



Testimony

House Finance Health and Human Services Subcommittee

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Paramount Health Care
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Chairman Romanchuk, Ranking Member West and members of the Health and Human Services Subcommittee, thank you for the opportunity to speak to you about the partnership that Paramount Health Care has with the Ohio Department of Medicaid (ODM). I am Dee Ann Bialecki-Haase, Chief Medical Officer for Paramount's Medicaid health plan, Paramount Advantage. I appreciate your time as I take a few minutes to provide an overview of Paramount Advantage and our commitment to serving Medicaid recipients in Ohio.

Paramount Advantage is a unique partner in that we are the only Ohio Medicaid managed care plan that is also part of a not-for-profit integrated health system and wellness organization. The health system is ProMedica, which is:

- Ohio-owned and operated and headquartered in Toledo with 17,000 local employees
- 15th largest health care system in the country
- National leader in addressing social determinants of health (SDOH)

As a wholly-owned entity of ProMedica Health System, Paramount Advantage has a health care delivery model that incorporates both the delivery of health care services and health insurance. ProMedica and Paramount work collaboratively to set and achieve goals that drive efficiencies, optimize health outcomes, and reduce cost. Some other facts about Paramount Advantage that we are very proud of, include:

- Paramount Advantage has been a partner in Ohio's Medicaid Managed Care Program since 1993 and has consistently retained some of the highest overall member satisfaction ratings in Ohio since 1995.
- Paramount Advantage has maintained continuous accreditation from the National Committee for Quality Assurance (NCQA) – since 2000.
- Overall ODM pay-for-performance ranking
 - No. 1 for years 2013, 2014 and 2016
 - No. 2 for years 2015, 2017 and 2018

- Second highest overall ranking of all Ohio Medicaid plans on the 2018 ODM MCP Report Card earning a total of 16 stars across all domains and was the only plan to earn a 5 star rating in the Women’s Health domain.
- Ohio not-for-profit and tax exempt 501(c)3
- Employs 712 FTEs with headquarters in Maumee and has satellite offices in Columbus, Cleveland and Cincinnati

ProMedica is focused on being a national leader in thoughtfully addressing the social determinants of health. Twenty percent of health and well-being is related access to care and quality of services. While forty percent is related to socioeconomic factors, ten percent of physical environment and thirty percent to health behaviors.

Together ProMedica and Paramount are addressing social determinants on a number of fronts. In 2015, ProMedica opened the Ebeid Institute in an area of downtown Toledo which was designated as a food desert. ProMedica’s Ebeid Institute includes a full service grocery store (Market on the Green) that offers affordable and nutritious food, as well as a mobile market. Financial literacy classes, cooking and nutrition classes, job training and employment opportunities are also available through the Institute.

ProMedica also offers a Food Clinic Program through ProMedica Physicians Group that assesses patients for food insecurity. Patients that assess positive are provided a prescription for food that can be obtained at a number of privately funded food clinics. A recent study of Paramount Advantage Medicaid members that assessed positive for food insecurity and accessed a food clinic showed a 5% reduction in their medical expenditures compared to a 21% increase in medical expenses for those that assessed positive and did not access a food clinic.

ProMedica Ebeid Institute/Food Clinic Statistics

Food as Medicine

31,302 food prescriptions

947 meals at discharge

Financial Coaching

1300 served, 38% increased credit score

Jobs and Education

792 served, 113 hired

Jumpstart to create 1050+ new jobs over 3 years

Community Connections

7,248 patients connected to community SDOH services

As a not-for-profit and to improve the health and well-being of our communities Paramount Advantage reinvests the amount that we would have paid in income taxes back into our communities. Recently Paramount Advantage has underwritten the cost of grocery store training modules offered through the ProMedica Ebeid Institute for several of our FQHC provider partners interested opening similar facilities in their local communities.

Paramount Advantage is in the process off issuing a Community Benefit RFP that is focused on Food Insecurity (Hunger as a Health Issue) and School Based Health Clinics (Improving Health and Increasing Access). The RFP is designed to align with state priorities and will be issued to FQHC partners in Cleveland, Columbus and Marion. The process for allocating funds will include:

- Evaluation of responses on sustainability, cost, partnership and impact
- Full budget and targeted outcomes
- Integration of SDOH needs in patients
- Ongoing reporting on impact.

Member Success Story (See Attachment)

Attached is an example of a success story showing how enrollment in Paramount Advantage assisted one of our members with SDOH, medical, dental and behavioral health needs and allowed the member to return to the workforce.

Over the years, we have challenged ourselves to continuously build upon this foundation of excellence. In 2013, Paramount Advantage was selected by the State to be one of five statewide partners in Ohio's new Medicaid Program. While we maintain our roots as a local company in northwest Ohio, Paramount has made significant investments throughout the State. We have taken the strength of our unique business model and built a Medicaid managed care network across Ohio to deliver high quality health care services, and to produce great health outcomes for all Medicaid recipients. Currently, Paramount Advantage contracts with over 50,000 providers and serves 239,000 Medicaid consumers statewide.

Paramount Advantage is a committed partner and is privileged to be part of the improvements being made to improve the health and enhance the lives of thousands of Ohioans. We are confident that we will continue to fulfill our mission to improve the health and well- being of our members.

Thank you for this opportunity and I will be happy to answer any questions you may have.