

PACE Organization Resources

Solutions for Developing and Implementing a PACE Program



HMA is ready to implement program efficiency and process improvement solutions for clinical services, customer outreach and experience, claims, risk adjustment, reporting, and other core functions.

The Support You Need

Having led managed care organizations, delivery systems, and federal and state public health programs, the HMA team of multidisciplinary experts is skilled in PACE program strategy, growth, and operations. We have direct experience working with PACE organizations in policy, application processes, and operational readiness. With offices coast-to-coast, our experts are always within your reach.



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PACE Feasibility and Planning

HMA's team of experienced PACE experts can help organizations strategically identify, plan, and implement the development of a new PACE. HMA's experts are experienced in leading an organization through the strategic planning processes educating and orientating an interested sponsor organization in their PACE market of interest, and all of the variables, including the desired PACE service areas, federal and state waivers and licensure requirements, and restrictions, the state, and federal application timelines and processes, and pre and post-implementation processes and as well as ongoing business operations.

Organizational Readiness

As PACE organizations look to increase participation in new and existing service areas, HMA can assist organizations with market feasibility studies, produce financial proformas, and support the development of state and federal PACE program applications. Backed by a powerful combination of multidisciplinary clinical and technical experts, HMA is structured to expedite the strategic planning process, stand up new PACE organizations, and identify and solve current operational limitations.

Operations

Achieving performance targets requires advanced systems of care delivery and agile information technology tools for real-time monitoring and managing populations and participants. Effective operating and reporting systems are critical to the success of PACE organizations' operations. HMA has evaluated system requirements for PACE and can help you identify, select, and implement operating systems. To optimize operations efficiency, we also offer solutions for tracking and managing revenue, participant care costs, productivity, and downstream payments. We can also work to implement telehealth and remote patient monitoring technologies.

Network Contracting Evaluation

Contracting with specialty and ancillary healthcare providers along the continuum of care will be increasingly critical for managing participant care, outcomes, and costs under the PACE model. We can assess the scope and effectiveness of current contractual relationships, including reimbursement, reporting requirements, and other elements critical to compliance and operational success, across a wide range of healthcare and social service providers.

Policy

HMA has extensive policy experience with the legislative requirements that govern PACE at both the state and federal level. We can help evaluate the impact of new requirements or legislation to inform your position with regulators.



HMA's team of experts can help organizations interested in developing a PACE by understanding the PACE market, identifying PACE service areas, knowing state licensure issues and restrictions, submitting applications, implementing PACE, and post-implementation and ongoing business operations.

Understanding the PACE market includes understanding the political landscape in the city, state and desired area of service. HMA's expert analysis includes knowing:

- » States and counties favorable to PACE development
- » Legislative funding and/or slot limits
- » What competition, real or perceived, is present in your desired service area
- » What unknown factors, including political, Medicaid, and others exist
- » Whether the state of interest has PACE authorized within the Medicaid state plan

By understanding the market, HMA will assist organizations to identify PACE service areas by:

- » Conducting the PACE feasibility study
- » Identifying the number of potential PACE-eligible participants residing in the desired service area
- » Calculating a five-year enrollment projection
- » Identifying a breakeven enrollment point
- » Budgeting the projected operating revenue

Programs should also understand state licensure issues and restrictions including:

- » Any state licensure requirements
- » Profit vs. non-profit PACE organization structure
- » Availability of waivers for state licensure
- » Separate state health insurance licensure requirements

The application process to become a PACE organization can be daunting and includes:

- » Navigating and working with state Medicaid agencies
- » Navigating and working with the Centers for Medicare & Medicaid Services (CMS)
- » Completing and submitting the Notification of Intent to Apply (NOIA)
- » Securing state and federal approval
- » Completing the readiness review
- » Guidance for developing required marketing materials



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Once approved and operational, the PACE can begin implementing marketing efforts, establishing procedures, and enrolling members. HMA is available to help organizations develop PACE capabilities from concept to implementation and beyond, including post-implementation and ongoing PACE operations.