

From: [Tim Lundquist](#)
To: [ETF SMB Board Feedback](#)
Subject: Letter to the GIB
Date: Friday, November 5, 2021 1:58:13 PM
Attachments: [20211105 Letter to GIB.pdf](#)

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Good Afternoon:

Please find attached to this email a letter to members of the Group Insurance Board.

Please let me know if you have any questions.

Thanks,

Tim Lundquist

Director of Government and Public Affairs

Wisconsin Association of Health Plans

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ph: (608) 255-0921

Wisconsin Association of Health Plans

The Voice of Wisconsin's Community-Based Health Plans

November 5, 2021

TO: Members, Group Insurance Board
FROM: Tim Lundquist, Wisconsin Association of Health Plans
RE: Benefits of Regional Approach in DETF Medicare Advantage Offerings

Materials provided to the Group Insurance Board (GIB) as part of the August 2021 meeting indicated the Board will likely review options associated with a 2022 request for proposals (RFP) for the Group Health Insurance Program's (GHIP) Medicare Advantage offering during the November 17 GIB meeting. The Wisconsin Association of Health Plans respectfully submits this comment letter for your consideration on this topic. Association member health plans currently serve over 90% of the lives covered by the GHIP and are proud to partner with the state to offer high-value, high-quality coverage to state and local government employees, annuitants, and retirees.

The Wisconsin Association of Health Plans supports release of a request for proposals that integrates a regional approach, as individually defined by each health plan based on their unique service area, in GHIP Medicare Advantage offerings.

A regional approach:

- Draws upon the strengths of Wisconsin's health insurance market. Wisconsin has one of the most competitive health insurance markets in the country, due primarily to its disproportionate share of home-grown, community-based health plans. In their respective service areas, community-based health plans have well-established partnerships with local provider groups that better align health outcomes, quality, and financial incentives. A regional approach could leverage these partnerships for the benefit of GHIP enrollees in Medicare Advantage offerings.
- Provides new opportunities for enrollees to maintain continuity of coverage and choice of insurer. Under the current structure, Medicare-eligible enrollees are consigned to a single option if they elect coverage under a Medicare Advantage Group Waiver Plan. Under a regional approach, enrollees could have additional options that could allow them to maintain coverage with their current plan, providing continuity of both provider access and health plan medical management.
- Contributes to overall program stability. Wisconsin's competitive insurance market provides a clear benefit to individuals and employers, and community-based health plans offer high-quality, high-value coverage. Competition has also provided policymakers a robust market on which to build public programs. With their local roots and community focus, Wisconsin's community-based health plans have been committed partners to the state for decades in priority programs like the GHIP and in Medicaid Managed Care. The GIB should consider ways to build upon that steady partnership, such as integrating a regional approach in GHIP Medicare Advantage offerings.

As the GIB considers how best to continue to build upon the success of current programs, including for Medicare-eligible retirees, please consider the Wisconsin Association of Health Plans a resource. We appreciate your consideration of the issues described here and look forward to continued discussion with policymakers around the value of community-based health plans.



STATE OF WISCONSIN
Department of Employee Trust Funds
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SECRETARY

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November 15, 2021

Tim Lundquist
tim@wihealthplans.org

Dear Tim Lundquist:

Your Board Correspondence letter has been received by the Department of Employee Trust Funds (ETF).

If the correspondence was received at least twenty-four (24) hours prior to a board meeting, it will be distributed at that meeting.

The Group Insurance Board will receive your correspondence unedited and unredacted. Subject to the Wisconsin Open Meetings Law, any consideration and discussion of the correspondence may occur at the board meeting.

Correspondence received by a board will be posted on the ETF website after it is reviewed for any redaction that might be necessary pursuant to applicable state or federal law. Absent specific, written authorization from the individual, ETF is prohibited from posting HIPAA protected health information on the ETF website. In addition, your correspondence may be subject to the Wisconsin Public Records Law.

Regards,

Kimberly Schnurr
Board Liaison, Office of the Secretary