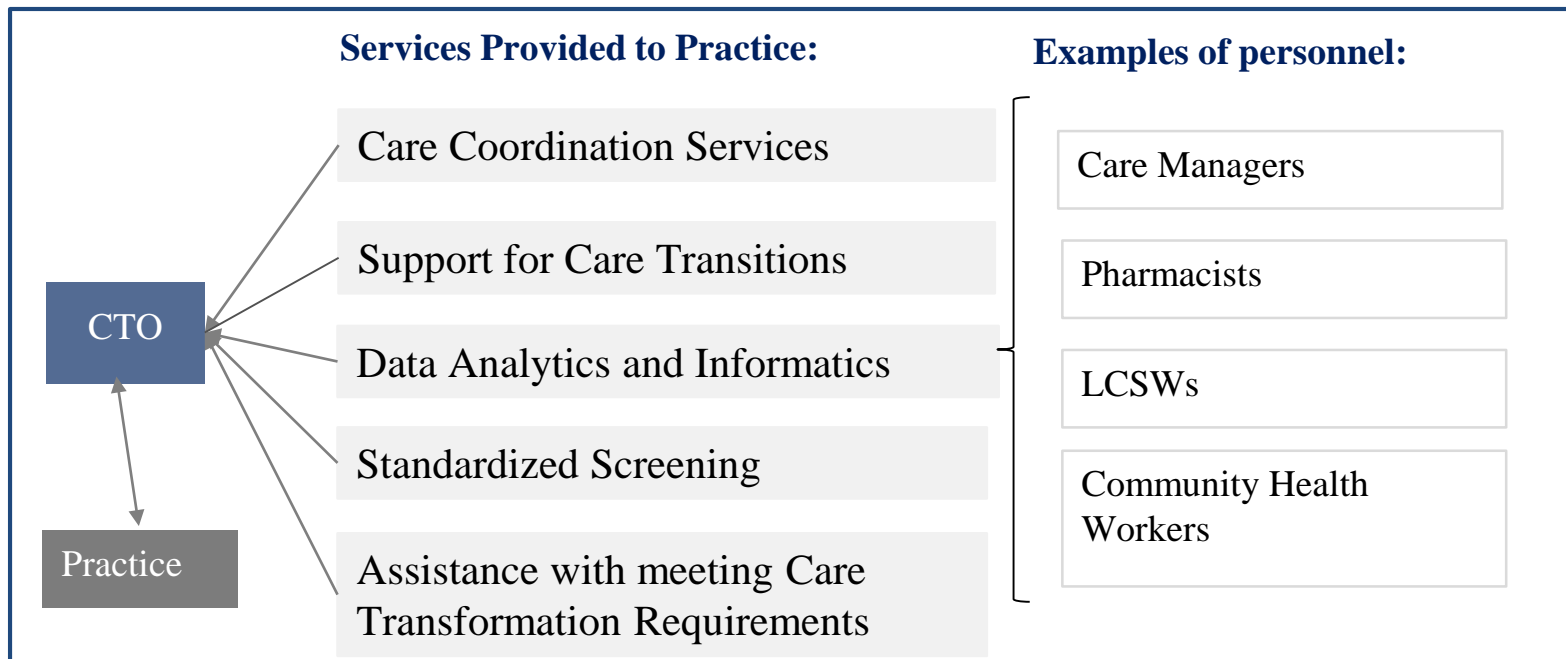
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- Assist practices in meeting the Care Transformation Requirements (CTRs)
- Provide services that are integral to meeting the care transformation requirements but do not require the personal professional services of a physician
- Services provided “incident to” and under the general supervision of the practice provider
- Embed resources at the request of the practice and/or provide services (similar to CCM) to patients in the community
- Enhance capacity of practice to provide care management services, improve workflows and manage their populations
- Accountable for the performance of partner practices



# Care Transformation Organization (CTO)

Optional for practices – assist the practice in meeting care transformation requirements



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# Payments and Requirements

# CTO Payments

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## CTOs

### **Care Management Fee (CMF) (paid PBPM)**

- 30% (Practice has lead care manager) or 50% (CTO provides lead care manager) of a Practice's care management fee; depends on option chosen by Practice
- Timing: Paid prospectively on a quarterly basis

### **Performance-Based Incentive Payment (PBIP) (paid PBPM)**

- Receives a parallel payment for Track 1 and Track 2 Practices engaged with CTO (\$4.00 PBPM)
- Timing: Paid prospectively on an annual basis; subject to repayment (based on performance of Partner Practices)
- Paid only for non-MSSP ACO beneficiaries

# How can the Payments be Spent?

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## CTOs

### **Care Management Fee (CMF) (paid PBPM)**

- At least 50% of the CTO's CMF must be spent on providing care management professionals that support Practices
- Care management professionals do not include administrative staff, data analysts, or consultants
- Remaining amount of CMF can be spent on services/personnel as determined by CTO to support Practices meeting care transformation requirements
- CTO should be assisting practice care manage at least 5% of its attributed Medicare FFS population (episodic + longitudinal)

### **Performance-Based Incentive Payment (PBIP) (paid PBPM)**

- No Restrictions
- Subject to repayment based on aggregate of Partner Practices' performance

# CTO Requirements

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- Meet CMS program integrity standards
- Meet the requirements of the CMS Participation Agreement
- Provide services in counties identified in application
- Commitments to submit:
  - Semi-annual attestations to practices' care delivery reports
  - Annual budget reporting
  - Other program requirements as described in the Participation Agreement
- Health Information Technology
  - Support practice to meet connectivity and data sharing requirements including with CRISP
  - BAA with partner practices to share clinical data
- Governance
  - Representation from the Participant Practice(s) that have partnered with the CTO
  - CTOs will be given appropriate time to establish representation from partner Participant Practices on the governing body once they are partnered with their Participant Practices.

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# Application and Partnering Process



# Application Requirements

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- Application includes:
  - Online application questionnaire\*
  - Short essay(s) on vision of how the CTO will assist practices in delivery of care transformation under this program
  - Letters of support from:
    - Clinical Leadership
    - Practice
- Resource Guide:  
<https://health.maryland.gov/mdpcp/Pages/ProgramApplication.aspx>


*\*Example application questions from previous years are available beginning on p.53 at:  
[https://health.maryland.gov/mdpcp/Documents/TCOC%20-%20MDPCP%20-%20RFA%20-%20FINAL\\_508%20Compliant-2018.pdf](https://health.maryland.gov/mdpcp/Documents/TCOC%20-%20MDPCP%20-%20RFA%20-%20FINAL_508%20Compliant-2018.pdf)*

*Questions are subject to change and should be used for reference purposes only*

# Register & Login

Navigate to: <https://app1.innovation.cms.gov/mdpcp>

Maryland Primary Care Program Care Transformation Organization Login



**Username**

**Password**

**Login**

[Register for Portal!](#) [Forgot Password?](#)

**Per CMS security protocol, passwords can only be reset once within a 24 hour timeframe.**

If you need Help Desk support for **technical** issues, please contact:  
[CMMIForceSupport@cms.hhs.gov](mailto:CMMIForceSupport@cms.hhs.gov)  
or call 1-888-734-6433, option 5.

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If you need Help Desk support for **Program** issues, Please contact:  
[MarylandModel@cms.hhs.gov](mailto:MarylandModel@cms.hhs.gov)





# Overview – CTO Selection in the RFA Process

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- **May – July:** Applicant practices will review options in their county service area on the CTO Comparison Tool
- **May – July:** Applicant practices will write in their first and second choice of CTO in the application – these selections are not FINAL
- **Aug – Sep:** Applicant and current practices will have opportunity to confirm or update their choice once new CTOs have been confirmed – AFTER THE CLOSE OF THE APPLICATION PERIOD (July/August notification)
- **Oct – Nov:** CMS will finalize pairings in the Fall based on practice preference, CTO service area and capacity

# What will New CTOs Need to Do?

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- **July** – RFA closes
  - CMMI will share newly approved CTO information with PMO
  - PMO will send CTO survey to these newly approved CTOs
  - CTOs need to:
    - Complete survey (PMO adds information to CTO Comparison Tool)
      - Website
      - Capacity - # of practices
      - Counties being served
    - Post CTO Package options to their **webpages** including offerings
- **Late Summer**
  - All practices will have chance to confirm or change their choice
- **Fall** – announcement of pairings and CTO Arrangement completion

# CTO Comparison Tool

- MDPCP Comparison Tool address: <https://health.maryland.gov/mdpcp/Pages/cto-comparison-tool.aspx>

## MDPCP Quick Links

- [MDPCP Home Page](#)
- [Coronavirus \(COVID-19\)](#)
- [Practice Information](#)
- [CTO Information](#)
- [Program Application](#)
- [Educational Sessions](#)
- [CTO Comparison Tool](#)
- [Resources](#)
- [Event Calendar](#)
- [Patient Information](#)
- [Our Team](#)
- [Archive](#)

## Related Websites

- [Total Cost of Care Model](#)
- [MACRA Education](#)
- [MDH](#)
- [HSCRC](#)
- [2018 Population Health Summit](#)

## News & Announcements

- [HHS to Begin Immediate Delivery of Initial of CARES Act Provider Relief Funding](#)
- [Temporary Expansion of Medicaid Regulations to Permit Delivery of Telehealth Services to the Home](#)
- [Coronavirus Disease 2019 \(COVID-19\) Outbreak](#)
- [Closes Apr 10, 2020 -](#)

## Maryland Primary Care Program

### CTO Comparison Tool

Welcome to the Care Transformation Organization (CTO) Comparison Tool for the 2019 application cycle. CTOs are a key part of the Maryland Primary Care Program (MDPCP) and will provide care management resources, infrastructure, and technical assistance to practices that choose to partner with a CTO. This website allows practices applying to participate in the MDPCP to compare key characteristics of CTOs available in their area. A [list of CTOs](#) that were approved in 2018 is available on the CMS website. New CTOs that are currently in the process of applying during the 2019 application cycle and have not yet signed a Participation Agreement with CMS are marked with an asterisk (\*).

Practice applicants interested in partnering with a CTO may identify a first and second choice during the practice application process. However, practices are not required to partner with a CTO in order to participate in the MDPCP. For more detail about partnerships between CTOs and practices, please see the [2019 Request for Applications \(RFA\)](#).

*Disclaimer: Information provided is based on self-reported data from each CTO applicant. CMS and the State do not make any guarantees regarding validity of this information.*

#### Instructions:

- To view a list of CTOs that are available in your county, please select the county in which your practice is located.
- To learn more about a particular CTO, please visit their website or view a list of their specific service offerings by clicking the "Package Options" link (if available).
- Once you have decided on a CTO selection, please log into your application in the [CMS Practice Application Portal](#).
  - Select "Care Transformation Organizations" in the left navigation bar.
  - Indicate your first and second choice for CTO partnership by entering the CTO Name in the text fields provided.

#### Counties:

<ul style="list-style-type: none"><li>• <a href="#">Allegany County</a></li><li>• <a href="#">Anne Arundel County</a></li><li>• <a href="#">Baltimore City</a></li><li>• <a href="#">Baltimore County</a></li><li>• <a href="#">Calvert County</a></li><li>• <a href="#">Caroline County</a></li><li>• <a href="#">Carroll County</a></li></ul>	<ul style="list-style-type: none"><li>• <a href="#">Harford County</a></li><li>• <a href="#">Howard County</a></li><li>• <a href="#">Kent County</a></li><li>• <a href="#">Montgomery County</a></li><li>• <a href="#">Prince George's County</a></li><li>• <a href="#">Queen Anne's County</a></li><li>• <a href="#">Saint Mary's County</a></li></ul>
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# CTO Comparison Tool

## CTOs Available in Allegany County



### Instructions:

- To learn more about a particular CTO, visit their website or view a list of their specific offerings by clicking the "Package Options" link (if available).
- Once you have decided on a CTO selection, please log into your application in the [CMS Application Portal](#).
  - Select "Care Transformation Organizations" in the left navigation bar.
  - Indicate your first and second choice for CTO partnership by entering the CTO Name in the text fields provided.

<u>CTO Name</u>	<u>Website</u>
Aledade Accountable Care 30, LLC	<a href="https://www.aledade.com/cto/">https://www.aledade.com/cto/</a>
Apostle Group LLC	<a href="https://bnws.co">https://bnws.co</a>
Management Solutions LLC	<a href="http://www.managementsolutionsllc.com">www.managementsolutionsllc.com</a>
MedChi Practice Transformation	<a href="https://www.medchi.org/MedChiCTO">https://www.medchi.org/MedChiCTO</a>

# CTO Arrangement and Package

Practices select services, countersign, and return to CTO and MDH-PMO via email at [mdh.pcmoel@Maryland.gov](mailto:mdh.pcmoel@Maryland.gov) in Nov/Dec

## Terms

- 2 pages
- Defines and confirms relationship based on practice Option selection
  - Effective Jan 1
  - Renews Annually Unless Terminated
  - Care Management Fee Split
  - Lead Care Manager
  - Data Sharing
  - Termination & Notification

## Appendix A

- List of Care Transformation Requirements

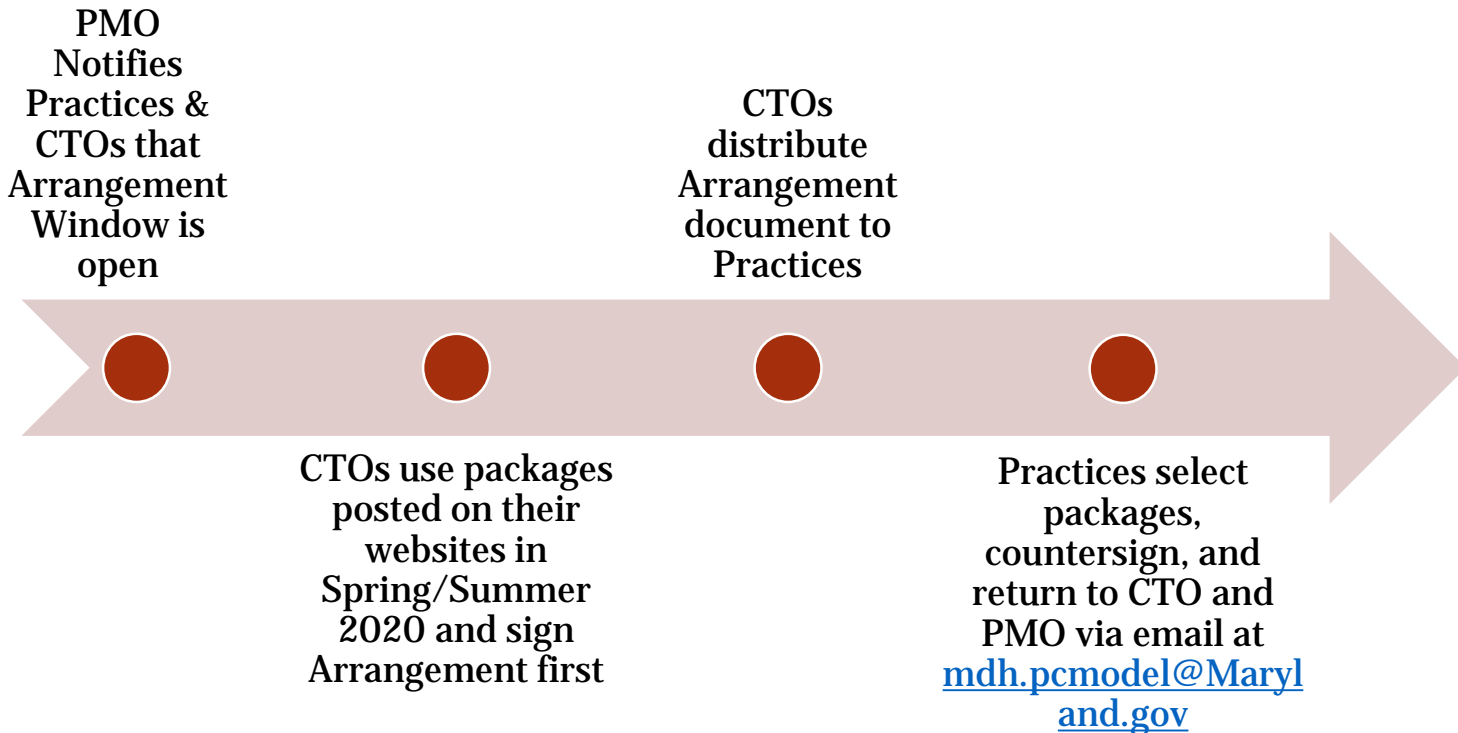
## Appendix B

- Details the packages of services & staff offered by the CTO to all partner practices based on Option and Track
- Practices select desired package option on last page

## Appendix C

- Business Associate Agreement (BAA)
- Allows the CTO to have access via CRISP to quality and utilization reports available to the Practice
- Practice is the Covered Entity; CTO is the Business Associate
- May be originated by either Practice or CTO
- May attach existing BAA, if applicable

# Fall: Completing the CTO Arrangement



Final dates will be announced in the Fall

# Timeline

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- **New CTOs Approved by CMS**

- **Operational Prep**

- New CTOs develop and post packages/service offerings

- **Agreements Issued**

- CMS Participation Agreements for new CTOs
- CTO – Practice Arrangements signed with current practices

**Practices confirm CTO selection  
Unofficial Preliminary Practice  
Pairings Announced**

- **Operational Prep**

- CTOs prepare staffing & resources based on preliminary pairings

- **Agreements Signed**

- New practices approved by CMS
- CMS Participation Agreements for CTOs & Practices Issued
- CTOs & Practices sign Participation Agreement
- CTOs & Practices sign CTO-Practice Arrangement with new practices

- **Operational Prep**

- Program Preparation – Final submissions for Program start
- Monthly CTO meeting with State

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# Thank you!



**Updates and More Information:**

<https://health.maryland.gov/MDPCP>

Questions: email [mdh.pcmode1@Maryland.gov](mailto:mdh.pcmode1@Maryland.gov)