

## Massa, Cody

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**From:** Katie Whitten <WhittenK@healthnetworkone.com>  
**Sent:** Friday, June 3, 2022 4:55 PM  
**To:** solicitation.questions  
**Cc:** Martin Bilowich; Jerry Sternstein  
**Subject:** AHCA RFI 014-21/22 - Response Submission from Health Network One, Inc.  
**Attachments:** AHCA RFI 014-2122\_HealthNetworkOneInc\_ORIGINAL.pdf; AHCA RFI 014-2122\_HealthNetworkOneInc\_REDACTED.pdf

Dear Mr. Massa,

Attached, please find the response to **AHCA RFI 014-21/22** from **Health Network One, Inc.** Also included as an attachment to this email is a redacted copy of the response per the Response Submission instructions outlined. Thank you for your time in reviewing our response and we look forward to any further conversations the Agency may wish to have regarding this submission.

**Katie Whitten | Senior Director, Payor Relations**

Office: 305-614-0126 | Cell: 954-955-1563

Email: WhittenK@healthnetworkone.com



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AHCA RFI 014-21/22 Re-Procurement of the SMMC Program

REDACTED VERSION

**A. Respondent's Information:**

- **Respondent's name:** Health Network One, Inc.
- **Place of business address(s):** 2001 South Andrews Avenue, Fort Lauderdale, FL 33316
- **Web site address:** [www.healthnetworkone.com](http://www.healthnetworkone.com) and [www.mytnfl.com](http://www.mytnfl.com)
- **Contact Information:**
  - Representative name: Martin Bilowich, President
    - Phone: 305-614-0101
    - Email: [BilowichM@healthnetworkone.com](mailto:BilowichM@healthnetworkone.com)
  - Alternative Representative Name: Gerald Sternstein, Government Affairs
    - Phone: 305-614-5012
    - Email: [SternsteinJ@healthnetworkone.com](mailto:SternsteinJ@healthnetworkone.com)

**B. A description of how the Respondent's approach will offer advantages or improvements over existing processes of the SMMC Program. The description should also identify known or potential concerns with the approach.**

Health Network One appreciates the Agency allowing stakeholders the opportunity to respond to this RFI and propose new or added improvements to the current SMMC program in anticipation of the upcoming procurement. HN1 has participated in the Medicaid program for over 20 years, and is pleased to share a few best practice ideas to assist with the health and the well-being of our state and those enrolled in the Medicaid program.

As the state moves further to incorporate value-based purchasing tied to quality, one recommendation is for the Agency to move away from fee-for-service approach that does not assist in allowing the state to conserve its funding, while also promoting a value-based and alternative payment approaches that put a focus on outcomes and providing quality care to members.

Before we suggest a few "best practices" that might assist the Agency, a recommendation would be for the Agency to give consideration in the procurement process to Managed Care Organizations and subcontracted vendors who achieve the highest quality standards in their administrative operations. This would assure the Agency that the Federal and State dollars from the Medicaid program are being used for administrative functions that add value and reduce unnecessary administrative tasks to the daily operations of the SMMC program.

Therefore, outlined below are a few recommended best practices which we respectfully recommend the Agency consider for inclusion in their upcoming procurement to help facilitate value-based care to improve outcomes:

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[REDACTED]

| [REDACTED]

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[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Health Network One is pleased to have many of these best practices already incorporated into their daily operations and is able to see firsthand the improvement it has on the SMMC program. We look forward to discussing any of these ideas with the Agency, upon request.