Crafting the Case: Demonstrating the Value of Managed Care in HCBS

October 28, 2026

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Goals for today's session



Define the objective and target audience(s)



Identify the most important example(s) of how plans create value



Identify supporting data and examples needed



Recap next steps

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Why are we having this discussion?

To maintain and scale the Managed LTSS model
within our current and future operating environment,
we need to clearly articulate the value that our industry provides
to states, CMS, and beneficiaries

We genuinely believe that Managed LTSS is the best way to deliver
Home- and Community-Based Services for those who need them

POLL: How does Managed Care for HCBS create value for states?

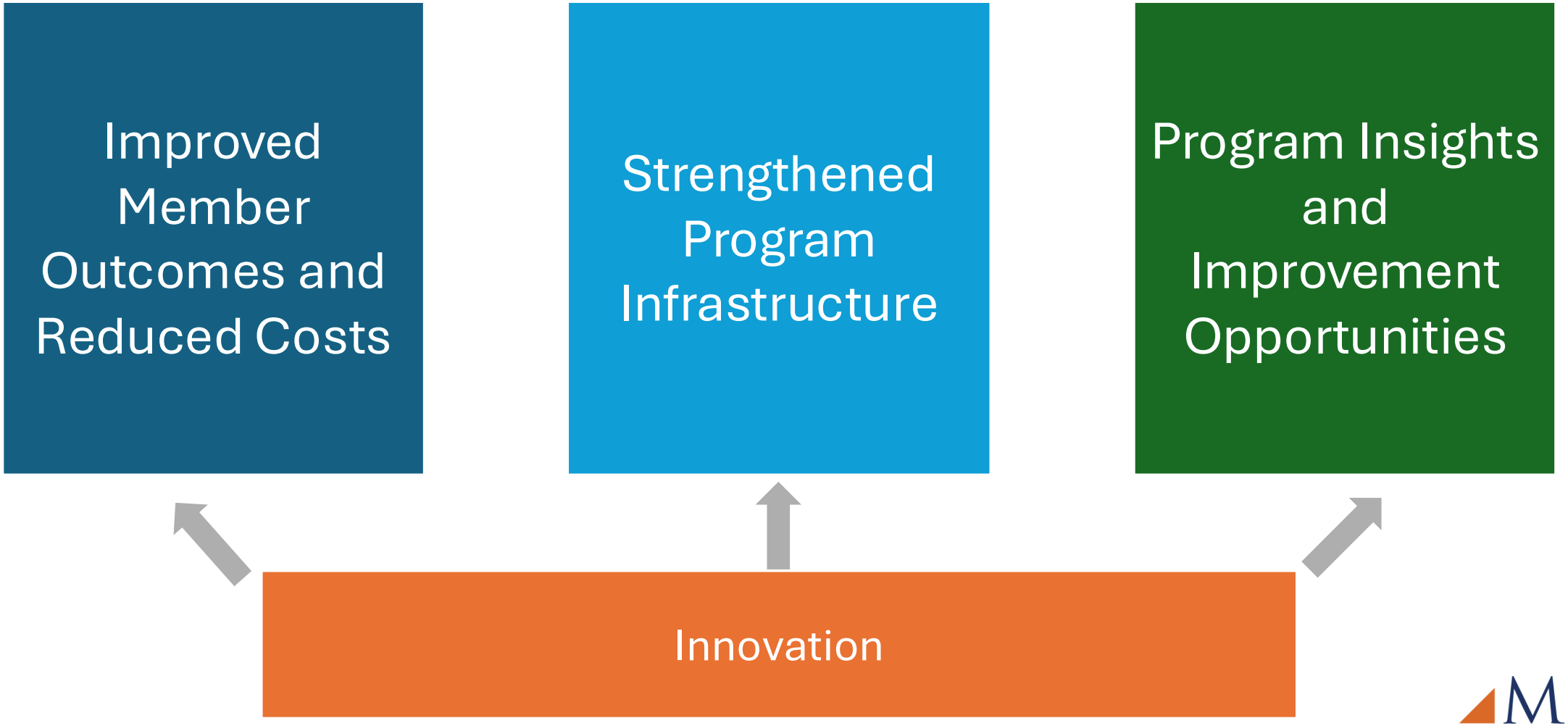
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Please connect multi-word answers with an underscore
(i.e. managed_care)

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How does Managed Care for HCBS create value for states?



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Improved Member Outcomes and Reduced Costs

Health Plan Actions & Capabilities

- Care Coordination
- Person-Centered Planning
- Chronic Condition Management
- Member Education
- Value-Added Benefits

ED/Inpatient Avoidance

Maximize Community Tenure

Access to Non-Covered Resources

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Strengthened Program Infrastructure

Health Plan Actions & Capabilities

- Data Analysis
- Network Management
- Performance Measurement
- Technology Investments
- Claims Processing

Reduction in Fraud, Waste, and Abuse

Shift Towards Higher Quality Providers

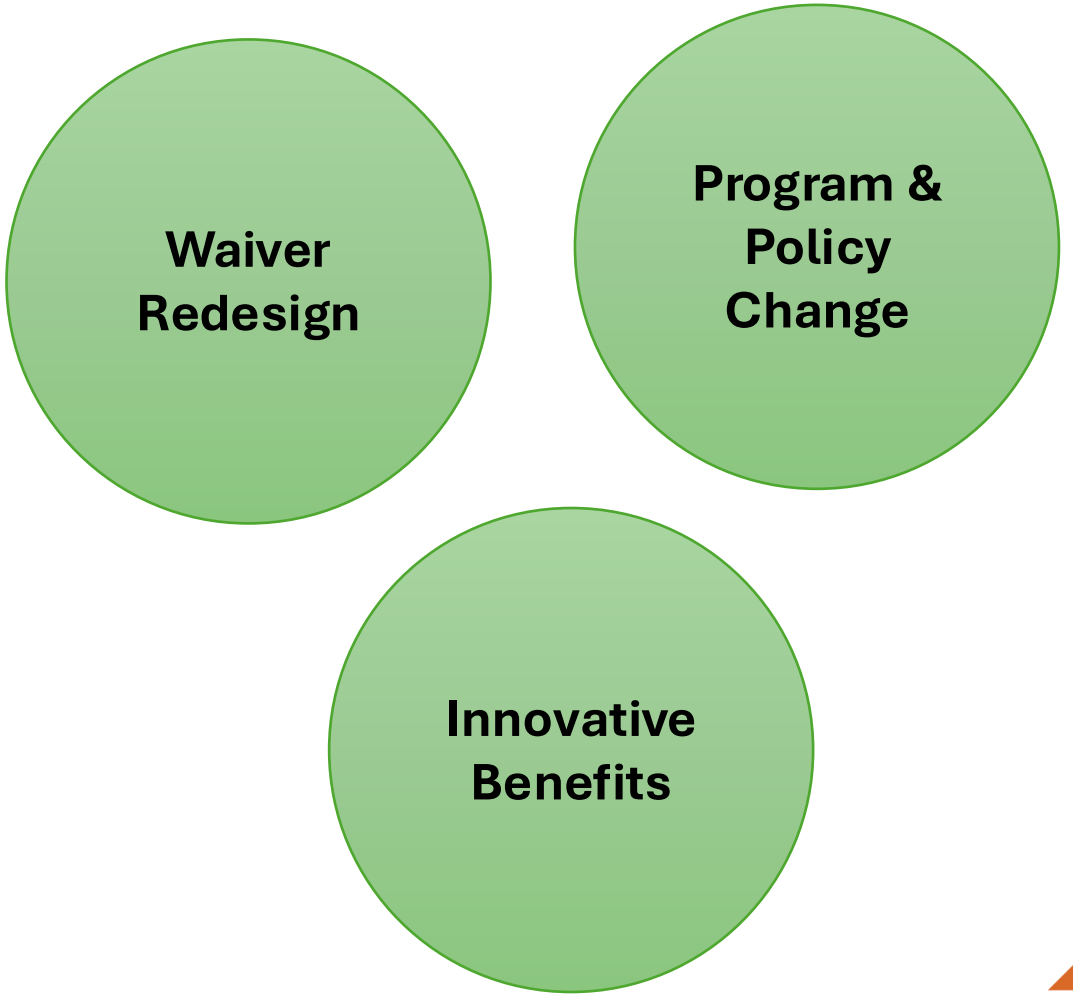
Real-Time Data Sharing

Payer of Last Resort

Program Insights and Improvement Opportunities

Health Plan Actions & Capabilities

- Best Practices from Other States and Products
- Subject Matter Expertise
- Convening Stakeholders
- Analyzing Data & Member Feedback



What type data is needed to support this?

- Financial Data
- Health Outcomes
- Member Experience / Testimonials
- Comparisons to FFS or Other Models

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Call to Action

Are you willing to volunteer to build this out further?

- As a workgroup member
- Providing data from your own organization
- Reviewing available literature
- Helping to design a study
- Something else…

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OCTOBER 27- 29, 2026

The Westin Georgetown
Washington, DC





