OUR APPROACH

Unlike large health organizations who may write commercial business as well as Medicaid (for example the Blues), Medicaid specific plans tend to be local and are more limited in resources. In choosing their reinsurance partner, pricing should not be the only determining factor. Ancillary services can be of great value to clients, such as claims audit and negotiation and air ambulance, to name a few, that can help clients partner with the reinsurer who can provide the ancillary services that they need most, or assist them in developing direct relationships with partners providing these services whereby their fees are covered through cost reductions.

Besides the traditional catastrophe loss reinsurance purchase, many Medicaid plans are growing and looking to meet their MRC requirement. There are capital solutions that we can provide too.

- EXPANSION of roles by programs for Duals (LTSS vs traditional clinic roles). Since the first dual enrollment demonstration became effective in late 2013, more and more states have been working with the Centers for Medicare & Medicaid Services (CMS) to integrate care for dual eligible members. For Medicaid plans, participating in these dual demonstrations provides an opportunity to grow their business but also imposes challenges as they enter into the Medicare space.

- HEAVY GOVERNMENTAL INFLUENCE/QUASI GOVERNMENTAL INFLUENCE. We can provide resources or access to resources and cost savings that are otherwise not available, whether being data analysis, rate setting or claims management.

- EXPANSION INTO OTHER STATES can be greatly assisted by engaging reinsurers/ reinsurance brokers. Our combined experience is in most cases “most recent” vs data sets available through actuarial firms. We can also assist with reinsurance coverage preparation which sometimes is a prerequisite in the plan’s state application process.

We look forward to the opportunity to have a discussion about your organization and how Guy Carpenter can service offerings to help you meet your objectives. For more information on the Guy Carpenter HealthCare & Life Specialty Practice please contact Cyndi Zhang, Senior Vice President, CPCU, ARe, at (206) 621-2979 or cyndi.zhang@guyarp.com.