



### **Contra Costa Health Plan (CCHP) Network Contracting Strategy:**

Our DHCS Annual Certification deemed our network adequate, and we can accommodate future membership growth and ensure access to timely preventive services, specialty care, and hospital services.

With a stable and robust network, our current market share for membership is 87% and our delivery systems are more than adequate for a 100% of the Medi-Cal Managed Care members.

- CCRMC places CCHP at a highly favorable position to provide superior quality services to all Medi-Cal members as the Safety Net Provider for the County.
- Kaiser as a plan partner dominates the marketplace and is a major advantage to our network capacity.

### **CCHP's Current Provider Network:**

CCHP's current network has the capacity to accommodate expanded membership. We are contracted with four major delivery systems in our County. Our strong network can accommodate thousands of new members. CCHP network includes:

- Over 830 Primary Care Physicians
- Eight Hospitals and 2 Tertiary Facilities in our combined 4 networks
- Approximately 14,300 Specialists

Due to our extensive network, we can easily absorb the care for membership growth and the conversion to a single plan model. Below is a high-level overview:

- Our Specialty Network is three times the size of Anthem's Network
- Three additional hospitals are included in CCHP's network:
  - Contra Costa Regional Medical Center (CCRMC)
  - Kaiser Hospital -Antioch
  - Kaiser Hospital - Richmond
- Eleven additional Federally Qualified Health Centers (the CCRMC delivery system) are included in CCHP's network.
- California Children Services program in Contra Costa County currently has 4,079 members. CCHP's membership is 3,266 representing approximately 80% of the CCS membership. Based on the ratio of specialty pediatric providers CCHP can easily absorb an extra 20%. Currently, in both Anthem's & CCHP's network we have the premier



Children's hospital in the East Bay, UCSF Children's Hospital Oakland along with the IPA, Children's First Medical Group. In addition, Sandford's Lucille Packard Hospital is in each network. Within the County there are three hospitals to include all three health delivery systems, John Muir, Kaiser and Sutter. Current specialty and hospital networks are in both networks.

- A comparison of the Long-Term Care Facilities in the county shows two major delivery system Kindred and Kentfield. Both systems are part of Anthem and CCHP's network. However, CCHP will continue to expand the network as new LTC facilities expand into the County.
- Our Skilled Nursing Facilities have 33 SNFS. When compared to Anthem's SNF network – 19 of the SNFs are in both networks.

### **CCHP Network Expansion Strategy 2021-2023:**

Anthem's network does not include Kaiser as a plan partner, or the Contra Costa Regional Medical Center (CCRMC) inclusive of the hospital and the eleven geographical dispersed Federally Qualified Health Centers (FQHCs). CCHP will continue this relationship.

When comparing Anthem's network to CCHP it should be noted: every hospital, FQHC, ancillary and primary care provider in the Anthem network are included in CCHP's network; a one hundred percent match. Of the Specialists in the Anthem network ninety-nine percent are currently included in the CCHP network. Any non-CCHP provider will be recruited if there are any specialty services deficiencies based on DHCS network adequacy standards. Recruitment of providers is an on-going process within our Provider Contracting Department and we can expand the provider network when necessary within a 90 day period. Provider recruitment has no impact for access to services for Medi-Cal members. At any given time during the recruitment period, CCHP is prepared to sign Letters of Agreement while credentialing of providers is occurring in the background. CCHP's network adequacy process is a monthly evaluation of the network where we discuss objectives, strategies and our tactical action plans. A constant evaluation of the network ensures the entire network is stable at any given time.

Network expansion strategies are to expand and add more out-patient capacity. Our Contracting Negotiations & Network Roadmap includes:

- Children's First Medi-Cal Group a Pediatric multi-specialty provider is expanding offices into Contra Costa County.
- Approach Kaiser Antioch to expand in-patient care that will add another hospital in the East Bay.
- Expanding more Behavioral Health Telehealth, and ABA Providers.
- Adding more specialists to Telehealth such as; Neurology and Endocrinology.
- Strong interest in building out Telehealth as a viable network to meet member preferences.
- Working with all of our delivery systems to identify their new services and projections for new providers.



- Working with the large Medi-Cal Groups on their roadmap for recruiting physicians.
- Coordination with the local Alameda Contra Costa Medi-Cal Association to determine the projections for growth in Contra Costa County.
- CCHP has started negotiation with UCD on the new Major Organ Transplant Program which will add another Center of Excellency for future transplants.
- Developing a deep-dive on any new specialists that may be required after the COVID-19 Pandemic.
- California Children's Services: deep dive of the top 10 specialties required for CCS conditions and expand the CCS Network
- Approach San Ramon Medical Center to get CCS paneled to add another CCS Hospital
- Evaluate Long Term Care facilities in adjacent counties to expand further (Alameda/Solano counties) – COHS required
- Asses Skilled Nursing Facility in adjacent counties to expand further –COHS required

CCHP's 48 years' rich legacy as being part of the Safety Net for Contra Costa County is in a high state of readiness to provide high quality care to all Medi-Cal members in our county. Based on our capacity, strong relationship and partnership of trust in the community we are poised to successfully convert to a single plan model.

