

Five Steps to Apply to Become a Medicaid ACO

STEP 1:

Review the law, regulations and background on the law.

- Click [here](#) to access the 2011 legislation that established the New Jersey Medicaid ACO Demonstration Project
- Click [here](#) to access the regulations that govern the NJ Medicaid ACO Demonstration Project
- Click [here](#) to access the NJ Medicaid ACO Application Form
- Click [here](#) to access the NJ Medicaid ACO Demonstration Project Quality Measures
- Seton Hall Law School Report
 - This report reviews the background and structure of New Jersey's Medicaid ACOs. It discusses the benefits of becoming a certified Medicaid ACO both from a legal and business perspective, and highlights the common liability risks associated with this model. The report also examines challenges that can arise when developing relationships between Medicaid ACOs and Medicaid managed care organizations.

STEP 2:

Understand your opportunity by looking at the Rutgers Center for State Health Policy Report on 13 Communities' Avoidable ER and Inpatient Utilization for Medicaid Beneficiaries; Understand the methodology for calculating pilot shared savings by reviewing the Rutgers Center for State Health Policy's recommendations document and webinar.

- Click [here](#) to access the 13 communities report
 - This report details a research analysis in which the Rutgers Center for State Health Policy used hospital discharge data and stakeholder interviews to generate healthcare utilization patterns in 13 low income NJ communities. In addition to discerning the communities' utilization patterns, the research also identifies within these communities opportunities for reducing cost through improved care.
- Click [here](#) to access the report on how shared savings will be calculated:
 - This report details the Rutgers Center for State Health Policy's recommendations for calculating shared savings in the NJ Medicaid ACO Demonstration Project
- Click [here](#) to access the Quality Institute's webinar on how shared savings will be calculated
 - This webinar expands on the Rutgers CSHP report that outlines their recommendations on calculating shared savings in the NJ Medicaid ACO Demonstration Project.



STEP 3:

Complete this self-assessment to see where you stand and what you need to qualify. Use our ACO Projector Tool to calculate potential shared savings for your Medicaid ACO. Consider participating in the QI Collaborative and Camden Coalition of Healthcare Providers joint Hotspotting Initiative.

- Quality Institute Market Scan Tool*
 - This market scan tool assesses an organization's readiness to becoming a Medicaid ACO. It follows the parameters and requirements set forth by the legislation and regulations, and presents the information in a simple and user-friendly format.
- ACO Projector Tool*
 - This tool allows a Medicaid ACO to input their administrative data to determine the amount of shared savings it will receive if certain benchmarks and quality measures are met. Entities can adjust their inputs and the tool's assumptions to better predict the generated outcomes. (This tool is accessible to members only).
- QI Collaborative/CCHP Hotspotting Initiative
 - Click [here](#) to access an introductory webinar to the QI Collaborative/CCHP Hotspotting Initiative.

STEP 4:

Look at available data to develop your organizational structure, goals, and business plan.

- Click [here](#) to access the Center for Health Care Strategies' Medicaid ACO Business Planning Toolkit, which was funded by The Nicholson Foundation and created specifically for members of the QI Collaborative.
- Business Planning and Data Use Guide prepared by Applied Medical Software*
 - This report examines various public datasets that are available for use when developing appropriate interventions for a Medicaid ACO's target population. Because the Medicaid ACO is based primarily off a population health model, it is essential that providers know their targeted population and design interventions that best fit their constituents' needs. This paper discusses the sources, purposes and challenges associated with various public datasets.

STEP 5:

Join the New Jersey Health Care Quality Institute's QI Collaborative. We have policy experts and resources to help you through the process. Our members share best practices. We connect like-minded community coalitions to leverage resources and work together to make the NJ Medicaid ACO Demonstration Project a reality.

Membership materials, application, and workshop schedule are attached and/or available upon request.

For more information on joining and on applying before the JULY 7, 2014 deadline, contact: Jeff Brown at jbrown@njhcqi.org or call 609-303-0373.

*members only

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