



## Improving Health Care Quality and Access Throughout Kentucky

### Kentucky's University Directed Payment Program

Sellers Dorsey collaborated with a long-standing provider coalition, including the University of Louisville School of Medicine and University of Louisville Health (collectively "UofL"), as well as the Norton Children's Medical Group (NCMG) and University of Kentucky (UK), to implement a directed payment program (DPP). By raising Medicaid funding levels from the Medicare equivalent to the average commercial rate (ACR), the program has **expanded access and improved patient outcomes for both UofL Health, one of Kentucky's most significant health systems, and NCMG, the area's largest pediatric provider.**

### Program Focus

This program is critical to the health of Kentucky's future generations due to providing primary and vital pediatric specialty care **to one in five Kentucky Medicaid child beneficiaries.** The Medicaid managed care program supports statewide access to UofL's health care system – a physician group of over **700 providers with 80 subspecialties at 200 practice locations.**

The team has worked with the coalition over three program years to:

- **Preserve and enhance** the existing supplemental funding stream of UofL.
- Achieve **double-digit improvement** on several of 14 equality measures.
- Qualify providers for **100% of the at-risk quality performance-based payments.**



## Emerging Impacts

*The funding made possible through this DPP is having the following impacts in Kentucky:*

**Prevented the closure** of a failing health system and critical hospital in the state.

**Improved access** by opening an urgent care clinic in a **medically underserved neighborhood**.

**Increased well child visits by 56%** for children one to 15 months.

**Exceeded the national 90% benchmark** for diabetes care.

**Changed workflows** and programs to increase focus on preventive care metrics.

**Enhanced staffing levels** for care coordination and engagement.



## Program Creation

Sellers Dorsey worked closely with the coalition from strategy development through program execution to:

- **Design** a transformative, value-based program.
- **Educate** key leaders on innovative methodologies and approaches.
- **Increase** the hospital payment methodology to the commercial equivalent for all coalition members.
- **Developed relationships** with key coalition stakeholders, State officials, and vendors.
- **Ensured program participation** for all entities of UofL's acquisition of the Kentucky One system.
- **Secure CMS approval** for a multiyear program.
- **Facilitate** implementation.

## Client Insights

"I'm so pleased with all the success we have enjoyed over the past few years and know we would not be where we are without the help of Sellers Dorsey. I am very appreciative of that help and the relationship we have developed."

— **Jerry Johnson,**  
Chief of Staff to the Executive Vice President for Health Affairs, University of Louisville

"The success we've been able to achieve has been in partnership with Sellers Dorsey. They've made a tremendous impact, and we are thankful for the relationship we've been able to grow over the years."

— **Shelly Gast,**  
System Vice President Managed Care & Payor Strategy, Norton Healthcare

Through our service to an array of clients in the Medicaid and health care landscape, we pursue **our mission to improve health care quality, equity, and access for vulnerable populations in the United States.**

### About Sellers Dorsey

Sellers Dorsey is the nation's leading consulting firm with expertise in Medicaid. Since 2000 we have consulted on a range of financing, policy, and operational projects in over 40 states, delivering a fully integrated suite of services to a wide array of clients

### Our Team

Our experts have senior leadership experience as former Medicaid and human services officials across the U.S. Our team offers a breadth of expertise and is dedicated to finding creative ways to better serve Medicaid beneficiaries.

### Our Clients



Hospitals, Physicians, and Acute Care Providers



LTSS Providers



States, Counties, and Other Public Entities



Managed Care Plans



Foundations and Advocacy Organizations



Private Equity Firms



Solution Partners