How Social Determinants of Health are Changing the Face of NEMT

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Lyft is widening its health stance with grocery rides

Roundtrip Nabs $5.1M to Expand Digital Transportation Marketplace for Providers & Patients

Blue Cross Plans Back Solera Health’s Social Determinants Venture

How Medicaid Agencies Tackle the Social Determinants of Health

State Medicaid programs show interest in addressing social determinants of health, but challenges lay ahead.
Transition to Value-Based Care

**Fee-for Service Reimbursement:**
- Reimbursement tied to volume (per individual)
- Quality not rewarded
- Collaboration/integration not valued
- No shared financial risk

**Value-Based Reimbursement:**
- Reimbursement tied to value, quality and efficiency
- Payment to manage a population
- Shared accountability
- IT core to strategy
A Crash Course in Jargon

Health Related Social Needs
Identifying and helping address the social and economic needs of patients

Social Determinants of Health
Changing the law or implementing a policy that affects an entire community

A focus on social, environment, and demographic factors that impact a health and well-being
### The Social Determinants of Health Spectrum

<table>
<thead>
<tr>
<th>Screening</th>
<th>In House Services</th>
<th>Community-based social and related services</th>
</tr>
</thead>
<tbody>
<tr>
<td>For necessary social, economic, and safety issues in clinical, community, and other settings.</td>
<td>Assistance offered at the site where the screening is performed.</td>
<td>Single or multiple programs or services; separate from screening site; can be connected via referral</td>
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**Changes to Law, Policy, and/or Regulation** regarding community wide conditions, often works across sectors to impact the entire system.
Health System Motivations for Investing in SDOH

Even within the same system or institution, motivations to invest in SDOH may vary:

• Mission
• Institutional self-interest
• Competitiveness:
• Strategy
• Financial Return
• Compliance
Why Transportation?
Transportation DIRECTLY impacts an individual’s ability to access services that improve health and well-being.
• Transportation is a potentially high value asset
• Transportation providers must look beyond volume to the value of transportation provided
• Transportation can provide exponential impacts to a person and/or community health and well-being

The ability to define the value of transportation services, in terms of both cost and benefit, will determine how successful transportation providers are in navigating the new opportunities in health care.
Why “NEMT Beyond Medicaid?”
Social Determinants of Health Are Trending

• Hospitals are facing pressure as health care costs continue to grow

• Medicaid support for transportation is inconsistent

• Increased Medicare support for SDOH, particularly transportation

• Rapid increase of technology options in both health care and transportation

• An increased interest by foundations and other potential funders
Health Care Costs Continue to Grow

Estimated 2019 US Healthcare Spending by Payor Source

Cost of Healthcare - Up 5.3%
- Utilization Increase (Aging Populations)
- Consolidation Trends
  - Hospital-owned ASC
  - Mergers / JV’s
  - Acquisition of Physician Groups
- Pharmaceutical Cost Escalation
- High Deductible Health Plans

Total Healthcare Expenditures
3.86 Trillion*

Sources: CMS/NHE Projections 2017-2026 - Avg. 5.5% per year - Estimated 5.3% for 2019
The Triple Aim
The Best Care for the Whole Population at the Lowest Cost

“The IHI Triple Aim framework was developed by the Institute for Healthcare Improvement in Cambridge, Massachusetts (www.ihi.org).”
The Gathering Threat to NEMT


“Nonemergency Medical Transportation.—Nothing [...] shall be construed as requiring a State plan under this title (or a waiver of the plan) to provide for transportation to and from providers as specified in section 431.53 of title 42, Code of Federal Regulations (as in effect on the date of the enactment of this subsection).”

**HHS and CMS Joint Letter to the Nation’s Governors**

“States may also consider creating greater alignment between Medicaid’s design and benefit structure with common features of commercial health insurance, to help working age, nonpregnant, non-disabled adults prepare for private coverage. These state-led reforms could include [...] Waivers of non-emergency transportation benefit.

**Putting America First – The President’s Budget for HHS FY2019**

“Make Medicaid Non-Emergency Medical Transportation Optional. Under current regulations, states are required to provide Non-Emergency Medical Transportation to all Medicaid beneficiaries. The Budget commits to using regulatory authority to change provision of this benefit from mandatory to optional. [No budget impact]”

**HHS and CMS Annual Unified Agenda**

“This proposal will reexamine current regulations under which States are required to assure NEMT for all Medicaid beneficiaries when they have no other means of accessing medical services. The goal of this proposed rule is to provide States with greater flexibility as part of the administration’s reform initiatives.”
## SDOH in Medicaid

### CMS Accountable Health Communities Model

- 32 communities funded over a 5 year period
- Support community bridge organizations to link beneficiaries with community services that may address their health-related social need
- Housing, Food, Transportation, Education, Utilities, Interpersonal Violence, etc.
- Focus: Screening and referral

### North Carolina Healthy Opportunities Pilots

- $650 million in Medicaid funding over a 5 year period
- Standardize SDOH screening, provide enhanced case management and other support services for qualified beneficiaries
- Housing, Food, Transportation, and Interpersonal Violence
- Focus: Capacity building and pilot services
Increased Medicare Support for NEMT

**Medicare Advantage** – In May 2018 CMS re-interpreted the standards to expand what is considered a health-related supplemental benefit.

- From 2018 to 2019, the number of Medicare Advantage plans providing a transportation benefit increased by 22% (Avalere Health)

**Medicare Shared Savings Program** – CMS proposed a rule to allow Accountable Care Organizations to provide in-kind items or services to beneficiaries to support their medical or preventative care, treatment regimen, or improve disease management.

- Transportation was identified as a possible incentive to encourage patient engagement, promote care coordination, and achieve the overall objectives of the shared saving program.
Rapid Increase of Technology Options
Increased Foundation Interest and Support

Arnall Family Foundation announces $1 million Transportation Innovation Grant

Building a Culture of Health

Our health is greatly influenced by complex factors such as where we live, and the strength of our families and communities. But despite knowing this, positive change is not occurring at a promising pace.
Transportation as a SDOH is Trending

• Transportation offers opportunity to lower health care costs
• Look for areas for areas of Medicaid innovation and support
• Medicare offers new opportunities for transportation
• Technology is making NEMT a mainstream health care topic
• These trending items are increasing interest by foundations and other funding sources beyond Medicaid
“A 2017 survey by the Deloitte Center for Health Solutions of 300 hospitals and health systems found while 88% reported screening patients for social needs, 72% of hospitals had not made any investments and nearly 40% were not measuring the outcomes of their initiatives.”
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