

	PM/Delivery sponsor	Risks
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**Significant Customer Impact**

Xchg Carryover	Josh Hecht/Christine Hartman	Exchange enrollment info - reliant on them, right info at right time, not contradict exchange. If it goes wrong, claims and auths may not go properly. If enrollment doesn't come through - then not have coverage. Payment not tracked accurately, member termed.
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BSH Customer experience	Sophin Khamvogsa/Max Arbow	Lack of mobile, lack of engagement, reduced CX
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Epiphany	Amar Shabbir and Stephen Kendrick/Marja Wilson	Transparency - understanding who is Alignment how do they work with regence, privacy? Process of care coordination - in/out of alignment, will providers feel like we are taking patients away ?
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CDO  
Jeff Burke/John Gasper (andrea as pm?), Sharon Richardson, Joelle Martins working on coordination right now, Floy Saavitra (FI biz intel)  
Cambia Experience needs to choose the right focus and investment, personalization needs to be accurate, customers may not be interested in interacting with us as more than an insurance company

NPP Mobile  
xx/Kat Kozitza, Rich Whitten

Palliative Care  
Tareyn Gillian/Torrie Fields - Lee Spears

Clinical editing project  
**Technical Fix with CX Impact**  
Andrea Brahms, Ray Laurence, Donna Dehrkoop, Jane Vervalin

FACETS Stabilization  
Ravi Illuri and David Grindy/John Wilson

CyberSecurity Risks Management? xx/Kirk Anderson

new technology potential consequences. Mitigation: deploy in non-prod first, built in fault tolerance. Issues triaged and managed via incident mgmt process. Employee or member have process impacted if it goes as planned? Not anything they can think of. Has been done before.

Financial and operational impact - risk of provider readiness. What can we reasonably do to support provider readiness? Ops: if provider not ready, or not coding well - may see claims rejected. Then may see hi vol of claims coming in (worried about claims tsunami). Assess readiness - each state has clearnhouse. WA - survey of some kind to assess where small providers are. know who and what challenges. Company risk/member risk: cost - provider coding for highest pay out

ICD-10

Karen Steely/Mark Jackson/  
Laxmi (provider relations), Ed  
Alison - IT, Anne Busse

Stop Loss? - new project not carryover

xx/Jeff Burke, **Cathy Bolstead,**  
**Mark Sjolin (new PM), Mike**  
**Dorman, Directing sponsir,**  
**Henry Rico HI tech lead, David**  
**Grindy (EA) but transitioning -**  
**talk with Mike and David**

better answered by Mike D.

BCBSA payment innovations	Terri Nehorai + Ray Laurence+ Kay Corzun, Dave White, John Irwin, Pat Hamill	Increased outreach from providers, why am I getting this? Provider discretion to remind patient to get needed services. Inform of necessary care.
MMSi	Chena Mesling/Melanie Westrick and Sharon Arneson +Ray Laurence	UM: Middle of risk review. Worst case - impact timelines - member: how quickly things are responded to. Provider end: if high medical need - do procedure w/o prior auth. More serious with inpatient issues. Could affect claims payment - timing and payment at all.
Revenue Management	Tracy King (EAnalyst), Janice Lefebvre (PM), Brent Zenobia (product manager),	manual work, well visit not covered?

Zachary Aulson, Rosie Reeve,  
**Elizabeth Drago**, Stephen Putt,  
Medicare Secondary Payor/Working S Tareyn gillian.

Biggest risk: compliance - get incorrect status based on incorrect interpretation, we will pay less and CMS will pay more b/c we think someone has a working status that favors us. (e.g., think someone is retired, but employer continues to pay on that person - teacher tenured - Cms can't be primary for this) Us and group need agreement  
Financial: lives change - need to understand what group means when they give us info. We may be paying primary where we should be paying secondary.  
Errors of Omission and errors of interpretation. Similar to COB.

BCBSA Interplan and Carry over -ITS - system for Blues Plan  
John Coutu (PM), Kay Corzun (pm for payment innovations- integrates into this team) Angie Blewett (DS), Belinda and Angie responsible for biz readiness comms - Tegwen Kaufman, Belinda Turner for business impact

If things don't work - 1 component = defect. If system doesn't go up, lose license to participate with blues. In the past, worst thing? Tech issue, someone had experience took 1-2 days, 1 week. Customer impact? Doesn't get escalated out far enough -- typically resolved before it gets to member. John Coutu ITS upgrade.

FEP total cost of care phase 2

Stephanie Joens, Matt Fike

**Impact**

**People**

**Processes**

enrollment, claims -  
opportunity to gather insights  
and create best in class  
experiences. No BIA set.

web, mobile other?

Customer, broker?

digital

providers - contracts may be  
different, may not appreciate  
new docs coming into the  
ppo, HMO members,  
employers? Specialists won't  
like it, taking patients away

Hand off between alignment  
and Regence, CS. Retaining  
claims process at Regence. Pay  
claims out of alignment bank  
account - lots of back and  
forth, potential for things to go  
wrong. Match up of codes from  
pcp and specialist.

Member, employer (via emember), employer based reporting will benefit from data integration (ASO esp), Medical management, MMSI - provider engagement - risk enhanced UM programs management,

Data Lake - enable reporting. Digital, push, targeted marketing campaigns, segment analysis, campaign analytics.

Members, employers?  
Providers?

internal screens may change

live July 4

member - security breach  
could impact data. (but that's  
a positive outcome) Server Kirk's team is working on this.  
slower than before is possible Or third party consultants.  
impact. No across the board Next impacted Linda Carrier's  
outages - rare and unlucky. team.

employees, cs, members,  
providers

painful automation and manual  
to be improved

Change in communication.	provider, member and employer (employer pays provider for reduced cost of care)	data from assn ACORS database our data from FACETS
Change in provider incentive.		

Change in communication objectives to do RV audit for risk adjustment and new vendor for chart reviews. Provider behavior change. (give all diagnosis codes first time a member sees the doc - avoid chart review, increase speed, accuracy and completeness) Need to re-prove every year HBP, diabetes, etc. Reduce cost to	provider, member  Providers- nancy has group of people who educate providers - known path for information flow.	Med mgmt data into data lake  manual input into Sales force. CS has scripts if a member in a pilot group calls in and can look at diagnosis codes submitted so they can recommend provider based on diagnosis.
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<p>Is this just reporting from employer? Is there an ask of the member? How does info get from employer to Regence?</p>	<p>Employer - group administrator, member, sales, internal groups (but is sales really the right team to carry this?) bypassed sales, stood up group with Brian Finn to communicate - working status collection group. Holly Parks and 4 temps to do the work. Commercial. ASO continues to go thru acct reps for validation. also, Claims and COB groups. Provider potential effect - about 400 errors where working status was incorrect therefore provider payment would need adjusting.</p>	<p>Potential to change membership process - change so they all allow working status to be collected at that point. Technical change and culture change internally to work on interpretation. Update membership channels through paper/834/spreadsheet. Map extensions for each group?</p>
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should be no impact to member. More on provider. Recognition of ACO plans, be able to share info about rates, payments, charge backs to providers. CS answers calls- **could impact volume. Can info go on the website to mitigate calls?** May be info on BCBSA site

provider and member impact. **Who answers if providers have questions?** Who do they call? CS, provider services, bcbsa?

**New UI finance.** From green screen to web UI. Claims could be delayed. Team that meets to talk about who needs training, comms, Sarah Peterson (BE), config team, Provider relations for comms to them, filter through EDI blue card team. Review which systems are impacted. Part of process before every release. Gayleen Jackson managed previous training. Trying to nail down who trains finance team. They are saying they do own training.

Not sure. Looks like some impact moving FEP>ACOs, but is it any different than the research we already did with members moving to ACOs? // it's the same thing as BCBSA payment innovations

Structure

ROI S/M/L - metrics for  
success in program

Does a member need a new  
skill, insight/information to  
understand this structure?

Analytics for data. Visits,  
KPI across many  
channels. Sr. analyst to  
help define metrics for  
success. Behavioural  
analytics. Customer  
growth and retention.  
PRO measurements?  
Metrics from CX?

Seeking patient who is  
looking for hi touch, set  
expectations from first sales  
call, members need to  
understand by seeing an  
alignment doc they are  
going to be asked to engage  
more - be more  
accountable.

data lake (MDM) - rules for  
data structure, api hub - with  
apogee 2014 connection  
point for external data  
sources- more seamless  
interactions,

no

Benefit expansion - % of  
members who have had a  
goals of care discussion.  
Collect metrics from  
providers who are able to  
bill for those convos.  
What % of hospice  
eligible are in hospice.  
Increase in home health  
aid visits-in pt and ER  
decrease. # of legislative  
contracts (Ganz looking  
more at feel than \$)

Member needs to  
understand value and  
options for palliative care

nothing changing other than  
ops

Completion. Reduce  
likelihood of breach -  
hard to tie to project.

providers need to  
understand icd-10 (who  
teaches them?) What does  
availability do? Are there  
resources? (Kate Nees-  
Hove)

Need to do current to future  
state mapping. (could be a  
space CX)

Increased quality of care  
and decreased costs      no

what's in the way of doing it  
well today? Info not carrying  
forward through a chart to  
carry over, how much tech  
used and what kind of record  
keeping,

different solutions in play -  
but goal is to be in  
compliance, making more  
accurate claims  
determinations.

This has been happening for  
30+ years. Every 6 mos. April  
and oct. Well documented  
repeatable. Dependencies on  
second release - FACETS  
upgrade and Payment  
innovations project



**How do current practices need to change to support the change?**

**What needs to happen to enable our customers to have the kind of experience we want them to have?**

**What might keep a customer from having an optimal experience?**

no member for life capability. Re enrolling need to re-register on site. ACH need to re-register. Better communication between depts/projects and to member.

Member touchpoints - stratcomm and membership involved, but need overall strategy?

Mobile dev, push notifications, primary ID is email, use apple pay and google wallet. Optimize for mobile web, mobile platform.

upgrade digital and mobile experience to help people on the go and away from a computer. Engage.

Poorly designed experience, not understanding the extent of the need, not understanding when to push info out

Whole org (regence) needs to understand HMO capitation - change management

Set expectations right from sales call, right from the start

Not understanding engagement model

Data not currently shared between us and DHS.

Know the customer through all lines of business and products.

internal - need better comms between biz units, need agility to move quickly to keep up with market pace. Education and understanding about internal programs - visibility and overlap. External - no agreed upon definition of palliative care - most think it's hospice or end of life and it's not just that. Reimbursement model only for cost saving not incentivizing quality.

Lack of provider education - don't know what case management is to can't refer. Essence of palliative care - informed decision making. Needs to be consistent messaging (internal and external) understanding not a benefit - includes case management. Capacity: program size and budget. Case managers at capacity - may be full- no more referrals. lack of access to palliative care physician.

Customers and employees won't know anything was done if all goes well.

how do we know if new Regence contact signed, are they icd-10 compliant? Also see attestation document.

if ICD10 will have impact on response times? So far testing has not shown impact, provider and member. Not sure of which stakeholders or messages as

Inform - let them know this may of 12/1. claims delayed/denied.

exists today, this project formalizes the technical solution to provide and improve reporting. We have reports and home built application. Formalize the application (tech to support reporting), and create future state - March, Steve Gaspar review to understand how this operation continues in 2016. Mike and Henry support. Like it to be more formal and repeatable. not just 2 owners.

Not sure. Stop loss not part of ASO administrators (employer), determination of how claim is paid. should be transparent to them, Unlikely member impact?

Internal education - we are we doing this and why? Change in payment models. IT doesn't change, but data is pulled from It resources

Whole new system, current practices are out the door. Get to big wins for using pega.

May be no discernable impact to customers. Implement automations and leveraging the system as much as they can. Hire more people to get it right at the outset.

Question about preventive visit and coding? What if I have a well visit and coding. Doctors need to be proactive about marking ALL diagnosis codes at the first visit of each year.

Focus on reimbursement for member disease states.

Do have good codes - interpretation comes in when thinking about what does my relationship with my employee mean in re: regulatory for CMS or COB interpretation.

Hesitation from sales to communicate - FACETS fields not populated correctly, difficult for sales to go back to group and re-ask them to populate < culture change and education

Standing this up in support of payment innovations

Assn puts out things that are optional for us to do. We wait for things to



Visibility - none, harmless, potential impact	How much help do they need?	Project Goal	Has research or CX support?
high	Significant front end support from CX. As they get to implementation, \$ are budgeted for testing, should have FTE to manage and implement	Engage the member. Member can walk away at any time with Exchange.	No  Yes - UX Researcher TBH
Need: provider research, member research		Goal: drive down expensive specialist utilization, accurate coding for reimbursement, Accomplish most before OE in 10/1.	No

Health platform of the future, unique products and services with multiple cambia products (not just insurance). Personalization. Generate customer focused insights. Growth, retention (new and existing products and services). Bundled products -multiple products and services per customer.

Does Regence need something different than what BSH needs?

Capture member stories, community engagement, how to communicate to members

yes, Qual  
Quant FTE  
TBH

no

1. reduce likelihood of cambia experienceing major security breaches. People, process and tech investments. 2. Efforts for Cambia to receive sock2 cert, best in class. Demos to new biz who are concerned - DHS too.

no

High if it goes wrong, low if you are a member and not aware of it.

Gov/t mandate, keep the member out of the middle of the mandate

no but Tami, Michele and Julie M engaged

insurance against more costs than aso group has available. Internal - actuarial risk, external - they have external stop loss provider

no

Stay in BCBSA mandate, ability to compete with national payers, member retention - members getting quality cost effective care. Member Surveys - timely care, options for care.

no

Initial plan to implement system - no notification, should be transparent.

Incremental step as opposed to the larger plan for implementation.

Will be doing time studies (scheduled).

Get off of CCA (version of trizetto is no longer supported) initiate move towards a more complete solution for HC management. May be able to get rid of vendors. Move towards automation for auth. CCA manual forms PEGA biz process management - cross functional.

no

ensure we are getting most reimbursements from CMS. Way to do that is through condition codes. Proven condition codes. (not currently looped into epiphany) - Can't force a member to go to a new doc.

Be in compliance with CMS regs and obtain correct working status on all employees - Can be active, can be retired, COBRA or disabled. Don't currently have a way to determine that. We thought we were able to determine working status but we

limited list - more th weren't.

no - Tami has

ITS - if you are member, they process thru bcbsa, mandate to update system 2x/yr. if we don't we can't move forward with other states. Claims processing. 1/3 of claims - 1.3 mil claims per month.

No,

maybe sit in JRP

be mandated. Can CX help s session?



Financial  
impact

CX impact

Follow up



how long and  
how many  
hours per  
week - not  
to exceed -  
how to bill

low? Or will  
util of  
palliative  
care drive  
costs down?

partner for  
support/**SME** - April,  
nat'l health decision  
month for some qual  
eval- can manage  
qual and vendor.

They have                      need from  
bandwidth to                      torrie - copy  
manage and support.              of budget,  
Has consulting                      ROI  
budget. Also has her              document,  
own actuary.                      scenarios

If there are  
implementat  
ion issues

only if  
something  
goes horribly  
wrong      low/no

No significant need  
for support.

could be  
significant

get involved  
to see

helped with FAQ in past