



## NEWS RELEASE

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**OPTIMA HEALTH SELECTED BY THE COMMONWEALTH OF VIRGINIA  
FOR MANAGED LONG TERM SERVICES AND SUPPORTS (MLTSS) CONTRACT NEGOTIATIONS**

**OVERVIEW**

- Virginia announces Optima Health will be included in negotiations to participate in innovative MLTSS program.
- This initiative will facilitate care coordination for older Virginians and those with disabilities, as an alternative to today's fee for service model.
- Person-centered care will provide support for those most vulnerable in the least restrictive environment.

**VIRGINIA BEACH, VA** – The Virginia Department of Medical Assistance Services (DMAS) announced that Optima Health has been selected to move forward with negotiations for its new Commonwealth Coordinated Care (CCC) Plus Program. Optima Health is among seven managed care organizations (MCOs) selected as part of a competitive bid process to participate in the Commonwealth's MLTSS program initiative, CCC Plus. At least two MCOs will be awarded a contract in each of six regions in Virginia, as defined by DMAS.

The CCC Plus Program will provide a new model of Medicaid care delivery for the 212,000 Virginians who are:

- Dually eligible for Medicaid and Medicare;
- Receive Medicaid-funded long-term services and supports (LTSS); or
- Receive Medicaid and are over the age of 65 or disabled.

For over 20 years, Optima Health has been managing Medicaid populations in Virginia. Sentara Healthcare has been caring for the highly complex populations served by the MLTSS program in its hospitals and physician offices for more than 100 years. Together, we can provide person-centered care coordination that will ensure members have access to the quality services they need in a timely manner, and in the least restrictive environment, that produces positive health outcomes.

"We are excited about this opportunity to work with DMAS to improve the quality of life, satisfaction and health outcomes for individuals enrolled in the MLTSS program," said Michael Dudley, CEO of Optima Health. "As part of Sentara Healthcare, we are committed to providing a seamless, integrated service delivery program designed to improve health and quality of life for many Virginians and to meet all of DMAS' goals for the MLTSS program. Our MLTSS program will provide a health care experience in which quality and value are honored, and member care is seamlessly coordinated across the physical, behavioral health, substance use, LTSS and other community providers. In the days ahead, we will implement this innovative program to care for some of our most vulnerable neighbors here in Virginia."

Optima Health also partners with area agencies on aging and other long term care providers, further enhancing the company's contribution to Virginia's MLTSS initiative.

Kathy Vesley-Massey, President/CEO of Bay Aging and Eastern Virginia Care Transitions Partnership (EVCTP) said, “With Sentara’s mission to improve health every day, coupled with Optima Health Plan’s extensive experience serving Virginia’s vulnerable populations, we are eager to partner with them to serve the MLTSS individuals. Our partnership will enable us to continue serving our clients through a new, innovative integrated delivery system ensuring individuals receive the supports necessary to remain in their homes and communities through this person-centered model of care. We look forward to working with Optima Health Plan to serve the MLTSS populations.”

Integration of the traditional managed care model with long term care providers will likely be a key to MLTSS program success.

“The provider community is key to the successful delivery of services to MLTSS individuals in their homes and community,” said Nancy C. Everitt, PMP, President/CEO of HEOPS Inc. dba The CENTIPEDE Health Network. “As a Virginia-based health plan, Optima Health truly understands care delivery in Virginia and has partnered with CENTIPEDE Health to ensure that providers of managed long term and community-based services have the support, and the assistance, to survive and thrive as part of the CENTIPEDE Network statewide in Virginia. As an expert in provider networks and support services for MLTSS providers, the CENTIPEDE team is thrilled to be selected to work with Optima Health and the provider community to help ensure the effective delivery of care long term services and community-based care.”

The announcement of companies selected to negotiate MLTSS contracts comes after DMAS initiated a request for proposals in June, 2016. Next steps in this phase include contract and rate negotiations, network development, readiness reviews and training and education. DMAS anticipates it will make a final decision on contract awards in December, 2016.

#### **About Sentara Healthcare**

[Sentara Healthcare](#), based in Norfolk, VA, celebrates 128 years in pursuit of its mission to improve health every day. Sentara is an integrated not-for-profit system of 12 hospitals in Virginia and North Carolina, including a Level I trauma center with [Nightingale Regional Air Ambulance](#). The Sentara family also includes four medical groups, ambulatory campuses, post-acute care services, the physician-led [Sentara Quality Care Network](#), the Sentara [College of Health Sciences](#), [Optima Health Plan](#) members in Virginia, Alabama and Ohio, and a team of professionals nearly 30,000 strong. Sentara is strategically focused on continuous improvement in quality, safety, and the patient experience.

#### **About Optima Health**

Optima Health, based in Virginia, provides health insurance coverage to approximately 450,000 members. With 30 years of experience in the health insurance arena, Optima Health offers a suite of commercial products including consumer-directed, employee-owned and employer-sponsored plans, individual health plans, employee assistance programs and plans serving Medicare and Medicaid enrollees. Our provider network features more than 25,000 providers including specialists, primary care physicians and hospitals across Virginia. Optima Health offers programs to support members with chronic illnesses, customized wellness programs, and integrated clinical and behavioral health services as well as pharmacy management – all to help our members improve their health. Our goal is to provide better health, to be easy to use and offer services that are a great value. To learn more about Optima Health, visit [www.optimahealth.com](http://www.optimahealth.com).