

**MEDICARE PART D
SPONSORSHIP PILOT PROGRAM
Tuba City Regional Health Care Corporation
June 28, 2019
Sandia Resort and Casino
Albuquerque, New Mexico**

Ms. Selena Simmons, AAS

Patient Benefit Coordination Manager

Purchased Referred Care Interim Supervisor



MEDICARE PART D START UP:

November 2015: Planning Processes Began

CEO (Lynette Bonar) announced Medicare Part D Tribal Sponsorship Program from her tour at a facility in Alaska, who participates in the Medicare Part D program.

End of November 2015: TCRHCC TEAM Site Visit

Meeting with Chickasaw I.H.S facility in Oklahoma and discussed the Medicare Part D Sponsorship program.

Departments involved: PBC, Pharmacy, Finance, CEO & CQO.



MEDICARE PART D PLANING PROCESS:

Months of meeting and planning and organizing the whole Sponsorship program steps had to be in place:

- ✓ Proposal (cost and Rx clients)
- ✓ Brochures created
- ✓ Medicare Part D Enrollee job description
- ✓ MOU (Memorandum of Understanding) for Corporation (Legal)
- ✓ MOA (Memorandum of Agreement) with the client (Legal)
- ✓ Policy (Medicare Part D Program)
- ✓ Creditable Coverage Letter for Medicare
- ✓ PBC office and expense for set up
- ✓ Medicare Part D process flow
- ✓ Legal review of all documents



MEDICARE PART D GO LIVE:

May 2018 (Go live)

- Pharmacy filtered 72 Medicare clients with high Pharmacy cost
- Medicare Part D Sponsorship not advertised to the public only selected clients
- Medicare Part D Enrollee excluded:
 - Patients with private insurance
 - Patients with Medicaid coverage
 - Patients with Medicare Part A, B and D
 - 21 clients eligible for Sponsorship Program



MEDICARE PART D PATIENT CONTACT TO ENROLLMENT:

- MOU/MOA, brochure and I.H.S creditable coverage letter sent to selected individual
- Client returns with signed MOU/MOA and creditable coverage letter
- Medicare Part D Enrollee educate in Navajo/English on the Sponsorship Program of what it all entails to the client
- Medicare Part D Enrollee will proceed with enrollment online using the Medicare.gov link
- Scripts are not entered at time of enrollment using only one Part D plan (Health Net Value Plus w/gap coverage) premium 40.00 month. Currently changed to Aetna at 58.00 a month.

CONTINUE OF ENROLLMENT

PROCESS:

- To allow enrollment “loss of coverage” is selected
- Return address on application will be Tuba City Regional’s address to track all incoming mail to avoid loss of contact
- Folder created with checklist (template) of doc’s received, dated and filed
- MOU/MOA signed by CEO before mailing to Aetna (Part D Plan)
- Payment book received, forward to Finance for yearly premium payment (Monthly \$58.00) (yearly \$696.00)
- Medicare Part D Enrollee will track payments, date of enrollment and renewal



CONTINUE OF ENROLLMENT PROCESS

- End of the month EOB return mailing and filing for each client Medicare Part D Enrollee will separate, file and record
- Total enrollment from May 2018 to April 2019 (177 enrolled)
- REVENUE:

Medicare Part D Pilot Program/ Premium Payment for 2018/ 2019				
Month of	Total Prem. Paid	Total Billed	Out of Pocket	Return on Investment (Revenue)
1-Dec-2018	\$3,824.20	\$127,815.80	\$31,179.40	\$77,549.31
1-Jan-2019	\$4,527.60	\$88,982.50	\$26,456.07	\$58,885.95
1-Feb-2019	\$5,292.00	\$158,790.46	\$42,367.68	\$107,071.81
1-Mar-2019	\$6,938.40	\$182,137.76	\$44,240.77	\$123,704.00
1-Apr-2019	\$7,467.60	\$135,869.91	\$41,180.15	\$92,751.89
1-May-2019				
1-Jun-2019				
1-Jul-2019				
1-Aug-2019				
1-Sep-2019				
1-Oct-2019				
1-Nov-2019				
1-Dec-2019				
Grand Total	\$28,049.80	\$693,596.43	\$185,424.07	\$459,962.96

EXAMPLES OF PART D

COST/PAYMENTS BY AETNA

MONTHLY

Monthly Premium	Paid for 2019	Total Billed	out of Pocket	Return Revenue
\$58.80	yes	\$22,129.86	\$5,100.00	\$16,267.19
\$58.80	yes	\$1,668.18	\$215.67	\$1,452.51
\$58.80	yes	\$1,408.17	\$240.00	\$1,168.17
\$58.80	yes	\$234.81	\$34.01	\$200.80
\$58.80	yes	\$1,062.49	\$539.49	\$523.00
\$58.80	yes	\$701.26	\$90.00	\$611.26
\$58.80	yes	\$330.57	\$84.46	\$246.11
\$58.80	yes	\$2,732.26	\$771.58	\$1,960.68
\$58.80	yes	\$1,760.57	\$287.48	\$1,473.09
\$58.80	yes	\$427.94	\$140.50	\$287.44
\$58.80	yes	\$624.22	\$154.00	\$470.22
\$58.80	yes	\$872.09	\$110.00	\$762.09

CHALLENGES!

- **Patients changing their address from Tuba City mailing address to their own (loss of contact)**
- **Part D plan not recognizing the I.H.S. Creditable Coverage Letter (re-mailing)**
- **Mail crossing plan stating loss of coverage or terming coverage when has been made (work with Finance to provide proof of payment to reinstate)**
- **Patients not signing forms on timely manner to avoid loss of coverage from Aetna or to avoid penalty cost**
- **Daily filing and sorting of mail from Aetna and setting time aside to conduct interviews and new enrollment**
- **Number of clients are growing each day to 3 or 4 enrollments**



New Project Plan: *Marketplace Tribal Sponsorship*

- New Project in the plans
 - Affordable Care Act (Marketplace)
 - Clients with high medical cost (Oncology)
 - Same process as the Part D Sponsorship Program
 - Premiums will be different with each client depending on their income
 - Clients will have no other insurance and prescreened for all state programs before qualifying for Marketplace enrollment

Thank you



Questions?

