

Pennsylvania Value-Based Purchasing Innovation Showcase

For Providers that Serve Participants in Pennsylvania's Community HealthChoices Program

About the Showcase

This special forum will offer providers a unique opportunity to pitch their most innovative ideas for Value-Based Purchasing (VBP) Models. The National MLTSS Health Plan Association is pleased to host this opportunity in collaboration with the Community HealthChoices (CHC) Managed Care Organization (MCO) Coalition, which is an affiliated chapter of the Association that represents the three CHC-MCOs. Together, we hope to identify creative ideas to advance services for individuals who are dually-eligible and/or need Long Term Services and Supports (LTSS), including older adults and adults with disabilities. Through a competitive application process, a subset of providers will be invited to present their ideas in person at the **VBP Innovation Showcase in Harrisburg on Wednesday, August 12th**. Leaders from the three CHC-MCOs will be in attendance as well as national subject matter experts and representatives from Pennsylvania's Office of Long-Term Living (OLTL).

The brief application form is available at <https://www.surveymonkey.com/r/X5CV5N2> and **all responses must be submitted by Friday, April 17th**. Please see below for more information about the timeline and answers to anticipated and submitted questions. Additional questions can be sent to info@mltss.org

We look forward to seeing your creative ideas!

Timeline

Applications Open: Tuesday, March 17th

Optional Webinar: Tuesday, March 31st at 2pm ET

Slides and recording can be accessed at: <https://www.mltss.org/post/applications-now-open-pennsylvania-value-based-purchasing-innovation-showcase-1>

Applications Due: Friday, April 17th

Applicants Notified: Mid-May

Showcase: Wednesday, August 12th in Harrisburg, PA

General FAQs

Why should my organization participate?

Providers that are selected to present at the August 12th Showcase will have direct exposure to leaders of the three CHC-MCOs as well as national subject matter experts in LTSS. Several providers will be offered the opportunity for broader exposure through the National MLTSS Health Plan Association, whose member health plans include all major national plans as well as regional and local plans. Presenting providers will also be offered the opportunity to participate in the MLTSS Association's Partnership Program at a reduced rate, which includes exclusive networking opportunities and other benefits. More information about the MLTSS Association's member health plans and Partnership Program is available at <http://www.mltss.org>.

Please note: Participation in this process does not in any way guarantee a contract with any of the CHC-MCOs; individual MCOs may follow up with select providers whose pitches are of interest for further discussion. Please also note that any expenses associated with completing your application or attending the in-person event on August 12th must be covered by the provider organization.

Which types of providers can participate?

Any provider that offers any services through the CHC program is welcome to submit their pitch! Providers that already operate in Pennsylvania and may or may not already be contracted with one or more of the CHC-MCOs may submit their pitch. We also welcome providers who are not yet operating in Pennsylvania and would like to bring successful models implemented with similar populations in other states.

Will you accept proposals from other stakeholders?

No, the showcase is for providers who would be willing and ready to implement their concepts with any interested CHC-MCO.

What types of VBP Models will be considered?

Any model which meets the criteria for medium or high risk under the CHC definition. OLTL staff will conduct an initial screening to ensure proposed models would likely meet those criteria, should one of the CHC-MCOs choose to move forward with implementing the proposed model. A committee comprised of CHC-MCO leaders and national SMEs will then select the most compelling ideas to be presented in person at the Showcase.

Where can I find resources on Value Based Purchasing in Pennsylvania?

In Pennsylvania, the largest amount of dollars that are spent by the Commonwealth to pay for healthcare flow through Medical Assistance, Pennsylvania's Medicaid program (<https://www.pa.gov/agencies/dhs/resources/medicaid>). In Medical Assistance, MCOs coordinate delivery and coordination of care and other supportive services for individuals enrolled in their program. The 2025 CHC Agreement is a great resource to learn more about the value-based purchasing requirements outlined in the CHC program. The most recent Agreement and other reference materials about the program can be found at CHC

[Supporting Documents | Department of Human Services | Commonwealth of Pennsylvania \(https://www.pa.gov/agencies/dhs/resources/medicaid/chc/chc-supporting-documents\)](https://www.pa.gov/agencies/dhs/resources/medicaid/chc/chc-supporting-documents).

Where can I find additional resources about VBP and Managed LTSS?

In January 2025, the MLTSS Association published a report, *Advancing Value-Based Contracting in MLTSS: Strategies for Better Outcomes and Care Quality*, which resulted from in-depth discussions with a workgroup comprised of MCO leaders as well as with external partners and stakeholders. Several concepts from this paper are directly applicable to the CHC program and may be used to inform your application. It can be accessed at <https://www.mltss.org/post/advancing-value-based-contracting-in-mltss-strategies-for-better-outcomes-and-care-quality>

Will my ideas be kept confidential?

Written responses to application questions will not be shared beyond the members of the review committee. Live pitches at the August 12th Showcase will be heard by all invited attendees, providing an opportunity for collaboration, networking, and sharing of ideas. Applicants with any concerns about this process should raise them in the application question pertaining to "anything else the reviewers should know." Please note that participation in the showcase is completely voluntary with no obligation to participate or share proprietary information.

Do I need to have attended the webinar?

Attendance at the webinar on March 31st was completely optional. This was a forum for the Association and its partners to provide information about VBP and for providers to have an opportunity to ask questions about this process. A recording of the webinar and the slides presented can be accessed at <https://www.mltss.org/post/applications-now-open-pennsylvania-value-based-purchasing-innovation-showcase-1>

What is the next step after my organization presents at the showcase? What are the implications in the existing contract with the MCOs for the HCBS program?

If a provider is selected to present their proposal, any ongoing discussions would be at the discretion of each of the Managed Care Organizations. Contracts between the MCO and the provider would be conducted in accordance with the most recent CHC Agreement. The VBP solution that the MCO and provider move forward with would ultimately be a provider-specific arrangement that would likely be managed through a contract amendment.

Will the showcase be open for the public / interested stakeholders to observe even if they didn't submit a proposal?

The showcase will only be open to providers that are selected to participate. The Association will work with OLTL and the CHC MCOs to explore ways to share high-level learnings from the process more broadly.

Will the showcase be impacted by the CHC procurement process?

The showcase is held within the boundaries of the current CHC MCOs' 2026 contracted activities. At this time, we do not foresee any changes.

Technical FAQs

What is risk?

Value-Based Purchasing (VBP) risk refers to financial and clinical accountability shifting from payers to providers, where reimbursement is tied to quality, cost, and efficiency outcomes rather than volume.

Can I submit a “performance-based contracting” proposal?

While you can include a performance-based contracting component within a medium or high risk proposal, it is not acceptable to submit a performance-based contracting proposal alone.

What is the difference between “annual cost benchmark” and “cost benchmark”?

MCOs can provide benchmarks on any time span of their choosing. However, cost savings are not typically realized in a time period less than a year.

Are there any expenditures excluded in the “health care spending relative to an annual cost benchmark”? Sometimes RX is excluded.

This depends on the measure put forward.

What is the difference between “defined Participant sub-population” and the “total Participant population served by a Network Provider?”

The total population served provides a broad snapshot of the total population covered whereas the defined population only involves a particular subset. An example would be everyone receiving Personal Assistance Services (PAS) opposed to everyone with diabetes receiving PAS.

It states that 15% of the medical portion of the capitation must be through VBP, can the 3 MCOs share if they have already met this, if they have not, are they looking for any particular expenditures with assisting to meet this threshold?

No. Managed Care Organizations may not share this information given the data has not been analyzed or finalized by OLTL at this time.

What is the minimum number of participants to serve in a VBP to be taken under consideration that provide appropriate scale?

There is no specific minimum volume. At this time, the CHC plans would encourage all providers to submit their best ideas and work with the plans to discuss volume.

Are you actively looking for non-clinical interventions? Such as environmental or home-based solutions that can demonstrate measurable impact on cost of care?

Yes, we are interested in seeing non-clinical interventions. We are open to models that will improve quality of life and quality of care while providing cost savings.

Are you looking for fully operational models, or are pilot-ready concepts with defined measurement frameworks acceptable?

Pilot-ready concepts are acceptable. If your presentation at the showcase is of interest to one of the MCOs, there will likely be a series of discussions with the MCO. The ultimate

model will likely be molded and modified through those additional discussions, and implementation may begin as a pilot.

In reviewing the 2026 (draft) CHC Agreement, there are some performance indicators for CHC plans to meet (Exhibit DD(1)) and for nursing facility services in another exhibit, but there does not seem to be quality targets for HCBS in particular. Can you offer any examples of the state-defined LTSS value indicators for HCBS?

The MCO P4P measures are HCBS performance measures and can be referenced as examples of the state-defined LTSS indicators for HCBS.