



JEB BUSH
GOVERNOR

CHRISTA CALAMAS
SECRETARY

November 8, 2006

Call for Letters of Intent to Offer a Medicaid Reform Plan in Baker, Clay and Nassau Counties

Dear Potential Medicaid Reform Plans in Baker, Clay, and Nassau Counties:

The Agency for Health Care Administration (Agency) implemented Medicaid Reform in Broward and Duval Counties in July 2006. The target implementation date for expansion into Clay, Baker and Nassau Counties is July 2007. The Agency has received requests for information regarding plan and provider group participation in Medicaid Reform in these areas. The Agency may contract with HMOs, Provider Service Networks (PSNs) and other licensed insurers. **Attachment I** provides a draft list of the services for which the plan will be responsible. HMOs and licensed insurers will be reimbursed on a capitated basis. PSNs may be reimbursed on a capitated or Fee For Service (FFS) basis with a shared savings option for up to 3 years. Many current Medicaid plans have expressed interest in participating in Reform.

The Agency is requesting Plans or provider groups interested in sponsoring a Medicaid Reform plan in Baker, Clay and Nassau Counties to submit a letter of intent to the Agency to participate in Medicaid Reform expansion. This letter is non binding. It should specify the name of your organization, the type of plan, and the proposed County(ies) of operation. The resulting list of potential plans will serve as a resource to potential providers so they know which potential plans are in the area, should they be interested in being part of the Plan's provider panel. This will also ensure your organization is included on the interested parties' list and allow the Agency to efficiently target outreach and provide additional information to potential Plan and Provider groups.

The Agency is considering requiring Reform Plans to provide services in all three of these counties. However, upon submission of the Plan's letter of intent, if you request to limit services to less than the three counties you must state which Counties you intend to serve and provide justification for limiting service provision to certain Counties. The capitated premium paid to plans has two components, comprehensive care and catastrophic care. Plans will have the option to provide services under the comprehensive component only or both comprehensive and catastrophic components in the Counties they serve. Plans may vary the components under which they operate by county.

In addition, the Agency intends to contract with specialty plans to serve individuals with HIV/AIDS and to serve children with chronic conditions. As required under s. 409.91188 F.S.,

Medicaid Reform Plans

November 8, 2006

Page Two

any capitated plan serving individuals with HIV/AIDS must be a licensed HMO. Any plan serving children with chronic conditions may be a PSN or Health Insurer.

We request that you submit the letter of intent to the Bureau of Health Systems Development, Medicaid, at the address below. The Agency would like to publish a list of potential Plans by December 1, 2006. The letter is informative only, and does not preclude application to participate in the Reform areas at a later date.

Thank you for your assistance in this matter. Should you have any questions or concerns please contact Melanie Brown-Woofter at (850) 487-3881.

Sincerely,

Thomas W. Arnold
Deputy Secretary for Medicaid

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