



# Leading ideas and solutions for long-term services and supports

**Dedicated to supporting the effectiveness of publicly financed healthcare programs, Health Management Associates (HMA) is committed to promoting the design, financing and operation of effective models of person-centered long-term services and supports (LTSS) which:**

- » Support an individual's ability to receive services in the most integrated setting
- » Promote successful community living
- » Improve integration of LTSS with quality physical and behavioral healthcare
- » Support Medicare and Medicaid integration and coordination
- » Address the social determinants of health for people with support needs
- » Support direct care workforce initiatives for states, managed care organizations and long-term care providers
- » Support strategic planning focused on long-term care
- » Support managed care readiness initiatives

## WHAT WE OFFER

With deep expertise in the field, our colleagues and the work we do help to shape current system trends. In addition, we support improved outcomes for beneficiaries and successful participation for the wide range of LTSS providers including managed care organizations, states offering critical services, and purchasers through:

### LTSS Models of Care

Developing and promoting person-centered integrated, and holistic LTSS models of care

### LTSS Quality Standards

Supporting the development of LTSS quality standards and metrics, including technical assistance for NCQA and other accreditation and credentialing

### LTSS Regulatory Compliance

Facilitating readiness and compliance with federal and state regulations, including home and community-based settings of care, Medicaid managed care, the Fair Labor Standards Act, and the Americans with Disabilities Act

### LTSS Integration

Implementing care management and service delivery models that promote integration of services across physical, behavioral, and LTSS providers and between Medicare and Medicaid including those developed under PACE, managed LTSS, and managed fee-for-service

### LTSS Stakeholder Engagement

Supporting effective community engagement by public policy makers, and empowering advocacy organizations and other stakeholders in understanding, shaping, and responding to change

### LTSS Delivery and Payment Models

Assisting organizations and providers to prepare and respond to payment and structural changes in LTSS (e.g., managed care, accountable care, value-based purchasing)

### LTSS and Social Determinants Design

Designing innovative approaches to addressing the social determinants of health, including improved strategies for affordable and accessible housing, competitive employment for persons with disabilities, access to technology, and social equity-based care delivery models

### LTSS Market Analysis

Providing expert market analysis for investors relating to LTSS providers, managed care organizations, service vendors, or emerging trends in the LTSS landscape

### LTSS Research and Evaluation

Enabling the use of data to uncover opportunities for improvement and to demonstrate value to ACOs, hospital systems, payers, and funders



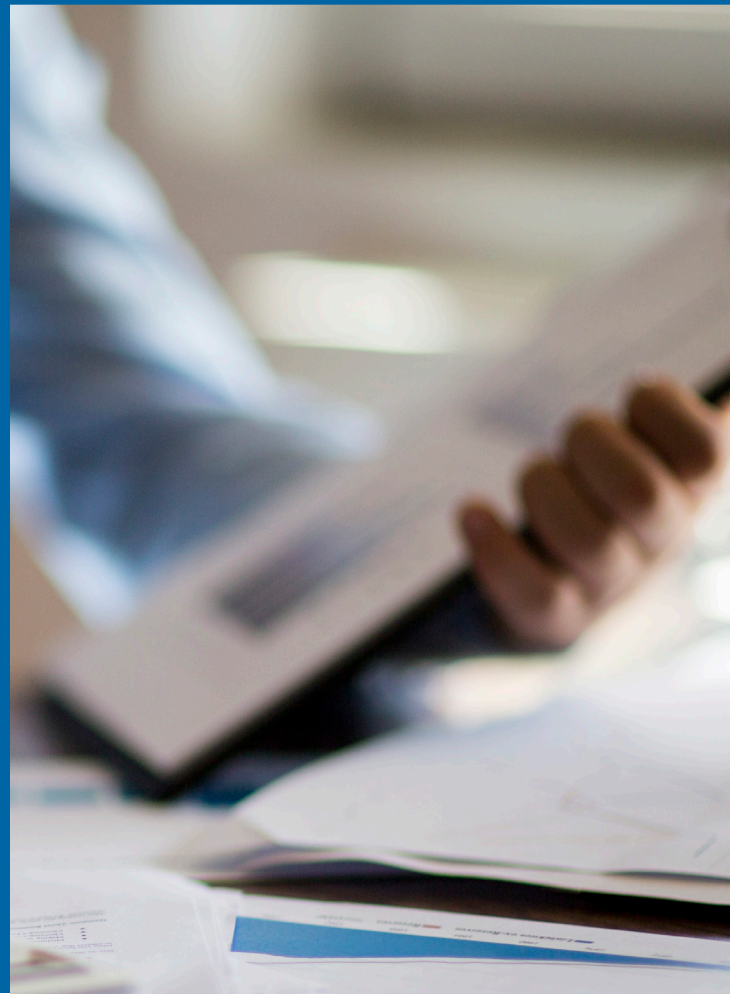
**SHARON LEWIS**  
Principal  
slewis@healthmanagement.com



**KEVIN HANCOCK**  
Principal  
khancock@healthmanagement.com

## Our wide-ranging expertise includes:

- » Medicaid LTSS waiver and state plan authority options
- » Operation and oversight of managed LTSS
- » Public procurements
- » LTSS provider operations
- » Federal and state compliance
- » Care management and care coordination
- » Workforce development
- » Strategic planning and practice redesign
- » LTSS policy analysis
- » Value-based purchasing
- » Quality monitoring, evaluation and research
- » Community capacity and network adequacy
- » Readiness reviews



## Our Clients Include:

- » Federal, state and local governments
- » For-profit, not-for-profit and public health plans
- » Institutional and home and community-based services providers and their associations
- » National, state and local advocacy organizations
- » National and regional foundations
- » Direct care workforce representatives
- » Investment services entities



**SHARON LEWIS**  
Principal  
slewis@healthmanagement.com



**KEVIN HANCOCK**  
Principal  
khancock@healthmanagement.com