

Staff Augmentation

Our Market Prospective

Healthcare is an ever-evolving marketplace that requires vendors to stay on the forefront of change. For vendors to be successful, they must continue to acquire new skillsets while maintaining expertise in support of existing clients and contracts. The continued push towards healthcare reform requires essential skills that can be applied to supporting policy adjustments in existing platforms to adjusting towards market modularity in support of system and data interoperability.

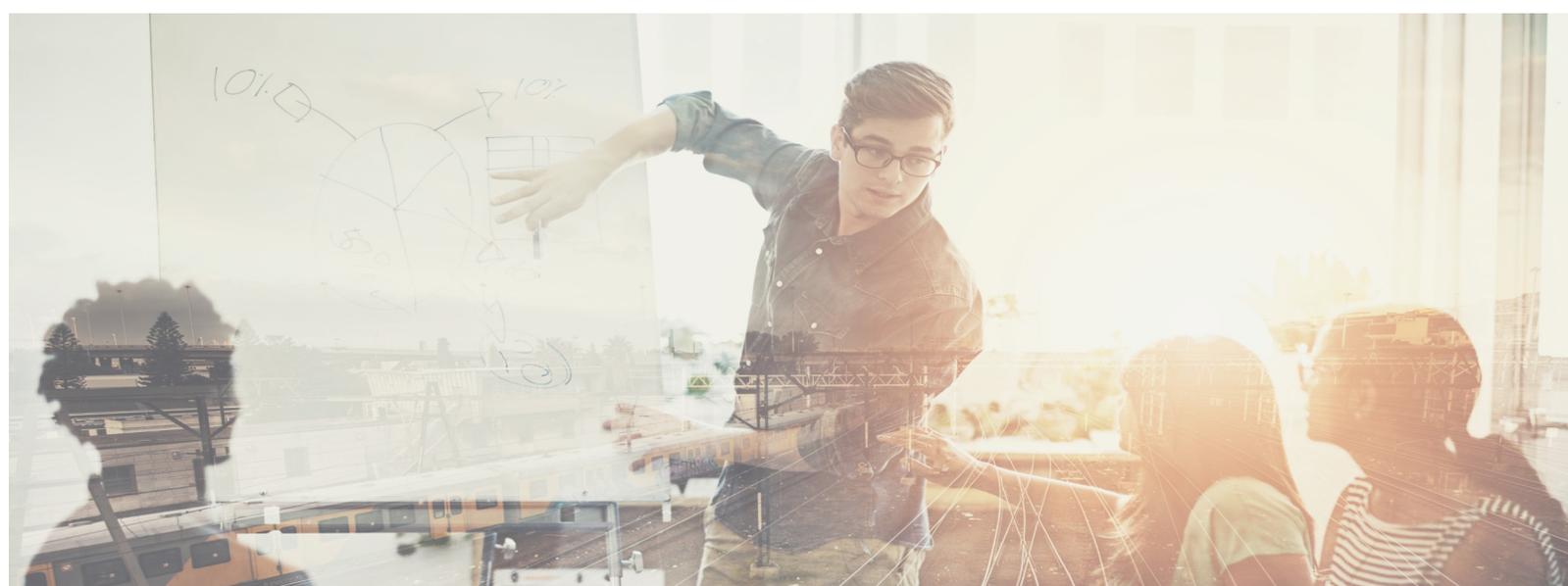
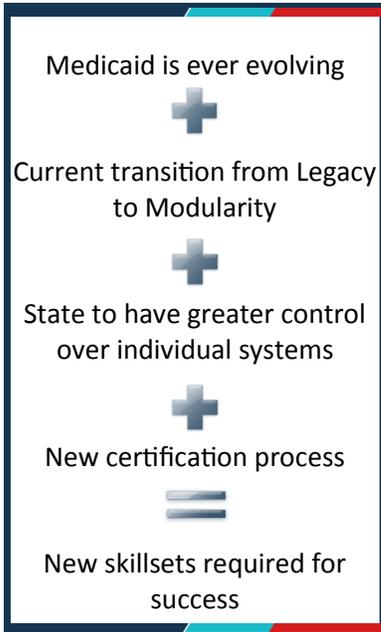
In 2017, Congress attempted to repeal the Affordable Care Act (ACA) and replace it with a single piece of legislation. Since this was unsuccessful, it is likely that there will be continued health reform efforts enacted through a more fragmented or modular approach. The ultimate goal in government healthcare is to drive value of care which is focused on the efficiency in which the care is provided and the effectiveness of that care through improved health outcomes verses readmissions. As states navigate their modularity path, they will transition from a legacy Medicaid Management Information System (MMIS) mindset to a modular environment focused in data interoperability and system integration enabled through a Medicaid Enterprise System (MES) platform.

In addition to the MES transition, efforts to reduce federal Medicaid spending could also include the use of block grants or per capita mod-

els, adding member work requirements through waiver programs, or other spending reduction through use of enhanced pricing methodologies – states are likely to gain increased autonomy in supporting their program needs.

While each state will have greater control over their individual systems, those systems still need to be certified by the Center for Medicare and Medicaid Services (CMS). Previously, a MES could only be certified after the entire system was implemented and had been used for a designated period. The MES model will impact the certification process as a narrowed modular focus will allow for more detailed guidelines. These guidelines are provided in the Medicaid Enterprise Certification Toolkit (MECT) which CMS developed to assist states as they plan, develop, test, and implement their modules. The Medicaid Enterprise Certification Life Cycle (MECL), a cornerstone of the MECT, has been updated to include milestone reviews throughout the project life cycle so the state receives early feedback about issues that may impede certification. CMS's involvement throughout the entire project lifecycle will continue to grow, especially since the approach will allow them to focus on individual modules.

Though states will most likely continue to tailor their system's to meet their program needs and be allowed this flexibility, CMS will continue to regulate and offer guidelines for states to follow with the MECT being one example.



Potential Impact on Your Organization

Leaders in healthcare are preparing for a year characterized by continued policy changes and ongoing uncertainty. CMS is encouraging states to adopt systems with modular components; this includes combining new products, open source code and commercial off the shelf (COTS) products, as well as sharing services across states and programs where appropriate. The impact of the new modularity approach extends beyond interagency cooperation (states, vendors, CMS...) but interoperability between the individual systems handling each module and testing these interfaces to ensure that interoperability. These modules will also increase the number of contracts available and the number of projects that will need to be managed. Since each state or commonwealth will be in charge of evaluating and controlling their individual processes and budgets for their healthcare program, there is going to be system variability across the country. The effect of all of this is increased risk for states to manage and additional specialization that vendors must accommodate.

The resources needed from state-to-state will differ based on the state's chosen Medicaid services and coverage. Separate modules also mean fewer cross-functional technical team members and more specialized technical experience, especially during the Design, Development, and Implementation (DDI) phase. To succeed, projects will require highly trained and experienced IT and domain staff. There will be a pull of IT talent to support existing projects, but also support new modularity market opportunities.

Modularity Impacts You: The Big 5

- 1) States' systems to be modular
- 2) Increased system interoperability to support individual modules
- 3) Roll out of an increased number of RFPs to support State Medicaid Projects
- 4) Increased need for specialized resources, especially during the DDI phase
- 5) There will be a pool of IT talent to support existing projects, but also support new modularity market opportunities

How We Can Help

With the continued focus on healthcare reform and the direct impact on state Medicaid programs, vendors who are adaptable and knowledgeable regarding market events and trends, will bring value to any project. To obtain this type of talent, states will need to rely on the expertise from experienced domain-specific partners to help fill the talent and knowledge gaps. S2Tech is in a unique position, with our over two decades of government healthcare market experience, to be able to assist with these specific project needs. With a flexible staffing model including co-locating, an onshore and offshore development center, S2Tech is able to provide market talent regardless of geographical location.

Companies are going to need to adapt to market needs and will need experienced vendors to support their unique project needs. S2Tech has lent its support to over 110 projects in 36 different states and are certified as a Minority Business Enterprise (MBE) in 17 states and counting. We have experience in data services, system support ser-

vices, web development, QA and testing and have supported Design Development Implementation (DDI), takeover, legacy replacement, Operations and Maintenance (O&M), and every phase of the project lifecycle.

Industry change is happening and to keep our employees at the forefront of these changes, S2Tech offers a plethora of training courses, both internal and external, to ensure that our employees are able to adapt to new environments and technologies.

S2Tech also has a top tier recruiting team that allows us to continually expand our workforce to support our clients' current and future needs. The full life-cycle of recruiting is managed internally at S2Tech, ensuring S2Tech and client-specific quality and experience standards are met. Furthermore, the majority of S2Tech employees remain with the organization over many years and projects, allowing our team to redeploy talent with a proven project record.

Want to Discuss How We Can Help?

S2Tech aligns our incentives with our clients' objectives and works to maintain positive client relationships by adhering to our mission statement of "delighting the client".

Did you know that S2Tech received a rating of 4.8/5 on a recent customer satisfaction survey? Are you as satisfied with your current partners?

S2Tech has assisted on many healthcare projects and would be honored to help make your project a success. Contact Matt Moreau today to share your project details and find out how we can meet your needs.