

Request for Information

**Plans to Design and Manage
a New Service Delivery System
for Family Medicaid Dental Benefits**

**Issued by:
The State of Wisconsin**

**Department of Health and Family Services
Office of Policy Initiatives and Budget
and
Division of Health Care Financing**

May 23, 2007

**Responses Due:
July 25, 2007**

I. New Dental Initiatives in Wisconsin

Governor Doyle is dedicated to ensuring that Wisconsin's low-income children, families, and adults receive dental services when they need them. The Governor recognizes that improving Medicaid recipients' access to dental services will take resources and a fresh look at how dental services are provided. To help achieve this goal, the Governor has identified two sources of funding to be used for increasing Medicaid recipients' access to dental services.

Earlier this year, \$4.2 million in one-time funding was provided to organizations to improve access by expanding or creating local programs that provide preventative and restorative dental services for low-income families, seniors, and/or individuals with disabilities.

Second, as part of the BadgerCare Plus initiative, Governor Doyle has identified \$8.8 million in on-going funding to be used to transform the dental delivery system for BadgerCare Plus participants (children, parents, and relative caregivers). This funding is contingent upon the approval of BadgerCare Plus in the 2007-09 Biennial Budget and could be available beginning in July 2008. At this time, the Department of Health and Family Services (DHFS) is issuing this Request-for-Information to solicit ideas on how the dental delivery system could be redesigned to significantly improve access to dental benefits. The Department is interested in solutions that will address the access problem on a local, regional, or statewide basis.

II. Introduction

DHFS' primary objective in issuing this Request for Information (RFI) is to solicit creative strategies to dramatically improve access to comprehensive dental care for children and families currently participating in family Medicaid programs (i.e., AFDC, BadgerCare and Healthy Start) and to ensure that participants in the proposed BadgerCare Plus program will have access to needed dental care. The Department understands that addressing the dental access issue may require local, regional or statewide solutions.

BadgerCare Plus combines our current AFDC Medicaid, BadgerCare, and Healthy Start Programs into a comprehensive health care safety net for low-income children and their families. Coverage will be expanded to include children, pregnant women, and relative caregivers with incomes above current guidelines and other targeted groups. The complete BadgerCare Plus proposal and a two-page summary are available at <http://dhfs.wisconsin.gov/badgercareplus/>. In the event BadgerCare Plus is not approved by the federal Centers for Medicare and Medicaid Services or the Wisconsin State Legislature, DHFS will continue to pursue innovative approaches for significantly increasing access to dental services for children and families currently enrolled in Medicaid programs.

With this RFI, DHFS is seeking innovative, but viable, strategies that will ensure comprehensive dental care for children and families enrolled in state-sponsored health care programs. Ensuring comprehensive dental care means that the proposed plan must include approaches for providing preventive, diagnostic, and restorative care for all eligible children and families. DHFS will consider plans targeted to specific geographic areas of the state and/or specific populations. However, the proposal should identify whether the strategy can be implemented on a statewide basis, and if so, identify a timeframe for statewide implementation.

DHFS currently spends approximately \$30 million annually to provide dental services to low-income families enrolled in Medicaid and BadgerCare. In addition, the Governor has allocated \$8.8 million to fund dental care initiatives for BadgerCare Plus. Contingent on approval of BadgerCare Plus, a total of \$38.8 million will be available to fund comprehensive dental care for eligible children and families.

III. Problem Statement

More than 75 percent of the individuals currently enrolled in Family Medicaid (AFDC), BadgerCare, and Healthy Start do not receive needed dental health services. Untreated oral health conditions often result in more severe dental and other health problems leading to higher medical costs, including higher Medicaid expenses.

Overall, approximately 24.9 percent of Medicaid and BadgerCare recipients eligible to receive dental services on a fee-for-service basis received at least one dental service in 2005-06. Approximately the same percentage of Medicaid and BadgerCare recipients eligible to receive dental services through an HMO received at least one dental service. These figures make it clear that existing service delivery mechanisms are not meeting the oral health needs of low-income children and families in Wisconsin.

The goal of this RFI is to identify innovative strategies that will significantly increase the percentage of Wisconsin's Family Medicaid population that has access to dental care.

IV. Current Dental Delivery System

Wisconsin currently provides coverage for dental benefits for approximately 500,000 children and adults enrolled in Medicaid, BadgerCare, and Healthy Start. Children are eligible for comprehensive coverage and adults are covered for certain services, including emergency, preventative, diagnostic, and certain restorative services.

Dental services are reimbursed on a fee-for-service basis in all counties except Milwaukee, Kenosha, Racine, and Waukesha counties. In these four counties, HMOs have elected to provide dental care for enrollees and the cost of this care is included in the HMO rates. For individuals in these counties that are not enrolled in an HMO, dental coverage is available on a fee-for-service basis.

In 2005-06, only 36.3 percent of licensed dentists accepted Medicaid enrollees. During the same period, Medicaid fee-for-service reimbursement totaled 43.3% of the charges billed by dentists.

For information on dental utilization by county, please see the Medicaid website at http://dhfs.wisconsin.gov/medicaid4/dental_utiliz/index.htm

V. Guidelines for RFI Responses

In describing your approach for significantly increasing access to dental care for current Family Medicaid recipients and future BadgerCare Plus recipients, please include the following:

1. Describe the service delivery system, e.g., a network of existing clinic sites already associated with safety net providers, contracts with private and/or safety net providers, managed care models, etc. Describe whether your approach will be a

statewide approach or a geographically targeted approach.
[statewideness/partnerships/feasibility]

2. Describe strategies to insure that comprehensive dental care is available and individuals most in need or at highest risk are identified and receive priority for care and treatment. *[comprehensiveness/effective use of available resources]*
3. Describe how this approach will be better able to provide comprehensive dental care to the targeted population than the current service delivery system. Identify the number of individuals anticipated to have access to comprehensive dental care under the proposed plan. *[access/target population]*
4. Describe how the system would use evidence-based best practices and will make the most effective use of scarce resources. *[comprehensiveness/effective use of available resources]*
5. Describe why you think your approach is feasible. Be sure to include background information about the proposed strategy, including whether it is based on an existing model of success, or whether it is something that has never been tried before. *[feasibility]*
6. Describe how the plan would use the existing dental infrastructure or the infrastructure that will need to be developed under the proposed strategies. *[partnerships/feasibility]*
7. Describe any outreach efforts, including how referrals will be processed, and potential partnerships with community-based organizations for recruitment and assistance in ensuring access to dental care. *[partnerships]*
8. Identify the types of partnerships that might be formed, e.g., with safety-net clinics, schools, health departments, providers, Federally Qualified Health Centers, existing dental practices. *[feasibility/partnerships]*
9. Explain the strategies for sustaining the new service delivery approach over the long term, particularly given the constraints of public funding. *[sustainability]*
10. For more targeted plans, describe if the approach could be expanded statewide and if so, what would be the time frame for statewide implementation. *[statewideness/sustainability]*

VI. Evaluation

Responses will be evaluated based on the following factors; (a) feasibility; (b) ability to improve access; (c) sustainability; (d) comprehensiveness (e) effective use of available resources; (f) coverage of the targeted population; (g); development/use of partnerships with multiple organizations and (h) statewideness.

VII. Submission

Responses are limited to twenty (20) typed pages, 11 point font, 1 ½ spaces, and must be received by close of business (5:00 p.m.) on July 25, 2007.

Proposals may be sent via mail, email, or dropped off in person to:

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1 West Wilson Street, Room 618
P.O. Box 7850
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LundKM@dhs.state.wi.us

Questions about this RFI should be directed to:

Kay Lund, 608-267-9735, LundKM@dhs.state.wi.us
Rachel Carabell, 608-266-7024, CarabRK@dhs.state.wi.us

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