

# Important Considerations for Next Generation Program Integrity Solutions

## Is your state getting ready to procure a new Fraud, Waste, and Abuse (FWA) or Medicaid Program Integrity Solution?

With the progress that states are making toward Medicaid Management Information System (MMIS) modularity, there is a need for next-generation analytics and program integrity module solutions that optimize program value to the highest level through their selected vendor. With the evolution of the vendor market and acquisitions, there has never been a more important time to avoid potentially dangerous conflicts of interest.

Public Consulting Group and LexisNexis® Risk Solutions, are trusted names in Medicaid Program Integrity. We have collectively implemented provider and/or data integrity solutions to the vast majority of states in the U.S. Our work in Eligibility Decision Support and Pre/Post Payment Program Integrity over the last 25 years, including almost a decade working together in varying capacities, has helped states save and/or recover billions of dollars by providing the right services to the right members at the right time.

PCG and LexisNexis collectively provide asset verification and eligibility decision support work to more than half of the United States and support successful program integrity services across more than six Medicaid Agencies.

## What should Medicaid States strongly consider when procuring their Fraud and Abuse Detection System or Program Integrity Solution?

When a Medicaid program is looking to procure or re-bid its next generation program integrity solution, there are several key considerations that can either help or hinder its ability to optimize and protect the organization from FWA and conflict of interest. The decisions that a state agency makes regarding these considerations are vital for the best return on investment (ROI) and the most cost-effective pricing.

### **Consideration #1**

*Does my envisioned FWA/Program Integrity solution meaningfully integrate third party data assets to bolster analytic results?*

Many vendors have platforms with algorithmic content or the ability to create new algorithmic content to identify claim anomalies and potential FWA leads. What most vendors do not provide is data beyond claims to provide deeper insight into relationships and patterns critical to identifying provider and member fraud.

## Our Combined Experience

✓ **10,000+**

**More than 10,000 investigations**

✓ **5,000+**

**Over 5,000 provider audits completed**

✓ **\$100 M+**

**Cost avoidance and recovery of hundreds of millions of dollars in the Program Integrity space**

✓ **2.5 M+**

**Daily receipt of over 2.5 million identity data updates**

Our team offers the world's largest collection of public and proprietary personal identity, provider, and business data available, including provider source data from all 50 states.

**Consideration #2**

*Does my envisioned FWA/Program Integrity solution provide the Subject Matter Expertise (SME) and Program Integrity staffing needed to take advantage of next generation analytic results?*

An analytics platform is only as successful as it is meticulously supported by knowledgeable FWA data analysts, investigators, and clinicians to keep up with the pre- and post-payment leads that are generated. An agency can have the most powerful analytics engine in the industry, but if the support staff is not able to manage leads in a timely way, follow through on the cases, and design/create new content to keep up with ever-changing fraud scenarios, then the ROI will not be optimized. Our team brings proven experience of providing supplemental program integrity staff across numerous states to bolster agency capabilities. We currently have approximately 150 dedicated program integrity staff members working on state Medicaid program integrity contracts related to algorithmic development, provider enrollment/oversight, claim analytics, investigations, clinician medical record reviews, and more.

**Consideration #3**

*Is the envisioned FWA/Program Integrity solution free from conflict of interest that could expose vulnerabilities and reduce potential ROI?*

One emerging trend that is threatening the success of Medicaid Program Integrity efforts is the rise of mergers and acquisitions that lead to unintended conflicts of interest. Many large technology companies bidding on and winning MMIS modularity contracts are then also bidding on separate FWA/Program integrity modules and analytics solutions.

If a vendor is compensated by an agency for both processing claims and identifying improper payments, this is a potential conflict of interest, whether intentional or not. As another example, if a vendor is acting as a managed care organization (MCO) in a state and they are also serving as the FWA/ Program Integrity vendor, this may also be a conflict of interest. These conflicts would be valid whether they occur through the exact same entity or related entities, because in the end, the revenue generated from the work is allocated to the same point of origin.

### About Public Consulting Group

Public Consulting Group LLC (PCG) is a leading public sector solutions implementation and operations improvement firm that partners with health, education, and human services agencies to improve lives. Founded in 1986, PCG offers in-depth programmatic knowledge and regulatory expertise to help state and municipal health agencies and providers respond to regulatory change, improve access to health care, optimize reimbursement, maximize program revenue, improve business processes, and achieve regulatory compliance. To learn more, visit [www.publicconsultinggroup.com/health/](http://www.publicconsultinggroup.com/health/).

### About LexisNexis® Risk Solutions

LexisNexis Risk Solutions is a leader in providing data insights and solutions within the government and healthcare industries to help them assess, predict, and manage risk. Over 7,500 government agencies utilize the LexisNexis referential data and linking technology to streamline decision-making, identify cost savings, and improve population health. Learn more at [risk.lexisnexis.com/government](http://risk.lexisnexis.com/government)

**Learn more about our next-generation integrity solutions for your FWA or Medicaid Program. Contact a member of our team today!**

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