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realize the opportunity.

Current Challenges and Opportunities for Medicaid Managed Care Plans

State Priorities and the Evolution of Value-Based Care

States are looking to managed care organizations (MCOs) for a commitment to innovations that move the needle on health equity and health-related social issues. By shifting from a focus on disease management to addressing social determinants of health (SDOH), states are looking to MCOs to evolve value-based care into a results-oriented system for populations.

Day-to-Day Business Excellence

Staying on course while navigating the ever-changing currents of Medicaid managed care isn't easy. You still have to win business through complex procurements, stay on top of contract requirements, conduct necessary research and analysis, and engage with stakeholders.

KEY ISSUES FOR MCOs

Managed care experts at Sellers Dorsey reviewed state managed care RFPs and identified major priorities influencing Medicaid MCOs:

SDOH affecting access, outcomes, and cost

Reimbursement and policies aimed at increasing health equity, access, and value

Data requirements reflecting SDOH

Behavioral health integration

Enhanced member engagement through care coordination

Expanded access through increased use of technology (ex. telehealth)

Changing programs and benefits

Complex MCO procurements and enhanced contract requirements reflecting these priorities

Sellers Dorsey helps transform these challenges into opportunities and results.

Our Team: Former Medicaid Directors and Managed Care Executives

Our team includes leaders who bring years of experience, innovations, and best practices from previous roles in the private sector, most often with MCOs, health care delivery systems, and other service-orientated firms. As former Medicaid and human services officials, many of our staff have run the day-to-day operations of state programs and have responded to legislative and executive directives as well as state and federal policies. We have firsthand experience in implementing emerging innovations and national best practices, all while focusing on ways to better serve beneficiaries.



Learn more about the expertise available to help MCOs successfully address challenges and opportunities in Medicaid. Visit www.SellersDorsey.com or contact us via email at info@sellersdorsey.com.

How Sellers Dorsey Helps MCOs Strengthen Partnerships with States

Managed Care Operational Performance

As stewards of taxpayer dollars, state Medicaid agencies are continually being asked to demonstrate the value managed care is bringing to their state's Medicaid program.

How do you demonstrate your unique value to help meet state Medicaid program goals?

Sellers Dorsey brings decades of experience in managed care operations to help clients throughout the managed care system improve performance and demonstrate value.

How Sellers Dorsey can help:

- Contract compliance and reporting
- Sanction mitigation
- SWOT/Gap analysis

Identification and Alignment with State Priorities

State Medicaid programs are constantly evolving to meet federal and state requirements and local health care needs.

How do you keep pace with changing priorities across state Medicaid programs nationally?

Our work reflects that no two state Medicaid programs are the same and require tailored, local solutions based on best practices. Our team brings national and local experience to help clients identify and align services and solutions with state Medicaid program priorities.

How Sellers Dorsey can help:

- Strategic advice
- State market research/analysis
- Program/policy research/analysis

New Program Development & Implementation

ACA expansion. Foster care programs. LTSS programs. Behavioral health integration. As states look to improve access and outcomes while reducing costs, they are turning to expanding populations and benefits covered under their Medicaid managed care programs.

How do you prepare for program changes and implementation?

As states continue to expand and refine their Medicaid managed care programs, Sellers Dorsey works with MCOs to prepare for, design, and implement new programs and operational changes in response to program expansions and changes.

How Sellers Dorsey can help:

- Program design and implementation
- Regional/statewide program expansions
- Stakeholder engagement

Medicaid Program Bid Development and Submission

Managed care procurements provide a unique opportunity for state Medicaid programs to make significant programmatic and operational reforms and enhancements.

Do you have a partner to support a successful Medicaid managed care bid strategy?

Sellers Dorsey has been successful in assisting MCOs submit state managed care bids to protect current business and expand into new markets. Our team brings a combination of Medicaid subject matter and proposal development expertise to support MCOs throughout the procurement process.

How Sellers Dorsey can help:

- Capture planning support
- Pre-RFP gap analyses and preparation
- Bid preparation, submission, and readiness reviews



Sellers Dorsey is tracking and assessing the large volume of information coming from the Administration, Congress, and State Governments regarding Medicaid. Sellers Dorsey publishes these updates in a weekly newsletter.

Use this QR code to be added to our newsletter mailing list.