



### **About Us**

We live and work in the communities in which our members and providers live and work. We continue to be a long-term, medium-sized employer in Aurora.

#### Our employees have diverse backgrounds and work experience.

Many of our leaders and other employees work collaboratively with the state and our key stakeholders to find solutions to many of the most difficult problems facing vulnerable populations in Colorado.

#### 400 + DEDICATED EMPLOYEES, INLCUDING 10 MDS & 16 RNS



#### 180+ DIRECT MEMBER-FACING & 25+ DIRECT PROVIDER-FACING EMPLOYEES

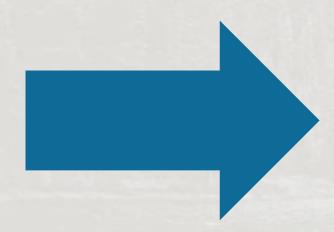
Our culture is inclusive, and our staff is diverse, with many people coming from a range of backgrounds. Our employees speak a variety of languages, including Spanish, Amharic, and Russian.

The trend in Colorado follows that more and more people are speaking another language than English at home, and our membership is no different.



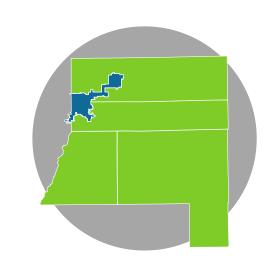
# WE'RE A LOCAL, NONPROFIT HEALTH CARE COMPANY THAT HAS BEEN CARING FOR THE HEALTH OF COLORADANS SINCE 1994.

Our mission is to partner with communities and empower people through access to quality, affordable care.



We are a leader in the transformation of Colorado's health care system by employing our leadership and expertise in health plan operations, integrated health care delivery, and population health management.





### RAE 3 & 5

#### **Member Population by Region**

RAE	Current Quarter Number
RAE 3 (Adams, Arapahoe, Douglas and Elbert Counties)	361,166
RAE 5 (Denver County)	160,225
Denver Health Managed Care (Medicaid Choice)	103,330

#### **Behavioral Health (BH) Providers**

RAE 3 & 5	Current Quarter Number
Total BH Providers	6,465
BH Provider Locations	1,681



## SUD Services Utilization

#### SUD Claims from July 2022 to June 2023

Service	Community Mental Health Centers	Independent Providers
Withdrawal Management	1,027	3,946
SUD Residential	155	640
Methadone	0	3,940
SUD In-Patient	0	391





# Value-Based Payments (VBP)

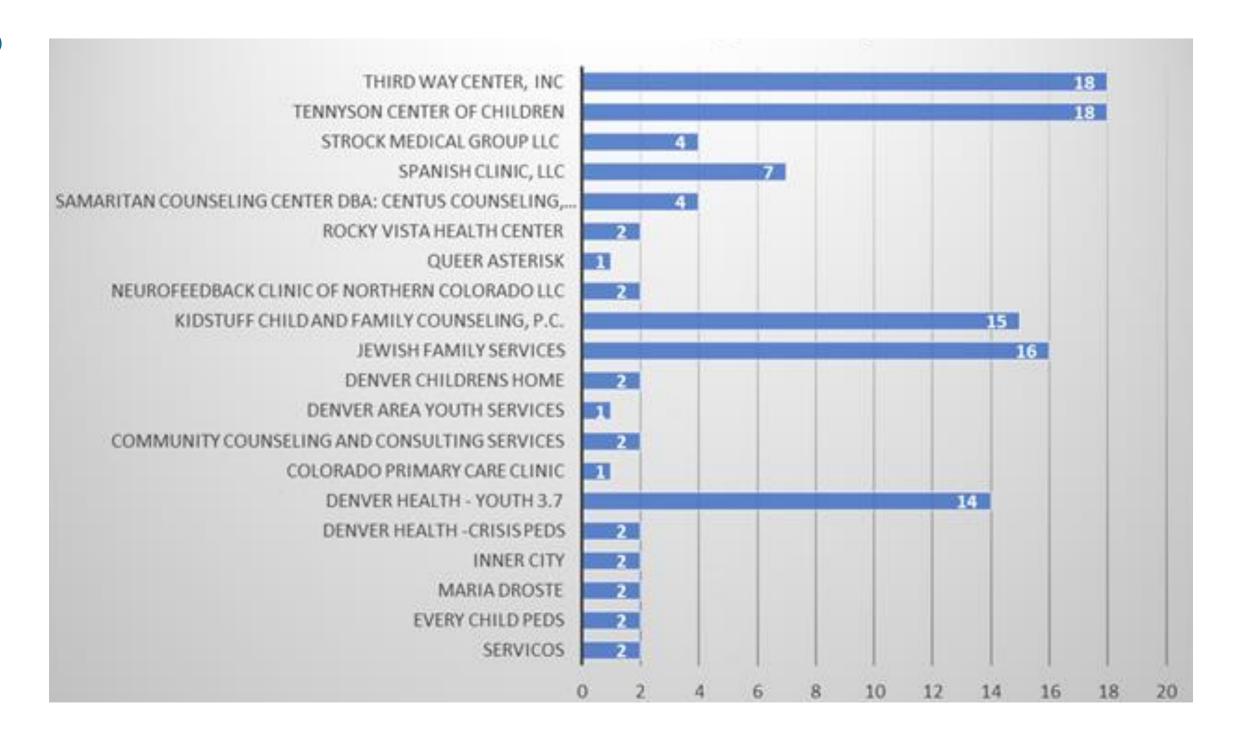
Allow for flexibility

Allow providers
to implement
services not
billable in Fee
for Service
(FFS) models

Allow for new programs and customized treatment plans



# New Positions Funding Through BH Expansion





## **COA Supports for VBP**



COA offers Practice
Support through
behavioral health
practice facilitators to
help providers be
more successful



Facilitators assist with understanding best practices and provider data and trends



Facilitators can
offer support for
funding needs
through COA or other
sources

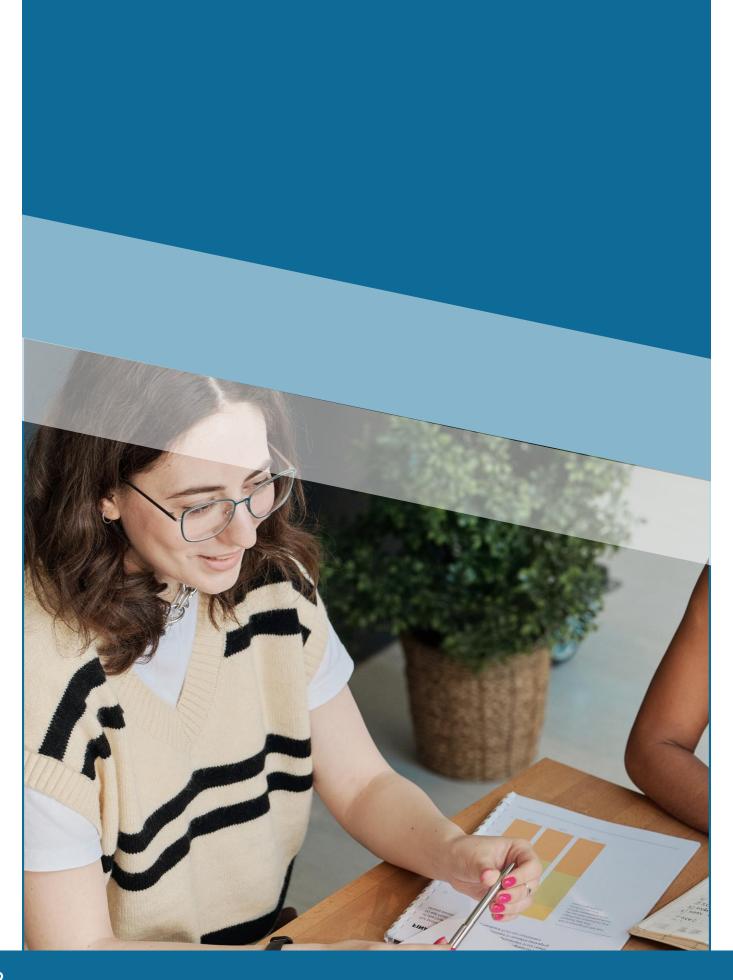




## Provider Perspectives of VBP

- Supports provider partnerships which improve overall reimbursement rates
- Allows for flexibility to use payments in ways that are typically non-billable but critical to successful member outcomes
  - Recruiting/onboarding new practice associates
  - Sobriety incentives for youth patients
  - Community patient outreach
- Increased practice sustainability and provider satisfaction from increased control over reimbursement structure
- Greater "fairness" in compensation for services rendered





# VBPs and Social Determinants of Health (SDOH)

Flexible payment models allow providers to better and more directly address SDOH needs.

- SDOH needs often involve making referrals and collaborating with housing agencies
- Many SDOH needs are best addressed in the community; this work is not typically supported by FFS models
- COA is exploring multiple partnerships across agencies to better address SDOH needs



# COA and Community Mental Health Center's (CMHC) VBP Partnership

7/1/23 — COA partnered with CMHCs to participate in a new VBP program focused on:

Quality and cost of care model

Enhancements to SUD program

Implementation of diagnostic tools to improve health outcomes

Behavioral health practice support



## COA's SUD Specific Value-based Models

Withdrawal
Management
Value Based
Payments

Centers of Excellence

Access
Transformative
Outreach
Program





## Withdrawal Management (WM) Value-Based Payments

Goal: Disrupt frequent, cyclical member utilization of WM services without follow up or treatment by incentivizing WM providers to engage members in longer term treatment

#### Launched 2021

#### **Partnered Providers**

- Aurora Mental Health Center
- Denver Cares
- Jefferson Center

#### **Program Goals**

- Increase member participation and motivation for treatment
- Member engagement is measured by number of treatment services delivered
- 20% increase of treatment services delivered from baseline performance of previous 24 months

#### **2022 Outcomes**

- 2 of 3 providers exceeded baseline increase requirement
- Providers have earned incentives for engaging clients in outpatient care





### Centers of Excellence

Improve clinical quality of SUD residential services while helping providers to build the capacity for success in managed care setting

#### Focus on improving quality of care

- Aligning with American Society of Addiction Medicine (ASAM) training and documentation
- Care coordination up and down SUD continuum to expedite referrals
- Transition and follow up care

#### Value based incentive payments

- Bonuses tied to performance metrics
- Increase to per diem rates

#### **Provider partners**

• Addiction Resource and Treatment Services (ARTS), Denver Cares, Jefferson Center, Mile High Behavioral Healthcare, Sobriety House

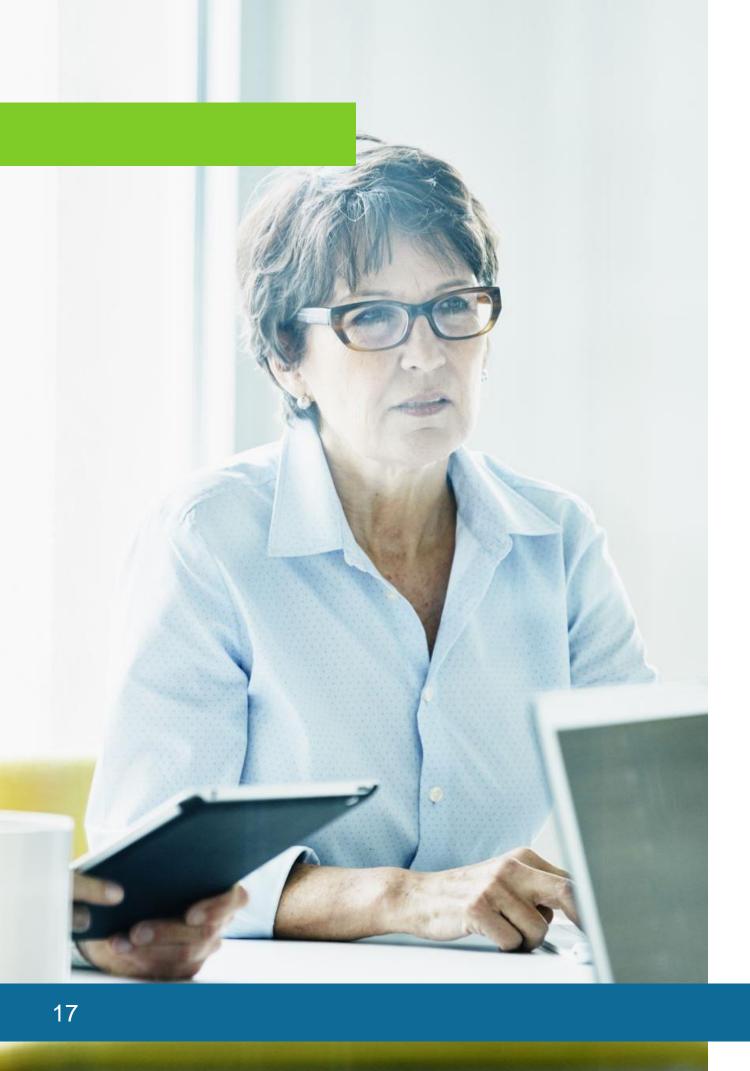
#### **Initial Outcomes**

- All partnered providers earned quality bonuses and per diem increases in Year 1
- Improved relationships with SUD providers
- Created new partnerships for coordination and transitions of care up and down SUD continuum

#### Plans for the future

- Expand the Centers of Excellence model across SUD provider continuum
- Create robust, multi-tiered VBP system to increase clinical outcomes





# Access Transformative Outreach Program (ATOP)

Intensive, community-based intervention for members with severe substance use disorders

#### **Partnership with Denver Health**

- COA funded a new treatment team at Denver Health
- Program launched mid 2022

#### Goals

 Engage and support members with severe alcohol and substance use disorders in a person-centered, trauma informed manner to help reduce alcohol and substance use, encourage engagement in treatment and reduce the need for crisis services (ED/inpatient medical care/WM)

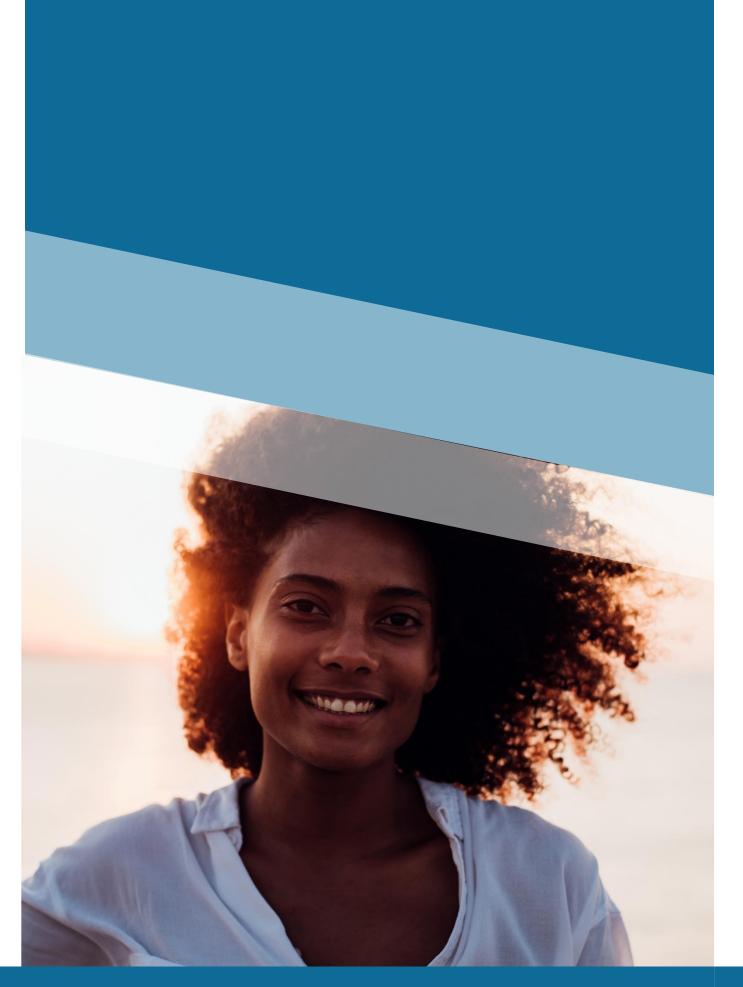
#### **ATOP** participants often are experiencing

- Severe and chronic substance use disorders
- Homelessness
- Significant medical or mental health conditions

#### **Expected participant outcomes**

- Reduce alcohol and drug use
- Reduce use of EDs, crisis services, and withdrawal management programs
- Increase access to long-term stabilization services
- Enhance quality of life





# Lessons Learned & Looking Forward

COA is encouraged by high levels of provider engagement and speed at which new programs have been executed

RAE model allows COA to be flexible towards providers, fostering innovation in programs and provider services while allowing us to be receptive and highly responsive to member needs

COA's practice support model creates consistent opportunities for feedback and program modifications as needed

COA's partnership with CMHCs will inform our provider expansion strategies to best serve our members

Through our governing council and provider partnerships, we are seeking better ways to meet SUD population needs



## QUESTIONS



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