



**Date:** July 12, 2018

**To:** Ohio Behavioral Health Providers

**From:** Molina Healthcare of Ohio

**Subject:** Managed Medicaid – Molina’s Enhanced Advance of Payment Offer for Behavioral Health Providers

Molina Healthcare of Ohio is pleased to announce an *enhanced* offer to the contingency plan previously communicated by the Ohio Department of Medicaid (ODM). The contingency plan shared by ODM in early June 2018 provides an advance of payment option to support community behavioral health provider agencies that need additional time beyond July 1, 2018 to transition to Medicaid Managed Care billing through behavioral health integration.

Molina’s enhanced offer will advance providers additional funding (totaling 80% instead of 54.6%) and offer more time for providers to repay the advance. It is important to note that under this option, reimbursement for claims submitted between July 2018 – December 2019 will be applied toward the advance payment balance until the advance is fully recovered.

**Providers have the opportunity to choose between the current ODM advance of payment at 54.6% or the Molina enhanced advance of payment offer at 80%.**

**COMPARISON OF 54.6% vs. 80% ADVANCE OF PAYMENT OPTIONS**

	<b>ODM</b>	<b>Molina</b>
<b>Advance Amount</b>	54.6%	80%
<b>Months eligible for Advance of Payment</b>	July-October 2018	July-December 2018
<b>Claims Paid in addition to the Advance</b>	Yes	No*
<b>Deadline to Offset Advance of Payment</b>	June 30, 2019	December 31, 2019

\*It is important to note that under this option, reimbursement for claims submitted between July 2018 – December 2019 will be applied toward the advance payment balance until the advance is fully recovered. In the event that claim allowed amounts for the month exceeds the advance payment balance, providers will receive the payment for the claim allowed amounts that exceeds the advance payment balance through the normal claims’ payment process.

Providers that choose to participate in Molina's enhanced offer will be eligible for 80% advanced payment under the following conditions:

1. The provider must return a signed copy of the ODM Agreement for the Advance of Payment in PDF format by 5:00 p.m. on Monday, July 16, 2018, to [BH-Enroll@medicaid.ohio.gov](mailto:BH-Enroll@medicaid.ohio.gov) and to Molina at [BHProviderServices@MolinaHealthcare.com](mailto:BHProviderServices@MolinaHealthcare.com).
2. Once providers have submitted the ODM Agreement for the Advance of Payment, Molina will contact each provider with the option to participate in Molina's Enhanced Advance of Payment offer. At that time, a second agreement will need to be signed which will supersede the original ODM agreement. **Both agreements are required to receive the enhanced 80% advance payment.** The first agreement is needed to ensure that Molina receives the ODM data analysis.
3. Providers that choose to participate in Molina's Enhanced Advance of Payment offer must return a signed copy of the Agreement for Molina's Enhanced Advance of Payment in PDF format by 5:00 p.m. on **Monday, July 23, 2018**, to Molina at [BHProviderServices@MolinaHealthcare.com](mailto:BHProviderServices@MolinaHealthcare.com).
4. The advanced payment from Molina will be 80% of a provider's average calendar year 2016 (CY16) monthly reimbursement apportioned for Molina's member enrollment, based on ODM's data analysis.
5. Upon execution of the agreements, Molina will advance its share of the provider's monthly payment each month from July 2018 through December 2018, offering providers an additional two months to receive advanced monthly payments.
6. As providers begin to submit claims to Molina for dates of service on/after July 1, 2018, Molina will use an offset process to recover any advanced payment balance. Molina will continue to offset the remaining balance until Molina is made whole for the total advanced payment. In the event that the claims submissions are not sufficient to fully offset the total advanced payment by December 31, 2019, the provider agrees to remit a refund payment for any advance payment balance due to Molina within thirty (30) days of request from Molina.

#### EXAMPLE:

Here's an example of how the Molina enhanced advance of payment would work:

- A provider receives an average of \$1,000 per month from ODM in CY2016.
- Molina's share of members/patients for provider is 70%.
- Molina's share of the provider's average payment from ODM =  $\$1,000 \times 70\% = \$700$  total
- Molina will advance 80% of Molina's share of the provider's average payment from ODM =  $\$700 \times 80\% = \$560$  each month for 6 months, totaling \$3,360.
- In December 2018, provider submits claims totaling \$3,000 in allowed amounts. Molina reduces the allowed amounts by the total amount advanced =  $\$3,000$  allowed -  $\$3,360$  total advanced =  $\$360$  offset balance left for January 2019 provider claims.
- In January 2019, provider submits claims totaling \$3,000 in allowed amounts. Molina reduces the allowed amounts by the total remaining amount advanced =  $\$3,000$  allowed -  $\$360$  offset balance =  $\$2,640$  paid to provider.

Molina greatly appreciates the opportunity to partner with Ohio's behavioral health providers. We hope this additional offer will create another option to assist during this transition. If you have any questions or would like to discuss further please contact us at: [BHProviderServices@MolinaHealthcare.com](mailto:BHProviderServices@MolinaHealthcare.com).