

JAI MEDICAL SYSTEMS

September 26, 2019

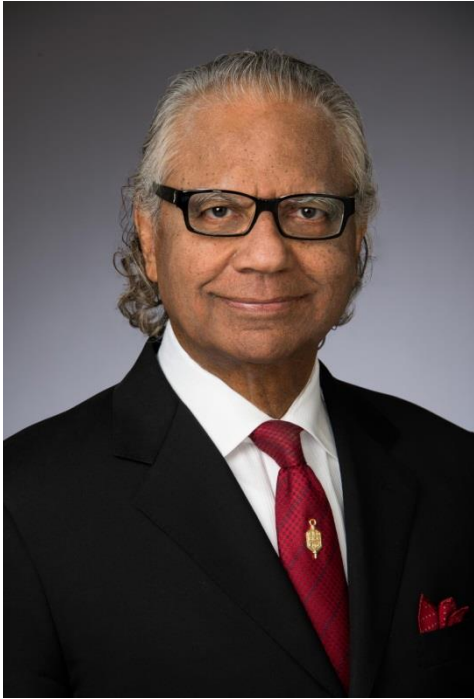
Maryland Medicaid Advisory Committee

History



Jai Medical Systems Managed Care Organization, Inc. was founded in 1997 with the start of the HealthChoice Program, by Hollis Seunarine, M.D., FAAFP, and Jai Seunarine.

- We are a Baltimore-based independent organization.
- We are a minority business enterprise.
- We serve a diverse population of 27,000 children and adults throughout the State of Maryland; primarily in Baltimore City, Baltimore County, and Anne Arundel County.
- Throughout our history of service, we have been consistently recognized by the State of Maryland as one of the highest rated Managed Care Organizations for quality.



Our Founder

Hollis Seunarine, M.D., FAAFP

Executive Medical Director and President

- Started serving Medicaid patients in 1964 with the signing of the Civil Rights Act.
- True Historic Medicaid Provider.
- Active in day-to-day management and serves to guide the company in order to ensure that we deliver excellent healthcare benefits and services to our members.

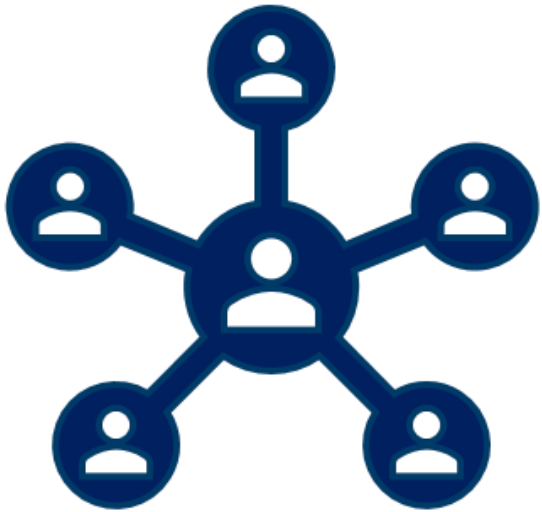
A Legacy of Care

A Legacy of Care



On October 20, 2016, Dr. Hollis Seunarine received the **Maryland Medicaid Distinguished Service Award** for his 50 years of service and dedication to Medicaid patients.

Our Mission



- Since our founding, Jai Medical Systems' mission has been to provide **high quality** healthcare benefits and services to the people of Maryland, while remaining an active and positive presence within the communities we serve.



“Staff” and Network Model

- Staff component is our six affiliated primary care medical centers.
- The network component is comprised of over 500 primary care providers and over 6,000 specialty care providers throughout Maryland.
- Our network includes world class institutions such as Johns Hopkins and the University of Maryland.



Benefits of a Staff & Network Model

- Our affiliated primary care medical centers have a tremendous amount of experience working with the Medicaid population; performing over 80,000 primary care visits a year.
- Based on their experience, these primary care medical centers truly understand social determinants of health and access to care issues.
- Our affiliated primary care medical centers are designed to meet access demands and ensure compliance by offering services 7 days a week, in addition to free transportation and on-site services such as Pharmacy, Lab, and Radiology.
- Our members can choose what works *best* for them.

The Benefits of Managed Care and the Keys to Success for Maryland

Medical Home Model / PCP as gatekeeper

Enhanced care coordination

Utilization Management and Case Management

Identification and Intervention for over and *under* utilization

Reduction of unnecessary hospitalizations such as ER visits

Increased appropriate utilization, such as preventative healthcare screenings

Improved quality

Short-term and long-term cost savings

Budget predictability

Case Study: Hepatitis C Treatment

- More people die from Hepatitis C each year in the United States than HIV/AIDS.
- In 2014, a cure for Hepatitis C was approved by the FDA.
- This Hepatitis C treatment was revolutionary, offering individuals suffering from Hepatitis C, a complete cure from the disease within 12 weeks.
- Maryland, as did other states, set forth clinical criteria for the treatment of individuals with Hepatitis C.
- Based on Maryland's clinical criteria and the availability of this revolutionary cure, our MCO began to screen individuals with Hepatitis C to see if treatment was appropriate.

Case Study: Hepatitis C Treatment

Our Process

Identify and Screen Members At-Risk for Hepatitis C

Screen Hepatitis C individuals for treatment

Connect identified members to PCP or Specialist to receive treatment

Engage members with Case Management throughout treatment process to ensure compliance and a cure

Confirm treatment success through after treatment lab testing

Case Study: Hepatitis C Treatment

Our Results

Since beginning our Hepatitis C Elimination Plan in 2014, we have identified **1974** members infected with chronic Hepatitis C by screening at-risk populations.

- Of these **1974** members infected, we have identified **1205** appropriate for treatment based on Maryland's current clinical treatment criteria.
 - As of today, we have **CURED** over **900 people** of their Hepatitis C infection.
- These individuals, in addition to having an improved quality of life, will no longer be capable of spreading Hepatitis C.
- These individuals will not need liver transplants.
- A recent study published June 2019 in the American Journal of Managed Care indicated that for each individual cured of Hepatitis C, Medicaid state programs will experience significant cost savings in as little as 18 months.
 - By treating people with Hepatitis C, the study estimates the Medicaid system will realize savings of 12 billion dollars net of drug expenditures by 2022.

Value Based Purchasing

- The HealthChoice Program is designed to promote access to high-quality care.
- The Value-based Purchasing strategy aims to encourage MCOs to design a variety of quality improvement efforts based on State priorities.
- Areas of focus include:
 - Access to Care
 - Preventive Care
 - Healthcare Screenings
 - Special Needs Populations
 - Patient Compliance
 - Timeliness of Care

Jai Medical Systems Performance Highlights

- Jai Medical Systems earned incentives for 12 out of 13 in the State's Value Based Purchasing Initiative Program for CY 2018.
 - Jai Medical Systems has been a top performing MCO in Maryland's VBPI for 10+ years.
- Scored 100% for each of the last 5 years on Maryland's Systems Performance Review (SPR).
- For the last 20 years, we have consistently been the highest scoring MCO for the Maryland Healthy Kids Audit.

Jai Medical Systems Performance Highlights

- On September 20, 2019, NCQA released their Medicaid Health Plan Ratings.
 - Jai Medical Systems earned a 5 out of 5 rating, the highest rating possible.
 - Jai Medical Systems is the only Medicaid Health Plan in the United States to earn a 5 out of 5 rating for **FOUR** consecutive years.
 - 2016 – 2017
 - 2017 – 2018
 - 2018 – 2019
 - 2019 – 2020
- NCQA Accreditation Status: **EXCELLENT**
 - For 5 years in a row



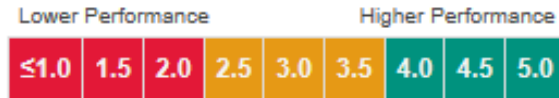
2019 - 2020

NCQA Health Insurance Plan Ratings 2019-2020 - Summary Report (Medicaid)

Search for a health insurance plan by state, plan name or plan type (private, Medicaid, Medicare). Click a plan name for a detailed analysis.

In 2019, NCQA rated more than 1,000 health insurance plans based on clinical quality, member satisfaction and NCQA Accreditation Survey results. Ratings emphasize care outcomes (the results of care) and what patients say about their care.

Note: The overall rating is the weighted average of all measures, not the average of the three composites (Consumer Satisfaction, Prevention, Treatment). For more information about the ratings, including how they are calculated, visit our [2019 ratings page](#).



Medicaid Select All States Enter Plan Name Search

Rating	Plan Name	States	Type	NCQA Accreditation	Consumer Satisfaction	Prevention	Treatment
5.0	Jai Medical Systems Managed Care Organization, Inc.	MD	HMO	Yes	4.5	4.5	4.0
5.0	Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc.	MD	HMO	Yes	3.0	5.0	4.5
4.5	Always Health Partners, Inc.	MA	HMO	Yes	4.5	4.5	4.0
4.5	Capital District Physicians' Health Plan, Inc. (CDPHP)	NY	HMO	Yes	3.5	4.0	4.0
4.5	Excellus Health Plan, Inc. dba Excellus BlueCross BlueShield	NY	HMO	Yes	4.0	4.0	4.0
4.5	Excellus Health Plan, Inc. dba Univera Healthcare	NY	HMO	Yes	4.0	4.0	4.0
4.5	Fallon Community Health Plan	MA	HMO	Yes	3.5	4.0	4.0
4.5	Granite State Health Plan d/b/a NH Healthy Families	NH	HMO	Yes	3.5	3.0	4.0
4.5	Health Partners Plans	PA	HMO	Yes	3.0	4.5	3.5

