



THE HERTEL REPORT

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The **BIG** Idea



INTEGRATED PCPs PREPARE FOR TARGETED INVESTMENTS 2.0 BEHAVIORAL HEALTH INTEGRATION & SDOH FOCUS

By Steve Biljan
Co-CEO and Chief Operating Officer of Scottsdale-based evolvedMD

The recent five-year reauthorization and expansion of the Arizona Health Care Cost Containment System's (AHCCCS) Targeted Investments (TI) funding by the Centers for Medicare and Medicaid Services (CMS) stands as a rare opportunity to continue improving the lives of tens of thousands of Arizonans and is something we should all be both humbled by and exceptionally proud of.

But, here are the facts: As of Jan. 1, 2023, 2.5 million Arizonans are enrolled in AHCCCS, its crisis hotline receives about 400,000 calls each year, and the state ranks 49th in the nation for access to behavioral healthcare (according to Mental Health America's 2023 report). The need is sobering, serious, and ongoing. With such harrowing data as a backdrop, we remain enthusiastic that we have the continued funding and tools to make a meaningful difference, and over time, stem the tide.



2.5M Arizonans participate in AHCCCS
400K calls to the crisis hotline each year
49th in the nation for access to behavioral health care

Expanding access to behavioral health services + elevating clinics with TI 2.0



Modern Primary Care The Case for Behavioral Health Integration (BHI)

evolvedMD, a turn-key provider of integrated behavioral health services in primary care settings, has been intimately involved with the TI Program and associated funding since its inception in 2017, helping Arizona providers navigate program requirements and acquire \$4 million in funding to establish protocols, policies, and systems of care. This collaborative effort supports the provision of person-centered integrated care for populations who have historically faced challenges in accessing quality care such as adults with behavioral health conditions, adults involved with the criminal justice system, as well as children and adolescents with Autism Spectrum Disorder, and those in the foster care system.

evolvedMD's Impact by Program

TI 1.0	TI 2.0
<ul style="list-style-type: none"> Embedded behavioral health specialists into nearly 40 clinics in Arizona Earned clinics \$4M in investments from AHCCCS 	<ul style="list-style-type: none"> Pilot programs expanding to all primary care sites Continuous improved clinical outcomes Focus on postpartum depression, social determinants of health, and more

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WHAT BH INTEGRATION LOOKS LIKE

- Primary care screening using standardized tools for depression, SUD, anxiety, and suicide risk
- Primary care screening, intervention, and treatment for children with developmental delays, including early childhood cognitive and emotional problems
- Protocols for identifying physical health concerns and to effectively connect patients to appropriate care
- High-risk registries, health-risk assessment tools, predictive analytic systems, and other data mining structures to identify individuals at high risk of a decline in acute and/or behavioral health status
- Trauma-informed care protocols including screening for adverse childhood events, referral processes for children that screen positive, and use of evidence-based practices and trauma-informed services
- Protocols to send and receive core Electronic Health Record data with the state's Health Information Exchange and receipt of Admission, Discharge, and Transfer alerts to notify providers when their patients are in the hospital

TARGETED INVESTMENT: BHI Adoption & Health Equity

The authorization of TI 2.0 funding through 2027 demonstrates the program's effectiveness supporting providers to integrate behavioral and physical health care at the point of service, increasing members' access to a full array of services and demonstrating significant improvements in health outcomes. By the end of the four-year trial period of TI 1.0, there were 153 adult primary care practices with integrated behavioral health support participating in the program statewide. TI 2.0 extends the program to additional providers and continues provider incentive funding for additional integration efforts, including a range of initiatives aimed at addressing social determinants of health such as food insecurity, transportation access and now homelessness. Only when we tackle these fundamental issues will we approach true health equity among all our residents.

Throughout TI 1.0 and now into 2.0, evolvedMD was able to train and embed behavioral health specialists into nearly 40 sites across Arizona, delivering both internal and external teams for psychiatric consultants, clinical managers, and care coordinators for our partner providers. The PCPs that piloted the program have expanded behavioral health integration into all their primary care sites as part of 2.0 and continue to show improved clinical outcomes. We beam with pride knowing that we've helped thousands of Arizonans with behavioral health issues at their preferred primary care practice, holistically supporting overall patient wellness.

Take Action Now

With so much need across Arizona, and a five-year \$250 million financial commitment made by CMS and AHCCCS, the time is now for your organization to jump into TI 2.0 to help more Arizonans live their best lives by integrating behavioral health and primary care.

evolvedMD Leadership List

Co-CEO & Chief Operating Officer

Steve Biljan

Co-CEO + Chief Development Officer

Erik Osland

VP of Strategy & Chief of Staff

Sentari Minor

VP of Finance

Jaye Williams

VP of Clinical Services

Sarah Hanchett

VP of People & Culture

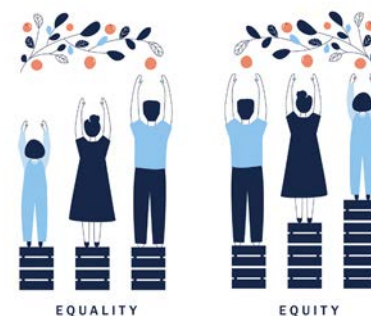
Vanesa Hinkle

VP of Sales

Kim Ho

VP of Customer Success

Doris Huang



REMAINING CHALLENGES

Satisfying the annual calendar requirements for Targeted Investments can prove challenging for some providers, which is an area where our ongoing work has helped PCPs stay on track and in compliance.

From identifying point persons and roles within your organization to attending check-ins or meetings (virtual meetings cut down on time commitments), performance measures and milestones, data validation, best performance improvement practices, quality improvement collaboratives, ambulatory services, participation in working groups, administrative cost ratios and more, there is, indeed, a lot to keep track of and accurately report.

Additional initiatives for 2.0 include the implementation of national standards for Culturally and Linguistically Appropriate Services (CLAS); post-partum depression screenings for parents, tobacco cessation programs for patients transitioning from the criminal justice system; social determinants of health analysis and a remediation plan; standardized referral system and coordination with community-based organizations, among other enhancements, each incentivized and designed to improve your organization and patient outcomes.

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