

## BOOT CAMP PRELIMINARY AGENDA

June 15, 2008

- 8:15 AM **Welcome, Purpose and Vision for Boot Camp**  
**Speakers: David Parrella and Ann Kohler**
- 8:30 AM **Brief Introductions: What's Keeping New Directors Up at Night**  
**Speaker: Melanie Bella**
- 9:15 AM **Medicaid Leadership: An Overview of the Key Elements**  
The session will lay out fundamental first questions for every Medicaid leader, recognizing that in all states new leaders and their teams will inherit a set of conditions and commitments — and face new conditions — that may constrain options.  
**Speakers: David Parrella and Tony Rodgers**
- 10:00 AM **Purchasing 101 to 501: The Continuum**  
**Speakers: Mike Nardone, Cheryl Roberts and Mark Trail**  
**Moderator: Melanie Bella**  
The session will outline the nuts and bolts of purchasing: procuring, contracting, delivery system design and rate setting, and then graduate to a higher level of value-based purchasing techniques: sophisticated risk adjustment, pay for performance and measurement dashboards. This broad overview will lay out a set of principles and market issues across delivery systems (e.g., FFS, PCCM and capitated managed care) and feature states that have incorporated various purchasing techniques in their respective delivery systems and for different patient populations.
- 11:00 AM **Breakout Sessions on Purchasing**  
Participants will divide into breakout groups and engage in an interactive Q&A session with current and former Medicaid directors serving as faculty.  
**Group Discussion with Alumni**
- 11:45 PM **Lunch**
- 12:45 PM **An Overview of Quality Assurance/Improvement**  
The session will frame a Quality Improvement Continuum, starting with basic approaches to quality assurance and extending to sophisticated uses of quality improvement requirements and EQROs. This broad overview will lay the groundwork for quality in capitated and non-capitated delivery systems as well as key considerations for different patient populations, particularly beneficiaries with complex and special needs. The session will share the experiences of specific states that are engaged in developing and implementing strategies across delivery systems and patient populations in order to improve the quality of care and control costs.  
**Speakers: Christine Bronson, Lynn Mitchell and Susan Moran**  
**Moderator: Nikki Highsmith**
- 1:45 PM **Breakout Sessions on Quality**  
Participants will divide into breakout groups for an interactive Q&A session with faculty.  
**Group Discussion with Alumni**

2:30 PM

**Break**

2:45 PM

**Purchasing Value: Emerging Tools for States**

The session will explore different vehicles and tools for purchasing value, ranging from the use of health information technology for decision support, care management and quality improvement; medical homes to promote accountability and clinical excellence at the provider level; and a performance-based model to better purchase Medicaid services. Current state Medicaid directors and senior staff will discuss their programs, challenges and successes using such tools and describe available resources to assist new directors.

**Speakers:** *Carol Steckel and Gene Gessow*

3:45 PM

**Q and A on Purchasing Value**

To maximize sharing on this broad subject, the group will stay together for a quick Q&A with faculty.

**Group Discussion with Alumni**

4:15 PM

**Building Relationships and Using the “Bully Pulpit”: An Interactive Discussion**

An interactive panel of former directors will offer their expertise and tips for survival, focusing on the do’s and don’ts in working with governors, their offices, their budget directors; your commissioner or secretary; your staff; legislators; health plans; providers; advocates; and, last but not least, the Feds (CMS). The panelists will also offer advice on the potential for leveraging the role of Medicaid director to advance larger health policy strategies.

**Speakers:** *Melanie Bella, Barbara Edwards, Ray Hanley and Mary Kennedy*

**Moderator:** *Carolyn Ingram*

5:30 PM

**Adjourn**

*(Welcoming Reception)*