

# Medicare Eligibility Enhancement Services

Medicare represents the largest single source of Third Party Liability (TPL) savings and revenue for state Medicaid programs. However, some Medicaid members may not receive the full Medicare benefits to which they are entitled. By federal law, Medicaid must remain the payer of last resort, so securing Medicare benefits or other forms of insurance for Medicaid members is a must.

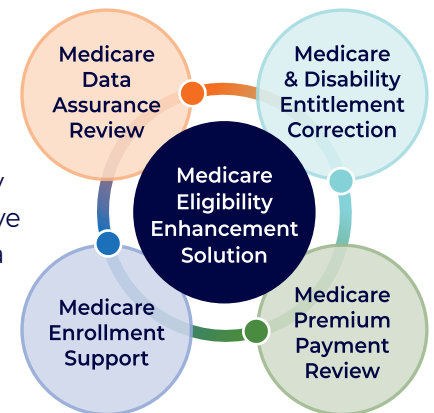


## The Challenge

Many Medicaid programs may not have the resources and specialized expertise to fully evaluate their populations for potential Medicare benefits and may not identify additional opportunities for expanded member benefits and enhanced savings from Medicare. States can miss populations of Medicaid members who may qualify as dually eligible, lose out on potential Medicare cost savings, and/or overpay for Medicare premiums. This can cost members valuable benefits and states potentially millions of dollars.

## How ForHealth Consulting Can Help

Our team at ForHealth Consulting<sup>™</sup> at UMass Chan Medical School employs a specialized analytical approach, combined with a deep understanding of federal rules, direct member support, and proprietary software tools to help our state agency partners achieve meaningful results beyond the routine Medicare data matching and coordination activities performed internally by states, or for states by other vendors. Our team has a four-pronged Medicare Eligibility Enhancement solution to meet your challenges.



**Medicare Data Assurance Review:** Employs proprietary data integration and advanced data analysis techniques to compare multiple sources of federal and state data to identify and validate new Medicare coverage information which has not been updated in state Medicaid systems. Our consultants isolate, research, and aid in resolving data discrepancies between federal and state data to identify Medicare information. This project supplements existing state Medicare identification activities to increase the quantity and quality of Medicare information on state systems.

**Medicare and Disability Entitlement Correction:** Secures Medicare for under-65, disabled Medicaid recipients who appear to qualify for Medicare and Social Security Disability Insurance (SSDI) cash benefits based on qualifying work history and whose entitlement may have been missed or erroneously denied by the Social Security Administration (SSA).

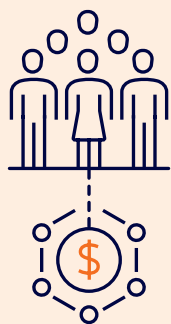
**Medicare Enrollment Support:** Identifies and successfully enrolls qualifying Medicaid members aged 65 and older into Medicare. Our innovative process integrates data analysis and comprehensive one-on-one customer service support to assist members through every step of the Medicare enrollment process with SSA.

**Medicare Premium Payment Review:** Helps ensure that state payments of monthly Medicare premiums through the Medicare Savings Program are accurate—both from an eligibility and financial perspective. Our consultants identify and pursue the correction of state premium overpayments with SSA and/or the Centers for Medicare and Medicaid Services to recover inappropriate historical payments and realize ongoing cost savings.

### Our Solutions ensure a WIN-WIN for all involved:

- Members receive expanded benefits with both Medicaid and Medicare.
- States save potentially millions of dollars once Medicare becomes primary payor of benefits.

## Our Impact



- ✓ **Medicare Data Assurance Review:** In one state, ForHealth Consulting has achieved over **\$100 million in cost savings** since FY14 by identifying previously missed Medicare coverage among Medicaid members.
- ✓ **Medicare and Disability Entitlement Correction: +\$15 million in new annual cost savings** since FY12 for one state through benefits corrected for more than 1,300 Supplemental Security Income (SSI) recipients.
- ✓ **Medicare Enrollment Support:** Over 98% of Medicaid members agree to apply for Medicare when engaged by phone and supported by our team. More than 9,000 Medicaid members have been enrolled in Medicare since FY14 in one state, resulting in **over \$115 million in new cost savings**.
- ✓ **Medicare Premium Payment Review: +\$40 million recovered** for one state in Medicare premium overpayments since 2008.

## Why Choose ForHealth Consulting?

We leverage world-class expertise and deep experience to create transformational solutions across the health and human services system, from payment and financing to clinical practice and information management. We know that to make healthcare truly equitable, effective, and accessible, we need to address every aspect of the system—how we pay for it, how we manage information, and how we deliver quality care to everyone.

**Most of all, we believe in diversity and inclusion, and the power of a shared purpose; together, we can make healthcare better. Better for all of us.**

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