

***MESC 2020***  
***Third Party Liability Series***

**Decoupling TPL Services with the NASPO  
ValuePoint Cooperative Procurement**

October 6, 2020

# Agenda

Topic	Lead Discussion	Time
Welcome	<ul style="list-style-type: none"><li>▪ <b>Patrick A. Tighe</b>, Ohio Department of Medicaid, Bureau Chief Claims Operations</li></ul>	2:00-2:05 PM EDT
Decoupling TPL Services with the NASPO ValuePoint Cooperative Procurement	<p><b>Presenter:</b></p> <ul style="list-style-type: none"><li>▪ <b>Peter Herbert</b>, North Highland Consulting</li></ul> <p><b>Georgia Stakeholders:</b></p> <ul style="list-style-type: none"><li>▪ Georgia Department of Community Health</li><li>▪ Georgia Department of Administrative Services</li></ul> <p><b>Addition Project Partners:</b></p> <ul style="list-style-type: none"><li>▪ North Highland Consulting</li><li>▪ NTT DATA Services</li></ul>	2:05-3:15 PM EDT
Questions and Answers	Panelists	3:15-3:25 PM EDT
Wrap-up	NESCSO	3:25-3:30 PM EDT

## *COB/TPL Technical Advisory Group (TAG)*



The COB/TPL TAG is a forum for state Medicaid senior COB/TPL managers to discuss technical and operational issues and share best practices with CMS, relating to Medicaid policy issues. The purpose of the TAG is to inform and advise CMS as it prepares guidance, identifies and resolves issues, reviews operational policies, and carries out its responsibilities with respect to Medicaid COB/TPL requirements. The TAG also enables CMS to apprise members of current and planned initiatives in areas of interest.

State members of the TAG include a Chairperson and 10 State Representatives, one for each of the 10 CMS regions. Each State Representative is responsible to solicit subjects for discussion from the states in his region and share TAG meeting summaries and other communications with the states. The COB/TPL team and Regional Office staff attend monthly conference calls, and other program and state staff attend the TAG meetings, as appropriate.



NASPO  
**ValuePoint**<sup>TM</sup>



GEORGIA DEPARTMENT  
OF COMMUNITY HEALTH

As the lead State for the TPL NASPO ValuePoint procurement, Georgia has been working alongside Missouri, Montana, Louisiana, and Rhode Island and with NASPO ValuePoint to leverage cooperative purchasing as a vehicle to provide States an opportunity to increase cost avoidance and recoveries through a set of TPL services provided by one or more suppliers.





## *Who is NASPO ValuePoint?*

NASPO ValuePoint is the cooperative purchasing arm of the National Association of State Procurement Officials.



NASPO Value Point's nationwide Master Agreements are competitively solicited using a Lead State™ model, supported by a Sourcing Team™ comprised of multiple state procurement representatives and subject matter experts; leveraging the collective expertise and buying power of many states to deliver best value on price, quality, reliability, and service.

- **Jerilyn Bailey**, NASPO ValuePoint Cooperative Contract Coordinator for participating in the TPL Services Offering

[JBailey@naspovaluepoint.org](mailto:JBailey@naspovaluepoint.org)

- Jerilyn is also the contact for States interested in taking advantage of the or other MMIS portfolios:
  - Provider Services Module
  - Claims Processing and Management Services Module



This is an active State of Georgia solicitation.

Questions about the solicitation can be submitted by email to the issuing officer of the solicitation and/or addressed at the offeror's conference per Georgia procurement rules.

## *Vision for TPL Services*

The sourcing States seek to identify qualified suppliers who can offer creative solutions to increase cost avoidance efforts while continuing to actively recover third party funds where necessary.

The sourcing States seek to unbundle the services historically provided by a single supplier, while placing a greater emphasis on cost avoidance, cost savings and implementing a new Medicaid Care Management Organization (CMO) Come Behind service, as well as a new Hospital-Physician service.

The sourcing States are looking to obtain better value for the participating States because of the collective volume of potential purchases by multiple states and local government entities and to reduce the time and cost for States to procure these TPL services.



# *Objectives of Today's Session*

- Explain how States can benefit from the cooperative procurement vehicle.
- Provide an overview of the TPL services.
- Provide an overview of the NASPO ValuePoint procurement process being undertaken.
- Explain how States can take advantage of the TPL NASPO ValuePoint offering.

# *How Can States Benefit from NASPO ValuePoint Cooperative Services Offerings?*

- Opportunity to work with other states to ensure requirements support a comprehensive solution.
- Increased buying power with multiple states, resulting in increased vendor participation.
- Potential to significantly reduce procurement timeline for Participating States and to introduce more flexibility in the procurement process.
- Approach ensures states can choose the best value solution that meets their business and technology needs.
- Can allow for incremental implementation of services.

# *TPL Services Offered*

Five distinct TPL Services will be provided. States can contract with qualified suppliers to perform each of these services. Different suppliers can be used for each service.

1. TPL Recovery Service
2. TPL Commercial Billing Recoupment Service
3. TPL Hospital/Physician Service
4. TPL Care Management Organization Come Behind Service
5. TPL System Module

# 1. TPL Recovery Service

The TPL Recovery Service includes both recovery programs and cost saving programs. The recovery efforts will include recovery of Medicaid expenditures from verified third parties who are liable to pay for medical expenses.

The Supplier will be responsible for recovery efforts from:

- Casualty/Tort Subrogation Program
- Trust Programs
- Estate Recovery Program
- STABLE/ABLE (Special Needs) Program
- HIPPA/CHIPRA Cost Saving Programs

The goal of the HIPPA and CHIPRA cost saving programs is to enhance cost avoidance funds for the agency, by providing health insurance premium assistance to eligible Medicaid members.

## 2. TPL Commercial Recoupment Service



The Commercial Recoupment Service will be responsible for recouping reimbursements from other responsible health insurers or payors, where Medicaid payments have been made for claims where it is later determined that a third-party resource is responsible for the payment. Data matches/third party resources will be maintained along with file maintenance.

The Commercial recoupment core services include:

- Commercial Billing
- Overpayment
- Medicare Recoupment
- Provider Recoupment
- Health Insurance Carriers/payors Recoupment

Recoupments are identified by the utilization of routine data matching, other claims and TPL data - with data from commercial carriers, other government agencies, and other alternative data resources.

### 3. TPL Hospital-Physician Service



Hospital-Physician service is a new service responsible for creating a weekly data match for third party resources and file maintenance.

- The focus of the service is to increase cost avoidance through leveraging hospital and physician data sources and increased match frequency.
- The supplier will be responsible for providing data match information to the agency to ensure the agency has up-to-date information about Medicaid members to increase cost avoidance.
- Reasonable measures will be used to determine the liability of the third-party payer.

## 4. TPL CMO Come Behind Service

The CMO Come Behind service is a new service to recoup reimbursements from responsible third-party health insurers or payers 365 days after the paid encounter claim date.

- Commercial recoupments are pursued for encounter claims initially paid by Medicaid and later determined to be the responsibility of a third-party resource.
- The service will perform all come behind third-party resource identification, health insurance data matches, verification, updates, and recoupment services using information provided by the agency and additional data sources available to the supplier.
- The CMO Come Behind Services program services include health insurance carrier/payer recoupment and data match/third party resources, along with file maintenance.

## 5. TPL System Module

The Third-Party Liability System Module will automate TPL functions and integrate with other Medicaid system modules, such as Claims and Eligibility.

Functions include, but are not limited to:

- Ability to manage cases
- Electronic capture of leads
- A dashboard with claim and carrier bill details
- Automated matching of Medicaid members' coverages with external data sources
- Management of third party coverage information of members
- Electronic generation & storage of letters and correspondence



# *NASPO TPL ValuePoint Procurement Process Overview*



- NASPO ValuePoint approved Georgia's value proposition for the TPL services offering in the Fall of 2019.
- The multi-State sourcing team collaboratively defined supplier requirements for the services offerings, which are aligned with CMS Medicaid IT standards.
  - The multi-State collaboration provided the benefit of leveraging best practices amongst diverse States/programs.
  - Georgia requirements were used as the basis of the collaboration with the four other sourcing States.

# ***NASPO TPL ValuePoint Procurement Process Overview***



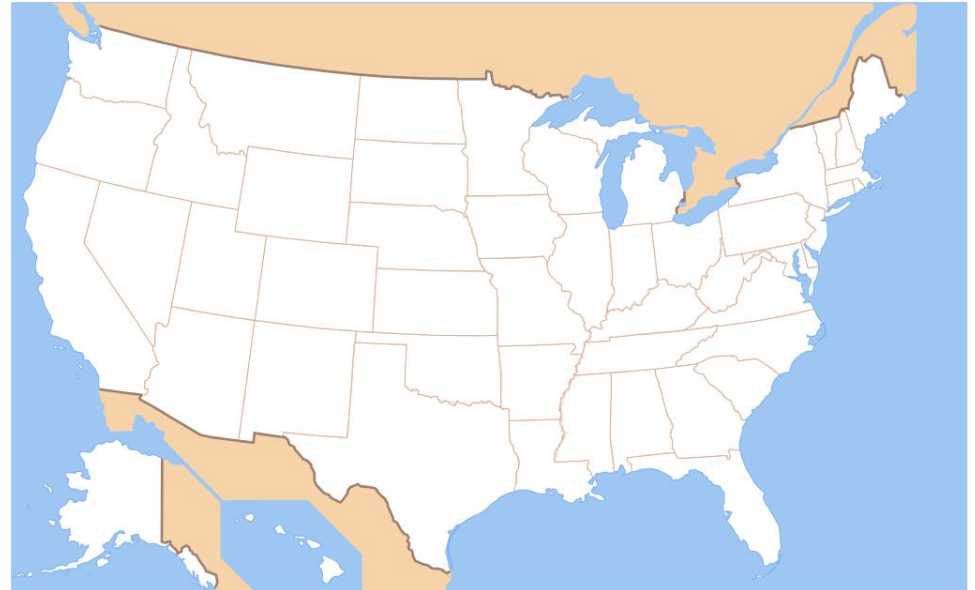
1. NASPO approved the TPL cooperative solicitation approach in January 2020.
2. Multi-State definition of requirements completed in June 2020.
3. CMS approved the requirements and the RFP in August 2020.
4. The solicitation was released to potential suppliers on October 2, 2020 for response.
5. The offeror's conference is scheduled for October 19, 2020.
6. After the qualified TPL suppliers are selected, the agreements will be submitted to CMS for review and approval.
7. States can then initiate a participating addendum for contract services using the master agreements.

# *How Can Interested Suppliers Receive More Information about the TPL NASPO Solicitation?*

- TPL solicitation on the Georgia Procurement Registry:  
<https://ssl.doas.state.ga.us/gpr/eventDetails?eSourceNumber=41900-DCH0000120&sourceSystemType=ps>
- TPL solicitation supporting information and bidder's library documents: <https://medicaid.georgia.gov/programs/third-party-liability/procurement>
- Questions about the TPL NASPO ValuePoint solicitation will be addressed during the solicitation Q&A period.

# Who Is Eligible to Participate?

All 50 states and the District of Columbia have executed a Memorandum of Agreement with NASPO that allows them to use any NASPO ValuePoint Master Agreement through the Participating Addendum Process.



## *Which States Have Confirmed Intent to Participate?*

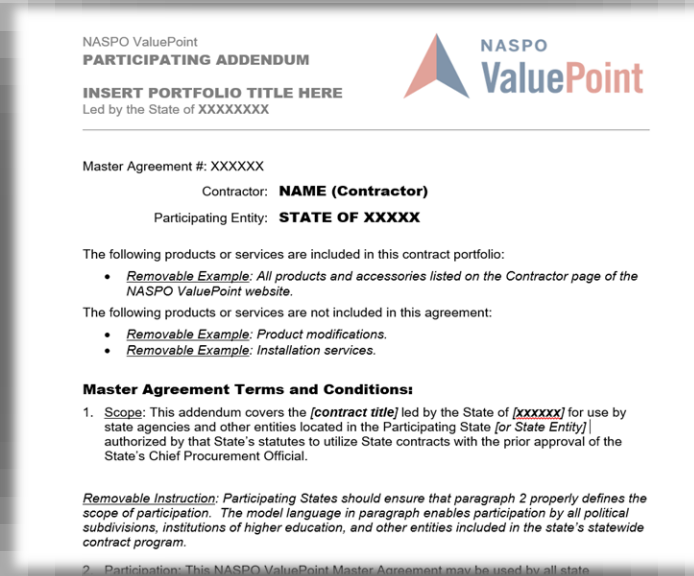
### **Confirmed Users**

- Georgia
- Louisiana
- Missouri
- Montana
- Rhode Island

### **Potential Users:**

- Alaska
- Connecticut
- Idaho
- Maine
- New Mexico
- Utah

# What Is a Participating Addendum?



NASPO ValuePoint  
**PARTICIPATING ADDENDUM**

**INSERT PORTFOLIO TITLE HERE**  
Led by the State of XXXXXXXX

Master Agreement #: XXXXXX  
Contractor: **NAME (Contractor)**  
Participating Entity: **STATE OF XXXXX**

The following products or services are included in this contract portfolio:

- *Removable Example: All products and accessories listed on the Contractor page of the NASPO ValuePoint website.*

The following products or services are not included in this agreement:

- *Removable Example: Product modifications.*
- *Removable Example: Installation services.*

**Master Agreement Terms and Conditions:**

1. **Scope:** This addendum covers the *[contract title]* led by the State of *[xxxxxx]* for use by state agencies and other entities located in the Participating State *[or State Entity]* authorized by that State's statutes to utilize State contracts with the prior approval of the State's Chief Procurement Official.

*Removable Instruction: Participating States should ensure that paragraph 2 properly defines the scope of participation. The model language in paragraph enables participation by all political subdivisions, institutions of higher education, and other entities included in the state's statewide contract program.*

2. **Participation:** This NASPO ValuePoint Master Agreement may be used by all state

A **Participating Addendum** is a bilateral agreement executed by a contractor and a State that incorporates the NASPO ValuePoint Master Agreement and adds any other additional state-specific language or other requirements.

***Questions?***

# MESC 2020

## Third Party Liability Series

*All sessions are 2:00-3:30 PM EDT*

- 10/06/2020 Decoupling TPL Services with the NASPO ValuePoint Consortium Procurement*
- 11/03/2020 – Estate Recovery Automation
- 12/01/2020 – TPL Cost Avoidance: An Ounce of Avoidance is Worth a Pound of Chase. Using Advanced Data Techniques
- 01/05/2021 – Next-Gen TPL is Here. Showcase new/innovative technology for the TPL module
- 02/02/2021 – TPL 101
- 03/02/2021 – Diving Deeper into TPL: Design Thinking Session
- 04/06/2021 – TPL – TBD

***Thank you!***

Please join us on November 3, 2020

for the next session:

***Estate Recovery Automation***