



44 Beach

STATE OF NEW HAMPSHIRE  
DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF MEDICAID BUSINESS AND POLICY

Nicholas A. Toumpas  
Commissioner

129 PLEASANT STREET, CONCORD, NH 03301-3857  
603-271-9422 1-800-852-3345 Ext. 9422  
Fax: 603-271-8431 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

Kathleen A. Dunn  
Associate Commissioner

March 26, 2014

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Council  
State House  
Concord, NH 03301

**REQUESTED ACTION**

Authorize the Department of Health and Human Services to amend existing individual agreements with the Managed Care Organizations listed below to correct a scrivener's error in Table 1 of the October 23, 2013 actuarial report provided by Milliman, Inc. and increase the SFY 2014 price limitation by \$10,363,689 to \$250,000,000 to assure contract resources are adequate to cover the remainder of the contract period, effective upon Governor and Executive Council Approval through June 30, 2014, based upon the availability and continued appropriation of funds, with authority to adjust encumbrances between fiscal years if needed and justified through the Budget Office. Governor and Council approved the original agreement on May 9, 2012 and then approved subsequent amendments on June 19, 2013 and February 12, 2014.

A second transfer is being planned to sweep funds from various Medicaid related accounts to Care Management Account #7948 to adequately fund the Medicaid Care Management contract expenses. This transfer is planned for May Fiscal and Governor and Council submission.

- Granite State Health Plan, d/b/a New Hampshire Healthy Families, 264 South River Road, Bedford, NH 03110
- Boston Medical Center HealthNet Plan, d/b/a Well Sense Health Plan, 2 Copley Place, Suite 600, Boston, MA 02116
- Granite Care – Meridian Health Plan of New Hampshire, d/b/a Meridian Health Plan of New Hampshire, 900 Elm Street, Manchester, NH 03101

Fund Name and Account Number	SFY13	SFY14	SFY15	Total
Medicaid Care Mgmt: 010-047-79480000-102	\$0.00	\$250,000,000.00	\$945,000,000.00	\$1,195,000,000
<b>Total</b>	<b>\$0.00</b>	<b>\$250,000,000.00</b>	<b>\$945,000,000.00</b>	<b>\$1,195,000,000</b>

**EXPLANATION**

The purpose of this amendment with the three Managed Care Organizations is to correct a scrivener's error in Table 1 of the actuarial report provided by Milliman, Inc. (State of New Hampshire Department of Health and Human Services, December 2013- June 2014 Capitation Rate Development for Medicaid Care Management Program, dated October 23, 2013). The figures inserted in Table 1 should have reflected the base rate of each Base Rate Capitation Rate cell, but instead were amounts that included both the base rate and the supplemental behavioral health rate. This error is corrected with this amendment.

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Executive Council  
March 26, 2014  
Page 2 of 2

The original price limitation for SFY 2014 of \$900,000,000 was reduced in the amendment approved by the Governor and Executive Council on February 12, 2014 to reflect seven months of coverage (December 1, 2013 through June 30, 2014). After careful review of current and projected member months, the Department is requesting to increase that price limitation by \$10,363,689 to \$250,000,000 to assure contract resources are adequate to cover the remainder of the contract period.

Should Governor and Council determine to not approve this request New Hampshire citizens will not benefit from improved and cost efficient medical care available to them under the Managed Care Program.

The following Performance Measures, including but not limited to the following, will be used to evaluate these agreements.

- Access Standards, including, but not limited to: provider network, geographic distance, timely access to services and access to special services;
- Quality Performance Incentives focused on four areas: Timeliness of Prenatal Care, Follow-Up After Hospitalization for Mental Illness, Parental Satisfaction With Children Getting Appointments for Care and Satisfaction with Getting Appointments for Care; and
- Claims Payment and Processing Accuracy.

Area served: Statewide.

Source of funds: Federal financial participation rates range from 50% to 75%. Average funding sources are estimated to be as follows:

State Fiscal Year 2014: 50.5% Federal Funds and 49.5% General Funds; and  
State Fiscal Year 2015: 50.2% Federal Funds, 37.7% General Funds and 12.1% Other Funds (County).

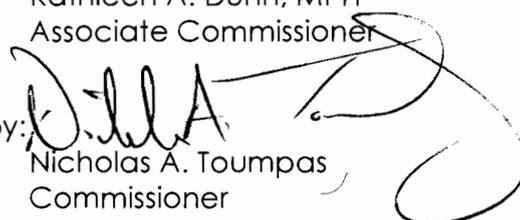
In the event that Federal or other funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,



Kathleen A. Dunn, MPH  
Associate Commissioner

Approved by:



Nicholas A. Toumpas  
Commissioner

**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



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**State of New Hampshire  
Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**

This third Amendment to the Medicaid Care Management contract (hereinafter referred to as "Amendment #3") dated this 10th day of March, 2014, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Granite Care - Meridian Health Plan of New Hampshire, Inc. (hereinafter referred to as "the Contractor"), a New Hampshire Corporation with a place of business at 900 Elm Street, Manchester, NH.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on May 9<sup>th</sup>, 2012, and amended by agreements (Amendment #1 and Amendment #2 to the Contract) approved by the Governor and Executive Council on June 19<sup>th</sup>, 2013, and February 12, 2014 the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

WHEREAS, the actual start date of Care Management was December 1, 2013, the reimbursement rate for FQHC's in the Medicaid program was increased, a DRG update was required and DRF changes in the Medicaid program resulted in changes to the payment schedules of the contract; and

WHEREAS, the implementation of the ACA required certain changes to the payment schedules of the contract; and

WHEREAS, pursuant to the General Provisions, Paragraph 18, the Agreement may be amended by the parties after approval by the Governor and Executive Council;

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree as follows:

Amendment and modification of P-37 "Agreement";

- 1) **Change** Price Limitation in Block 1.8 of the P-37 to read \$ 250,000,000.00

**Delete Exhibit B Amendment #2.**

**Replace with attached Exhibit B Amendment #3.**

**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire  
Department of Health and Human Services

3/26/14  
Date

Kathleen A. Dunn  
Kathleen A. Dunn  
Associate Commissioner and Medicaid Director

Granite Care - Meridian Health Plan of New  
Hampshire, Inc.

3-18-14  
Date

Sean P. Cotton  
Name: Sean P. Cotton  
Title: Chief Administrative Officer

Acknowledgement:  
State of Michigan, County of Wayne on 3/18/14,  
before the undersigned officer, personally appeared the person identified above, or  
satisfactorily proven to be the person whose name is signed above, and acknowledged  
that s/he executed this document in the capacity indicated above.  
Signature of Notary Public or Justice of the Peace

Sara Terrio, Notary Public  
Name and Title of Notary or Justice of the Peace

SARA TERRIO  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF WAYNE  
MY COMMISSION EXPIRES Jan 1, 2017  
ACTING IN COUNTY OF Wayne

**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

3-26-14  
Date

*Rosemary Wiant*  
Name: *Rosemary Wiant*  
Title: *Assistant Attorney General*

I hereby certify that the foregoing contract was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name:  
Title:

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #3**



This Agreement is reimbursed on a per member per month capitation rate for the Agreement term, subject to all conditions contained within Exhibit A. Accordingly, no maximum or minimum product volume is guaranteed. Any quantities set forth in this contract are estimates only. The contractor agrees to serve all members in each category of eligibility who enroll with this contractor for covered services. Capitation payment rates are as follows:

SFY14 - DECEMBER 1, 2013 – JUNE 30, 2014  
Capitation Payment

Eligibility Category	Capitation Rates
Low Income Children and Adults -Age 2-11 Months	\$ 214.94
Low Income Children and Adults -Age 1-5 Years	\$ 104.70
Low Income Children and Adults -Age 6-13 Years	\$ 113.21
Low Income Children and Adults -Female Age 14-18 Years	\$ 158.57
Low Income Children and Adults -Male Age 14-18 Years	\$ 141.86
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Low Income Children and Adults -Male Age 19-44 Years	\$ 293.14
Low Income Children and Adults -Age 45+ Years	\$ 513.35
Foster Care / Adoption	\$ 325.50
Breast and Cervical Cancer Program	\$ 1,458.67
Severely Disabled Children	\$ 1,164.43
Disabled Adults -Female Age 19-44 Years, Medicaid Only	\$ 772.05
Disabled Adults -Male Age 19-44 Years, Medicaid Only	\$ 730.83
Disabled Adults -Age 45+ Years, Medicaid Only	\$ 1,058.01
Old Age Assistance Program -Medicaid Only – Non-Nursing Home Residents	\$ 768.63
Nursing Home Residents -Medicaid Only	\$ 1,330.90
Nursing Home Residents -Dual Eligibles	\$ 80.73
Dual Eligibles -Age 0-44	\$ 251.58
Dual Eligibles -Age 45-64	\$ 308.79
Dual Eligibles -Age 65+	\$ 217.32
Newborn Kick Payment	\$ 2,935.18
Maternity Kick Payment	\$ 3,013.31
Supplemental Behavioral Health Rate Cell	Supplemental Rate
Severe/Persistent Mental Illness: Low Income Children and Adults & Foster Care	\$ 1,516.07
Severe/Persistent Mental Illness: All Other	\$ 1,035.74
Severe Mental Illness: Low Income Children and Adults & Foster Care	\$ 949.27
Severe Mental Illness: All Other	\$ 567.36
Low Utilizer	\$ 468.02
Serious Emotionally Disturbed Child: TANF and Foster Care	\$ 783.04
Serious Emotionally Disturbed Child: All Other	\$ 1,074.86

Price Limitation. This Agreement is one of multiple contracts that will serve the New Hampshire Medicaid Care Management Program. The estimated member months, for State Fiscal Year 2014, to be served among all contracts is 772,682. Accordingly, the price limitation for SFY14 among all contracts, for State Fiscal Year 2014, based on the projected members per month is \$250,000,000.

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #3**



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Invoicing. Invoices shall be submitted and will be paid based on the terms outlined in Exhibit A. Invoices for services shall be sent to the following address. The MCO shall be notified in writing should this information change during the course of the contract:

Attn: Medicaid Finance Director  
New Hampshire Medicaid Managed Care Program  
129 Pleasant Street  
Concord, NH 03304

**GRANITE CARE-MERIDIAN HEALTH PLAN OF NEW HAMPSHIRE, INC.**

**ATTESTATION**

I, David B. Cotton, M.D., attest that I am Chairman of the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation and Health Maintenance Organization.

I further attest that to date, the Consent Resolution of the Board of Directors – Certificate of Authority, executed on March 20, 2012 has not been revoked and shall continue in full force and effect until such time as it may be revoked by the Board of Directors.

I further attest that Sean P. Cotton had the authority of the Board of Directors to execute Amendment #3 to the Medicaid Care Management Contract on March 18, 2014.

Executed by the undersigned Chairman of the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation and Health Maintenance Organization.



\_\_\_\_\_  
David B. Cotton, M.D.  
Chairman of the Board of Directors

State of Michigan     )  
                                  ) ss:  
County of Wayne     )

Subscribed and sworn before me by David B. Cotton, M.D. on this 18 day of March, 2014.

Signature Sara Terrio  
Printed name Sara Terrio

Notary Public, State of Michigan, County of Wayne  
My Commission expires 1/1/2017

SARA TERRIO  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF WAYNE  
MY COMMISSION EXPIRES Jan 1, 2017  
ACTING IN COUNTY OF Wayne

**GRANITE CARE-MERIDIAN HEALTH PLAN OF NEW HAMPSHIRE, INC.**

**CONSENT RESOLUTION OF BOARD OF DIRECTORS**

**Certificate of Authority**

The undersigned, being the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation (the "Company") do hereby consent to the following resolution:

WHEREAS, the Board of Directors desire to authorize Sean P. Cotton to enter into any and all agreements and execute any and all contracts, documents and instruments necessary to bind the Company with regard to a Medicaid Care Management Contract with the State of New Hampshire;

RESOLVED, Sean P. Cotton, hereby has the full authority to enter into any and all agreements and execute any and all contracts, documents and instruments necessary to bind the Company to a Medicaid Care Management Contract with the State of New Hampshire.

Executed by the undersigned as the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation on the dates indicated below.

**[Signature Page Follows]**

Name	Signature	Date of Execution
David B. Cotton, M.D.	<u>[Signature]</u>	<u>3/20/12</u>
Jon B. Cotton	<u>[Signature]</u>	<u>3/20/12</u>
Sean P. Cotton	<u>[Signature]</u>	<u>3/20/12</u>
Michael D. Cotton	<u>[Signature]</u>	<u>3/20/12</u>
Thomas L. Lauzon	<u>[Signature]</u>	<u>3-20-12</u>

State of Michigan )  
 ) ss:  
 County of Wayne )

Subscribed and sworn to before me by the Board of Directors of Granite Care – Meridian Health Plan of New Hampshire, Inc., this 20<sup>th</sup> day of March, 2012.

Signature Tracy Novak

Printed name Tracy Novak

Notary public, State of Michigan, County of Wayne  
 My commission expires August 6, 2012

TRACY NOVAK  
 NOTARY PUBLIC, STATE OF MI  
 COUNTY OF MACOMB  
 MY COMMISSION EXPIRES Aug 6, 2016  
 ACTING IN COUNTY OF WAYNE



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
1/16/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

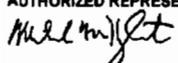
<b>PRODUCER</b> Hylant Group Inc - Detroit 2401 W Big Beaver, Suite 400 Troy MI 48084	<b>CONTACT NAME:</b> Dale Delmotte <b>PHONE (A/C, No, Ext):</b> 248-822-2247 <b>FAX (A/C, No):</b> 248-643-8753 <b>E-MAIL ADDRESS:</b> dale.delmotte@hylant.com
	<b>INSURER(S) AFFORDING COVERAGE</b>
<b>INSURED</b> CAIDENT-01 Granite Care- Meridian Health Plan of New Hampshire, Inc. 777 Woodward, Suite 600 Detroit MI 48226	<b>INSURER A:</b> Hartford Accident and Indemnity Com <b>NAIC #</b> 22357
	<b>INSURER B:</b>
	<b>INSURER C:</b>
	<b>INSURER D:</b>
	<b>INSURER E:</b>
	<b>INSURER F:</b>

**COVERAGES** **CERTIFICATE NUMBER: 226270720** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURERS	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC		35UUNKW2929	1/1/2014	1/1/2015	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N <input checked="" type="checkbox"/> N/A	N	35WEBU0172	1/1/2014	1/1/2015	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)**  
 Hartford Workers Compensation Issuing Companies by State:  
 IL & NH; Hartford Accident and Indemnity Company #22357  
 IA; Sentinel Insurance Company #11000  
 MA; Twin City Fire Insurance Company #29459  
 MI; Trumbull Insurance Company #27120

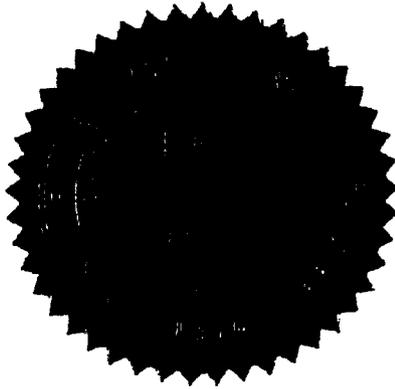
<b>CERTIFICATE HOLDER</b> Department of Health and Human Services 129 Pleasant St. Concord NH 03301	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify Granite Care-Meridian Health Plan of New Hampshire, Inc. is a New Hampshire corporation registered on November 3, 2011. I further certify that articles of dissolution have not been filed with this office.

INFORMATION REGARDING ANNUAL REPORTS AND/OR FEES MUST BE  
OBTAINED FROM THE NEW HAMPSHIRE INSURANCE DEPARTMENT.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 10<sup>th</sup> day of June, A.D. 2013

A handwritten signature in black ink, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State



**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



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**State of New Hampshire  
Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**

This third Amendment to the Medicaid Care Management contract (hereinafter referred to as "Amendment #3") dated this 10<sup>th</sup> day of March, 2014, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Granite State Health Plan, Inc. (hereinafter referred to as "the Contractor"), a New Hampshire Corporation with a place of business at 2 Executive Park Drive, Bedford, NH 03110.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on May 9<sup>th</sup>, 2012, and amended by agreements (Amendment #1 and Amendment #2 to the Contract) approved by the Governor and Executive Council on June 19<sup>th</sup>, 2013, and February 12, 2014 the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

WHEREAS, the actual start date of Care Management was December 1, 2013, the reimbursement rate for FQHC's in the Medicaid program was increased, a DRG update was required and DRF changes in the Medicaid program resulted in changes to the payment schedules of the contract; and

WHEREAS, the implementation of the ACA required certain changes to the payment schedules of the contract; and

WHEREAS, pursuant to the General Provisions, Paragraph 18, the Agreement may be amended by the parties after approval by the Governor and Executive Council;

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree as follows:

Amendment and modification of P-37 "Agreement";

- 1) **Change** Price Limitation in Block 1.8 of the P-37 to read \$ 250,000,000.00

**Delete Exhibit B Amendment #2.**

**Replace with attached Exhibit B Amendment #3.**

**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the <sup>party has</sup> ~~parties have~~ set their hands as of the date written below,

State of New Hampshire  
Department of Health and Human Services

3/26/14  
Date

Kathleen A. Dunn  
Kathleen A. Dunn  
Associate Commissioner and Medicaid Director

Granite State Health Plan, Inc.

3/17/14  
Date

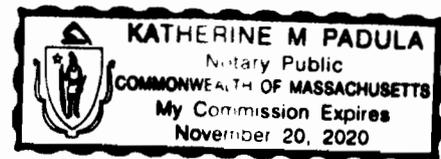
Jay Gonzalez  
Name: Jay Gonzalez  
Title: President & CEO

**Acknowledgement:**

State of Massachusetts, County of Middlesex on March 17, 2014  
before the undersigned officer, personally appeared the person identified above, or  
satisfactorily proven to be the person whose name is signed above, and acknowledged  
that s/he executed this document in the capacity indicated above.

Signature of Notary Public or Justice of the Peace

Katherine M. Padula, Notary  
Name and Title of Notary or Justice of the Peace



**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

3-26-14  
Date

*Rosemary Wiant*  
Name: *Rosemary Wiant*  
Title: *Assistant Attorney General*

I hereby certify that the foregoing contract was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name:  
Title:

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #3**



This Agreement is reimbursed on a per member per month capitation rate for the Agreement term, subject to all conditions contained within Exhibit A. Accordingly, no maximum or minimum product volume is guaranteed. Any quantities set forth in this contract are estimates only. The contractor agrees to serve all members in each category of eligibility who enroll with this contractor for covered services. Capitation payment rates are as follows:

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**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #3**



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New Hampshire Medicaid Managed Care Program  
129 Pleasant Street  
Concord, NH 03304



# CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)  
11/05/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Aon Risk Services Central, Inc. St. Louis MO Office 8182 Maryland Avenue St Louis MO 63105 USA	<b>CONTACT NAME:</b> PHONE (A/C. No. Ext): (866) 283-7122      FAX (A/C. No.): (800) 363-0105		
	<b>E-MAIL ADDRESS:</b>		
<b>INSURED</b> Granite State Health Plan c/o Centene Corporation 7700 Forsyth Blvd. Suite 600 St. Louis MO 63105 USA	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
	INSURER A: American Zurich Ins Co		40142
	INSURER B:		
	INSURER C:		
	INSURER D:		
	INSURER E:		
	INSURER F:		

Holder Identifier :

Certificate No : 570051900090


**COVERAGES**      **CERTIFICATE NUMBER: 570051900090**      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. **Limits shown are as requested**

INS LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC			GLA 9826749-02	11/01/2013	11/01/2014	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION						EACH OCCURRENCE AGGREGATE
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes describe under DESCRIPTION OF OPERATIONS below		Y/N N	wc647833300	11/01/2013	11/01/2014	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E L EACH ACCIDENT \$1,000,000 E L DISEASE-EA EMPLOYEE \$1,000,000 E L DISEASE-POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101. Additional Remarks Schedule, if more space is required)

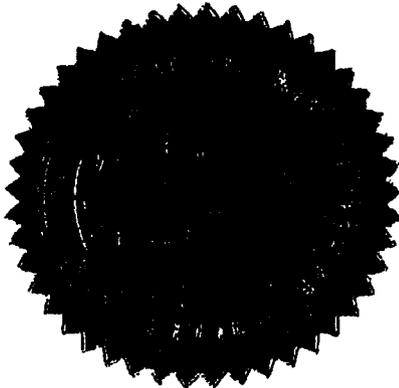
<b>CERTIFICATE HOLDER</b>  NH Department of Health and Human Services, Office of the Commissioner (OCOM) Attn: Walter Faasen or Kathleen Dunn Brown Building, 129 Pleasant Street Concord NH 03301-3857 USA	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  <b>AUTHORIZED REPRESENTATIVE</b>  <i>Aon Risk Services Central, Inc.</i>
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State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify Granite State Health Plan, Inc. is a New Hampshire corporation registered on March 14, 2012. I further certify that articles of dissolution have not been filed with this office.

INFORMATION REGARDING ANNUAL REPORTS AND/OR FEES MUST BE  
OBTAINED FROM THE NEW HAMPSHIRE INSURANCE DEPARTMENT.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 11<sup>th</sup> day of June, A.D. 2013

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State

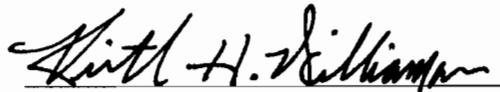
## CERTIFICATE OF AUTHORITY

I, Keith H. Williamson, hereby certify that I am Secretary of the Granite State Health Plan, Inc., a New Hampshire corporation organized and existing under the laws of the State of New Hampshire (the "Corporation").

I further certify that Jay M. Gonzalez, President & CEO of the Corporation, is authorized to sign on behalf of the Corporation any and all agreements and execute any and all contracts, documents and instruments necessary to bind the Corporation.

I further certify that the authority given to the individual named above shall remain in full force and effect until this Certificate of Authority is amended by the Corporation.

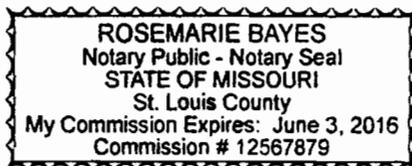
IN WITNESS WHEREOF, I have subscribed my name as Secretary of the Corporation on this 17<sup>th</sup> day of March, 2014.

  
Keith H. Williamson, Secretary

State of Missouri

County of St. Louis

On this 17<sup>th</sup> day of March, 2014, before me, Rosemarie Bayes, the undersigned Notary Public, personally appeared Keith H. Williamson, personally known to me, to be the person whose name is subscribed to within the instrument, and acknowledged to me that he executed the same for the purposes therein stated.



  
Signature of Notary Public

**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



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**State of New Hampshire  
Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**

This third Amendment to the Medicaid Care Management contract (hereinafter referred to as "Amendment #3") dated this 10<sup>th</sup> day of March, 2014, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Boston Medical Center Health Plan, Inc. (hereinafter referred to as "the Contractor"), a Massachusetts nonprofit corporation with a place of business at 2 Copley Place, Suite 600, Boston, MA 02116.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on May 9<sup>th</sup>, 2012, and amended by agreements (Amendment #1 and Amendment #2 to the Contract) approved by the Governor and Executive Council on June 19<sup>th</sup>, 2013, and February 12, 2014 the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

WHEREAS, the actual start date of Care Management was December 1, 2013, the reimbursement rate for FQHC's in the Medicaid program was increased, a DRG update was required and DRF changes in the Medicaid program resulted in changes to the payment schedules of the contract; and

WHEREAS, the implementation of the ACA required certain changes to the payment schedules of the contract; and

WHEREAS, pursuant to the General Provisions, Paragraph 18, the Agreement may be amended by the parties after approval by the Governor and Executive Council;

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree as follows:

Amendment and modification of P-37 "Agreement";

- 1) **Change** Price Limitation in Block 1.8 of the P-37 to read \$ 250,000,000.00

**Delete Exhibit B Amendment #2.**

**Replace with attached Exhibit B Amendment #3.**

New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract



This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire  
Department of Health and Human Services

3/26/14  
Date

Kathleen A. Dunn  
Kathleen A. Dunn  
Associate Commissioner and Medicaid Director

Boston Medical Center Health Plan, Inc.

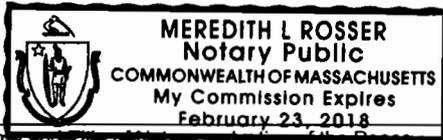
3/21/2014  
Date

Kathleen E. Walsh  
Name: Kathleen E. Walsh  
Title: CSO

Acknowledgement:

State of Massachusetts, County of Suffolk on 3/21/2014,  
before the undersigned officer, personally appeared the person identified above, or  
satisfactorily proven to be the person whose name is signed above, and acknowledged  
that s/he executed this document in the capacity indicated above.

Signature of Notary Public or Justice of the Peace



Name and Title of Notary or Justice of the Peace

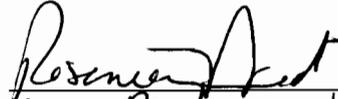
**New Hampshire Department of Health and Human Services  
Amendment #3 to the Medicaid Care Management Contract**



The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

3-26-14  
Date

  
Name: Rosemary Wiant  
Title: Asst. Attorney General

I hereby certify that the foregoing contract was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name:  
Title:

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #3**



This Agreement is reimbursed on a per member per month capitation rate for the Agreement term, subject to all conditions contained within Exhibit A. Accordingly, no maximum or minimum product volume is guaranteed. Any quantities set forth in this contract are estimates only. The contractor agrees to serve all members in each category of eligibility who enroll with this contractor for covered services. Capitation payment rates are as follows:

SFY14 - DECEMBER 1, 2013 – JUNE 30, 2014  
Capitation Payment

Eligibility Category	Capitation Rates
Low Income Children and Adults -Age 2-11 Months	\$ 214.94
Low Income Children and Adults -Age 1-5 Years	\$ 104.70
Low Income Children and Adults -Age 6-13 Years	\$ 113.21
Low Income Children and Adults -Female Age 14-18 Years	\$ 158.57
Low Income Children and Adults -Male Age 14-18 Years	\$ 141.86
Low Income Children and Adults -Female Age 19-44 Years	\$ 371.55
Low Income Children and Adults -Male Age 19-44 Years	\$ 293.14
Low Income Children and Adults -Age 45+ Years	\$ 513.35
Foster Care / Adoption	\$ 325.50
Breast and Cervical Cancer Program	\$ 1,458.67
Severely Disabled Children	\$ 1,164.43
Disabled Adults -Female Age 19-44 Years, Medicaid Only	\$ 772.05
Disabled Adults -Male Age 19-44 Years, Medicaid Only	\$ 730.83
Disabled Adults -Age 45+ Years, Medicaid Only	\$ 1,058.01
Old Age Assistance Program -Medicaid Only – Non-Nursing Home Residents	\$ 768.63
Nursing Home Residents -Medicaid Only	\$ 1,330.90
Nursing Home Residents -Dual Eligibles	\$ 80.73
Dual Eligibles -Age 0-44	\$ 251.58
Dual Eligibles -Age 45-64	\$ 308.79
Dual Eligibles -Age 65+	\$ 217.32
Newborn Kick Payment	\$ 2,935.18
Maternity Kick Payment	\$ 3,013.31
<b>Supplemental Behavioral Health Rate Cell</b>	<b>Supplemental Rate</b>
Severe/Persistent Mental Illness: Low Income Children and Adults & Foster Care	\$ 1,516.07
Severe/Persistent Mental Illness: All Other	\$ 1,035.74
Severe Mental Illness: Low Income Children and Adults & Foster Care	\$ 949.27
Severe Mental Illness: All Other	\$ 567.36
Low Utilizer	\$ 468.02
Serious Emotionally Disturbed Child: TANF and Foster Care	\$ 783.04
Serious Emotionally Disturbed Child: All Other	\$ 1,074.86

Price Limitation. This Agreement is one of multiple contracts that will serve the New Hampshire Medicaid Care Management Program. The estimated member months, for State Fiscal Year 2014, to be served among all contracts is 772,682. Accordingly, the price limitation for SFY14 among all contracts, for State Fiscal Year 2014, based on the projected members per month is \$250,000,000.

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #3**



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Invoicing. Invoices shall be submitted and will be paid based on the terms outlined in Exhibit A. Invoices for services shall be sent to the following address. The MCO shall be notified in writing should this information change during the course of the contract:

Attn: Medicaid Finance Director  
New Hampshire Medicaid Managed Care Program  
129 Pleasant Street  
Concord, NH 03304

Clerk's Certificate of Vote

I, Susan M. Coakley, the duly and qualified Clerk of Boston Medical Center Health Plan, Inc. (BMCHP), a Massachusetts non-profit corporation organized under Chapter 180 of the General Laws of Massachusetts, do hereby certify that the following votes were approved by the Board of Trustees of Corporation on February 14, 2012:

VOTED: To delegate authority to the Finance Committee of the Board of Trustees to authorize Boston Medical Center Health Plan, Inc. (BMCHP) to enter into a capitation agreement with the New Hampshire Department of Health and Human Services to provide Medicaid managed care to eligible New Hampshire residents if awarded a contract pursuant to the competitive procurement.

FURTHER

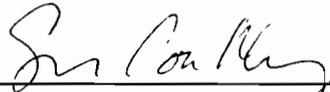
VOTED: To authorize and direct Kate Walsh, President and CEO, Thomas Traylor, Treasurer, Vice-President of Federal and State Relations for Boston Medical Center, or Scott O'Gorman, Interim Executive Director, acting singly or jointly, to execute, deliver and file such documents and papers and to take such actions, from time to time in the name of and on behalf of BMCHP, as each of them may deem necessary or appropriate to implement and effect the full intent and purpose of the foregoing resolutions, and to approve their authority to execute and deliver any such agreements, documents, instruments or other papers and to take any such further actions shall be conclusively evidenced by the execution and delivery thereof or the taking thereof.

I further certify that the following vote was approved by the Finance Committee of the BMCHP Board of Trustees on March 9, 2012:

VOTED: That BMCHP is hereby authorized to enter into a three-year Medicaid care management contract with the New Hampshire Department of Health and Human Services with coverage effective July 1, 2011 [sic], subject to satisfactory negotiation of final contract terms.

IN WITNESS WHEREOF, I have hereunto set my hand on this 21st day of March 2014.

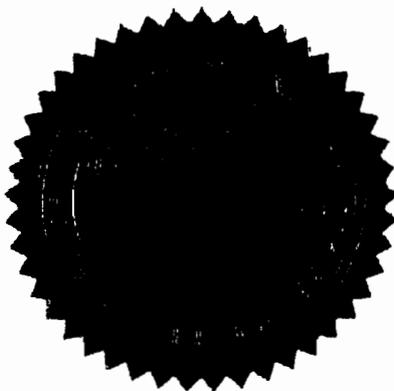
BOSTON MEDICAL CENTER HEALTH PLAN, INC.

  
\_\_\_\_\_  
Susan M. Coakley, Clerk

State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that Boston Medical Center HealthNet Plan is a New Hampshire trade name registered on July 24, 2012 and that Boston Medical Center Health Plan, Inc. presently own(s) this trade name. I further certify that it is in good standing as far as this office is concerned, having paid the fees required by law.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 10<sup>th</sup> day of June, A.D. 2013

A handwritten signature in black ink, appearing to read "William M. Gardner". The signature is fluid and cursive.

William M. Gardner  
Secretary of State



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
6/13/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Bostonian Group Insurance Agency, Inc. 500 Boylston Street Suite 300 Boston MA 02116	<b>CONTACT NAME:</b> Mariam Lyons <b>PHONE (AC No. Ext.):</b> (617) 587-2399 <b>FAX (AC No.):</b> (617) 238-0011																					
	<b>ADDRESS:</b> <table border="1"> <tr> <th colspan="2">INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A:</td> <td>Hartford Casualty &amp; Hartford Ind</td> <td></td> </tr> <tr> <td>INSURER B:</td> <td></td> <td></td> </tr> <tr> <td>INSURER C:</td> <td></td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> <td></td> </tr> </table>		INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	Hartford Casualty & Hartford Ind		INSURER B:			INSURER C:			INSURER D:			INSURER E:			INSURER F:	
INSURER(S) AFFORDING COVERAGE		NAIC #																				
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INSURER B:																						
INSURER C:																						
INSURER D:																						
INSURER E:																						
INSURER F:																						
<b>INSURED</b> Boston Medical Center Health Plan Inc Two Copley Place Suite 600 Boston MA 02116																						

**COVERAGES** CERTIFICATE NUMBER: CL1361301238 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURER WORD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	<b>GENERAL LIABILITY</b> <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	08WZKH9897	5/30/2013	5/30/2014	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)  
 Evidence of 2013 Workers' Compensation Coverage.  
 States Included: Massachusetts, New Hampshire

**CERTIFICATE HOLDER****CANCELLATION**

Insured Copy	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE  Holley Gordiner/LYONS

**DATE:**  
6/13/2013

**Strategic Risk Solutions (Cayman) Ltd.**  
Governors Square 2 Floor Building 3  
23 Lime Tree Bay Ave.  
P.O. Box 1159  
Grand Cayman KY1-1102  
Cayman Islands

This certificate is issued as a matter of information only and confers no rights upon the Certificate Holder. This Certificate does not amend, extend or alter the coverage afforded by the policies below.

**INSURED**  
Boston Medical Center  
d/b/a Boston Medical Center HealthNet Plan  
Two Copley Place  
Boston, MA 02118

**COMPANY AFFORDING COVERAGE**  
  
**A BOSTON MEDICAL CENTER INSURANCE COMPANY, LTD.**

**COVERAGES**

This is to certify that the Policies listed below have been issued to the Named Insured above for the Policy Period indicated, notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies. Limits shown may have been reduced by paid claims.

TYPE OF INSURANCE	CO. LTR.	POLICY NUMBER	POLICY EFFECTIVE DATE	POLICY EXPIRATION DATE	LIMITS	
<b>GENERAL LIABILITY</b>	A	BMCIC-PR-A-13	06/30/2013	06/30/2014	EACH OCCURENCE	\$2,000,000
					AGGREGATE	
					PERSONAL & ADV INJURY	\$
					EACH OCCURRENCE	\$
					FIRE DAMAGE	\$
COMMERCIAL GENERAL LIABILITY					MEDICAL EXPENSES	\$
CLAIMS MADE						
OCCURRENCE						
<b>PROFESSIONAL LIABILITY</b>					EACH OCCURENCE	
					AGGREGATE	

**DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/SPECIAL ITEMS (LIMITS MAY BE SUBJECT TO RETENTIONS)**  
This policy will provide coverage to all Boston Medical Center HealthNet Plan's offices in Massachusetts and New Hampshire.

**CERTIFICATE HOLDER**

Nicholas A. Toumpas, Commissioner  
Department of Health and Human Services  
State of New Hampshire  
129 Pleasant Street  
Concord, NH 03301

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

**AUTHORIZED REPRESENTATIVES**



MS

MS  
25



STATE OF NEW HAMPSHIRE  
DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF MEDICAID BUSINESS AND POLICY

Nicholas A. Toumpas  
Commissioner

Kathleen A. Dunn  
Associate Commissioner

129 PLEASANT STREET, CONCORD, NH 03301-3857  
603-271-9422 1-800-852-3345 Ext. 9422  
Fax: 603-271-8431 TDD Access: 1-800-735-2964 www.dhhs.nh.gov

January 30, 2014

**G&C Approved**

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Council  
State House  
Concord, NH 03301

Date 2-12-14  
Item # 25 *50.5% Federal funds*  
*49.5% General funds*

**REQUESTED ACTION**

Authorize the Department of Health & Human Services to amend existing individual agreements with the Managed Care Organizations listed below to provide Medicaid Managed Care medical and long-term care services to Medicaid clients by adjusting rates to reflect the annual actuarially certified rate structure, effective December 1, 2013, through June 30, 2014. These are zero cost amendments, specific to the rate structure update for SFY14 and do not have an impact on the contract period.

- Granite State Health Plan, d/b/a New Hampshire Healthy Families, 264 South River Road, Bedford, NH 03110
- Boston Medical Center HealthNet Plan, d/b/a Well Sense Health Plan, 2 Copley Place, Suite 600, Boston, MA 02116
- Granite Care – Meridian Health Plan of New Hampshire, d/b/a Meridian Health Plan of New Hampshire, 900 Elm Street, Manchester, NH 03101

Funds for the services are anticipated to be available in the following account:

Fund Name and Account Number	SFY13	SFY14	SFY15	Total
Medicaid Care Management: 010-047-79480000-102	\$0.00	\$239,636,311.00	\$945,000,000.00	\$1,184,636.31
<b>Total</b>	<b>\$0.00</b>	<b>\$239,636,311.00</b>	<b>\$945,000,000.00</b>	<b>\$1,184,636.31</b>

**EXPLANATION**

The purpose of this amendment with the three Managed Care Organizations is to adjust the payments rates to incorporate changes that have occurred in the Medicaid program since the current rates were set in July 2013. The original contract envisioned \$900,000,000 for SFY 2014. However, due to a delayed start, the price limitation is adjusted to \$239,636,311 to represent the partial year of SFY14, December 1, 2013 through June 30, 2014, and does not include the contract amount for SFY15. The Department is planning to bring a new amendment for G&C approval for SFY15.

These amendments reflect an adjustment to the per member per month rates paid to the managed care organizations to incorporate additional capacity and rate increase for designated receiving facility beds (involuntary psychiatric treatment beds located in private hospitals) in the State, update to DRG and FQHC rates, as well as an adjustment to reflect the start date of Care Management as December 1, 2013. The original agreements approved by Governor and Executive Council on May 9, 2012 allow for such amendments. These original agreements were competitively bid.

Should Governor and Council determine to not approve this request New Hampshire citizens will not benefit from improved and cost efficient medical care available to them under the Managed Care Program.

The following Performance Measures, including but not limited to the following, will be used to evaluate these agreements.

- Access Standards, including, but not limited to: provider network, geographic distance, timely access to services and access to special services;
- Quality Performance Incentives focused on four areas: Timeliness of Prenatal Care, Follow-Up After Hospitalization for Mental Illness, Parental Satisfaction With Children Getting Appointments for Care and Satisfaction with Getting Appointments for Care; and
- Claims Payment and Processing Accuracy.

Area served: Statewide.

Source of funds: Federal financial participation rates range from 50% to 75%. Average funding sources are estimated to be as follows:

State Fiscal Year 2014: 50.5% Federal Funds and 49.5% General Funds; and  
State Fiscal Year 2015: 50.2% Federal Funds, 37.7% General Funds and 12.1% Other Funds (County).

In the event that Federal or other funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,



Kathleen A. Dunn, MPH  
Associate Commissioner

Approved by:



Nicholas A. Toumpas  
Commissioner

**New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**



---

**State of New Hampshire  
Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**

This second Amendment to the Medicaid Care Management contract (hereinafter referred to as "Amendment #2") dated this January 22nd day of 2014, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Granite State Health Plan, Inc. (hereinafter referred to as "the Contractor"), a New Hampshire Corporation with a place of business at 2 Executive Park Drive, Bedford, NH 03110.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on May 9<sup>th</sup>, 2012, and amended by an agreement (Amendment #1 to the Contract) approved by the Governor and Executive Council on June 19<sup>th</sup>, 2013, the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

WHEREAS, the actual start date of Care Management was December 1, 2013, the reimbursement rate for FQHC's in the Medicaid program was increased, a DRG update was required and DRF changes in the Medicaid program resulted in changes to the payment schedules of the contract; and

WHEREAS, the implementation of the ACA required certain changes to the payment schedules of the contract; and

WHEREAS, pursuant to the General Provisions, Paragraph 18, the Agreement may be amended by the parties after approval by the Governor and Executive Council;

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree as follows:

Amendment and modification of P-37 "Agreement";

1) Change Price Limitation in Block 1.8 of the P-37 to read \$ 239,636,311.00

Delete Exhibit B amendment #1.

Replace with attached Exhibit B Amendment #2.

New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract



This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

1/29/14  
Date

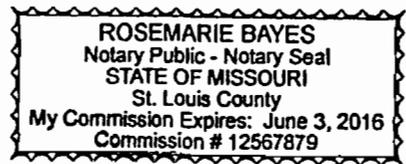
State of New Hampshire  
Department of Health and Human Services  
Mailee Nihan  
Deputy Commissioner  
Kathleen A. Dunn  
Associate Commissioner and Medicaid Director

1/24/14  
Date

Granite State Health Plan, Inc.  
[Signature]  
Name: Jay Gonzalez  
Title: President & CEO

Acknowledgement:  
State of Missouri, County of St. Louis on January 24, 2014,  
before the undersigned officer, personally appeared the person identified above, or  
satisfactorily proven to be the person whose name is signed above, and acknowledged  
that s/he executed this document in the capacity indicated above.  
Signature of Notary Public or Justice of the Peace

Rosemarie Bayes  
Name and Title of Notary or Justice of the Peace



New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract



The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

1-30-14  
Date

*Rosemary Wiant*  
Name: *Rosemary Wiant*  
Title: *Assistant Attorney General*

I hereby certify that the foregoing contract was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name:  
Title:

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #2**



This Agreement is reimbursed on a per member per month capitation rate for the Agreement term, subject to all conditions contained within Exhibit A. Accordingly, no maximum or minimum product volume is guaranteed. Any quantities set forth in this contract are estimates only. The contractor agrees to serve all members in each category of eligibility who enroll with this contractor for covered services. Capitation payment rates are as follows:

**SFY14 - DECEMBER 1, 2013 – JUNE 30, 2014**  
**Capitation Payment**

<b>Eligibility Category</b>	<b>Capitation Rates</b>
Low Income Children and Adults -Age 2-11 Months	\$ 214.94
Low Income Children and Adults -Age 1-5 Years	\$ 114.91
Low Income Children and Adults -Age 6-13 Years	\$ 163.46
Low Income Children and Adults -Female Age 14-18 Years	\$ 212.22
Low Income Children and Adults -Male Age 14-18 Years	\$ 186.77
Low Income Children and Adults -Female Age 19-44 Years	\$ 399.39
Low Income Children and Adults -Male Age 19-44 Years	\$ 312.21
Low Income Children and Adults -Age 45+ Years	\$ 545.33
Foster Care / Adoption	\$ 459.20
Breast and Cervical Cancer Program	\$ 1,460.29
Severely Disabled Children	\$ 1,335.51
Disabled Adults -Female Age 19-44 Years, Medicaid Only	\$ 943.53
Disabled Adults -Male Age 19-44 Years, Medicaid Only	\$ 873.49
Disabled Adults -Age 45+ Years, Medicaid Only	\$ 1,195.06
Old Age Assistance Program -Medicaid Only – Non-Nursing Home Residents	\$ 823.92
Nursing Home Residents -Medicaid Only	\$ 1,337.42
Nursing Home Residents -Dual Eligibles	\$ 82.66
Dual Eligibles -Age 0-44	\$ 424.65
Dual Eligibles -Age 45-64	\$ 505.35
Dual Eligibles -Age 65+	\$ 273.71
Newborn Kick Payment	\$ 2,935.18
Maternity Kick Payment	\$ 3,013.31
<b>Supplemental Behavioral Health Rate Cell</b>	<b>Supplemental Rate</b>
Severe/Persistent Mental Illness: Low Income Children and Adults & Foster Care	\$ 1,516.07
Severe/Persistent Mental Illness: All Other	\$ 1,035.74
Severe Mental Illness: Low Income Children and Adults & Foster Care	\$ 949.27
Severe Mental Illness: All Other	\$ 567.36
Low Utilizer	\$ 468.02
Serious Emotionally Disturbed Child: TANF and Foster Care	\$ 783.04
Serious Emotionally Disturbed Child: All Other	\$ 1,074.86

**Price Limitation.** This Agreement is one of multiple contracts that will serve the New Hampshire Medicaid Care Management Program. The estimated member months, for State Fiscal Year 2014, to be served among all contracts is 772,682. Accordingly, the price limitation for SFY14 among all contracts, for State Fiscal Year 2014, based on the projected members per month is \$239,636,311.

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #2**



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Invoicing. Invoices shall be submitted and will be paid based on the terms outlined in Exhibit A. Invoices for services shall be sent to the following address. The MCO shall be notified in writing should this information change during the course of the contract:

Attn: Medicaid Finance Director  
New Hampshire Medicaid Managed Care Program  
129 Pleasant Street  
Concord, NH 03304

## CERTIFICATE OF AUTHORITY

I, Keith H. Williamson, hereby certify that I am Secretary of the Granite State Health Plan, Inc., a New Hampshire corporation organized and existing under the laws of the State of New Hampshire (the "Corporation").

I further certify that Jay M. Gonzalez, President & CEO of the Corporation, is authorized to sign on behalf of the Corporation any and all agreements and execute any and all contracts, documents and instruments necessary to bind the Corporation.

I further certify that the authority given to the individual named above shall remain in full force and effect until this Certificate of Authority is amended by the Corporation.

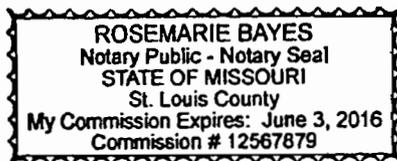
IN WITNESS WHEREOF, I have subscribed my name as Secretary of the Corporation on this 27<sup>th</sup> day of January, 2014.

  
Keith H. Williamson, Secretary

State of Missouri

County of St. Louis

On this 27<sup>th</sup> day of January, 2014, before me, Rosemarie Bayes, the undersigned Notary Public, personally appeared Keith H. Williamson, personally known to me, to be the person whose name is subscribed to within the instrument, and acknowledged to me that he executed the same for the purposes therein stated.



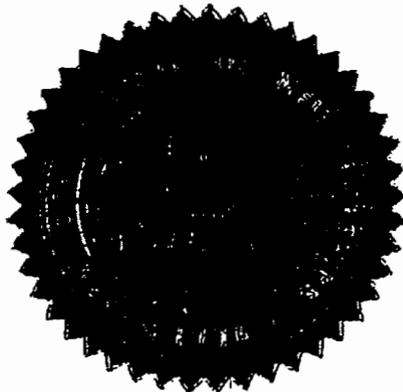
  
Signature of Notary Public

State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify Granite State Health Plan, Inc. is a New Hampshire corporation registered on March 14, 2012. I further certify that articles of dissolution have not been filed with this office.

INFORMATION REGARDING ANNUAL REPORTS AND/OR FEES MUST BE  
OBTAINED FROM THE NEW HAMPSHIRE INSURANCE DEPARTMENT.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 11<sup>th</sup> day of June, A.D. 2013

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State



# CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)  
11/05/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Aon Risk Services Central, Inc. St. Louis MO Office 8182 Maryland Avenue St. Louis MO 63105 USA	<b>CONTACT NAME:</b> PHONE (A/C. No. Ext): (866) 283-7122	<b>FAX (A/C. No.):</b> (800) 363-0105	
	<b>E-MAIL ADDRESS:</b>		
<b>INSURED</b> Granite State Health Plan c/o Centene Corporation 7700 Forsyth Blvd. Suite 600 St. Louis MO 63105 USA	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
	<b>INSURER A:</b> American Zurich Ins Co		40142
	<b>INSURER B:</b>		
	<b>INSURER C:</b>		
	<b>INSURER D:</b>		
	<b>INSURER E:</b>		

<b>COVERAGES</b>	<b>CERTIFICATE NUMBER: 570051900090</b>	<b>REVISION NUMBER:</b>
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THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED, NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> <b>CLAIMS-MADE</b> <input checked="" type="checkbox"/> <b>OCCUR</b>  <b>GEN'L AGGREGATE LIMIT APPLIES PER:</b> <input checked="" type="checkbox"/> <b>POLICY</b> <input type="checkbox"/> <b>PRO-JECT</b> <input type="checkbox"/> <b>LOC</b>			GLA 9826749-02	11/01/2013	11/01/2014	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000	
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> <b>ANY AUTO</b> <input type="checkbox"/> <b>ALL OWNED AUTOS</b> <input type="checkbox"/> <b>SCHEDULED AUTOS</b> <input type="checkbox"/> <b>HIRED AUTOS</b> <input type="checkbox"/> <b>NON-OWNED AUTOS</b>						COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	
	<input type="checkbox"/> <b>UMBRELLA LIAB</b> <input type="checkbox"/> <b>OCCUR</b> <input type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> <b>CLAIMS-MADE</b> <input type="checkbox"/> <b>DED</b> <input type="checkbox"/> <b>RETENTION</b>						EACH OCCURRENCE AGGREGATE	
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		Y/N N	N/A	WC647833300	11/01/2013	11/01/2014	<input checked="" type="checkbox"/> <b>WC STATUTORY LIMITS</b> <input type="checkbox"/> <b>OTHER</b> E L EACH ACCIDENT \$1,000,000 E L DISEASE-EA EMPLOYEE \$1,000,000 E L DISEASE-POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

<b>CERTIFICATE HOLDER</b>  NH Department of Health and Human Services, Office of the Commissioner (OCOM) Attn: Walter Faasen or Kathleen Dunn Brown Building, 129 Pleasant Street Concord NH 03301-3857 USA	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  <b>AUTHORIZED REPRESENTATIVE</b>  <i>Aon Risk Services Central Inc.</i>
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Holder Identifier :

Certificate No : 570051900090

**New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**



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**State of New Hampshire  
Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**

This second Amendment to the Medicaid Care Management contract (hereinafter referred to as "Amendment #2") dated this January 22nd day of 2014, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Boston Medical Center Health Plan, Inc. (hereinafter referred to as "the Contractor"), a Massachusetts nonprofit corporation with a place of business at 2 Copley Place, Suite 600, Boston, MA 02116.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on May 9<sup>th</sup>, 2012, and amended by an agreement (Amendment #1 to the Contract) approved by the Governor and Executive Council on June 19<sup>th</sup>, 2013, the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

WHEREAS, the actual start date of Care Management was December 1, 2013, the reimbursement rate for FQHC's in the Medicaid program was increased, a DRG update was required and DRF changes in the Medicaid program resulted in changes to the payment schedules of the contract; and

WHEREAS, the implementation of the ACA required certain changes to the payment schedules of the contract; and

WHEREAS, pursuant to the General Provisions, Paragraph 18, the Agreement may be amended by the parties after approval by the Governor and Executive Council;

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree as follows:

Amendment and modification of P-37 "Agreement";

- 1) Change Price Limitation in Block 1.8 of the P-37 to read \$ 239,636,311.00

**Delete Exhibit B amendment #1.  
Replace with attached Exhibit B Amendment #2.**

New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract



This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire  
Department of Health and Human Services

*Maibee Nihan*

*Deputy Commissioner*

*for* Kathleen A. Dunn  
Associate Commissioner and Medicaid Director

1/29/14  
Date

Boston Medical Center Health Plan, Inc.

*Scott F. O'Gorman*

Name: Scott F. O'Gorman  
Title: President

1/23/14  
Date

Acknowledgement:

State of Massachusetts, County of Suffolk on January 23, 2014  
before the undersigned officer, personally appeared the person identified above, or  
satisfactorily proven to be the person whose name is signed above, and acknowledged  
that s/he executed this document in the capacity indicated above.

Signature of Notary Public or Justice of the Peace

*Kim M. Graham*  
Name and Title of Notary or Justice of the Peace

New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract



The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

1-30-14  
Date

Rosemary Wiart  
Name: Rosemary Wiart  
Title: Assistant Attorney General

I hereby certify that the foregoing contract was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name:  
Title:

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #2**



This Agreement is reimbursed on a per member per month capitation rate for the Agreement term, subject to all conditions contained within Exhibit A. Accordingly, no maximum or minimum product volume is guaranteed. Any quantities set forth in this contract are estimates only. The contractor agrees to serve all members in each category of eligibility who enroll with this contractor for covered services. Capitation payment rates are as follows:

**SFY14 - DECEMBER 1, 2013 – JUNE 30, 2014  
Capitation Payment**

<b>Eligibility Category</b>	<b>Capitation Rates</b>
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Low Income Children and Adults -Male Age 19-44 Years	\$ 312.21
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Breast and Cervical Cancer Program	\$ 1,460.29
Severely Disabled Children	\$ 1,335.51
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Disabled Adults -Age 45+ Years, Medicaid Only	\$ 1,195.06
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Maternity Kick Payment	\$ 3,013.31
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Severe/Persistent Mental Illness: Low Income Children and Adults & Foster Care	\$ 1,516.07
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Severe Mental Illness: Low Income Children and Adults & Foster Care	\$ 949.27
Severe Mental Illness: All Other	\$ 567.36
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**Price Limitation.** This Agreement is one of multiple contracts that will serve the New Hampshire Medicaid Care Management Program. The estimated member months, for State Fiscal Year 2014, to be served among all contracts is 772,682. Accordingly, the price limitation for SFY14 among all contracts, for State Fiscal Year 2014, based on the projected members per month is \$239,636,311.

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #2**



---

Invoicing. Invoices shall be submitted and will be paid based on the terms outlined in Exhibit A. Invoices for services shall be sent to the following address. The MCO shall be notified in writing should this information change during the course of the contract:

Attn: Medicaid Finance Director  
New Hampshire Medicaid Managed Care Program  
129 Pleasant Street  
Concord, NH 03304

Clerk's Certificate of Vote

I, Susan M. Coakley, the duly and qualified Clerk of Boston Medical Center Health Plan, Inc. (BMCHP), a Massachusetts non-profit corporation organized under Chapter 180 of the General Laws of Massachusetts, do hereby certify that the following votes were approved by the Board of Trustees of Corporation on February 14, 2012:

VOTED: To delegate authority to the Finance Committee of the Board of Trustees to authorize Boston Medical Center Health Plan, Inc. (BMCHP) to enter into a capitation agreement with the New Hampshire Department of Health and Human Services to provide Medicaid managed care to eligible New Hampshire residents if awarded a contract pursuant to the competitive procurement.

FURTHER

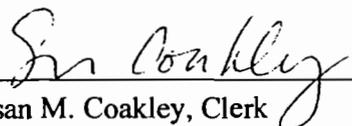
VOTED: To authorize and direct Kate Walsh, President and CEO, Thomas Traylor, Treasurer, Vice-President of Federal and State Relations for Boston Medical Center, or Scott O'Gorman, Interim Executive Director, acting singly or jointly, to execute, deliver and file such documents and papers and to take such actions, from time to time in the name of and on behalf of BMCHP, as each of them may deem necessary or appropriate to implement and effect the full intent and purpose of the foregoing resolutions, and to approve their authority to execute and deliver any such agreements, documents, instruments or other papers and to take any such further actions shall be conclusively evidenced by the execution and delivery thereof or the taking thereof.

I further certify that the following vote was approved by the Finance Committee of the BMCHP Board of Trustees on March 9, 2012:

VOTED: That BMCHP is hereby authorized to enter into a three-year Medicaid care management contract with the New Hampshire Department of Health and Human Services with coverage effective July 1, 2011 [sic], subject to satisfactory negotiation of final contract terms.

IN WITNESS WHEREOF, I have hereunto set my hand on this 23rd day of January 2014.

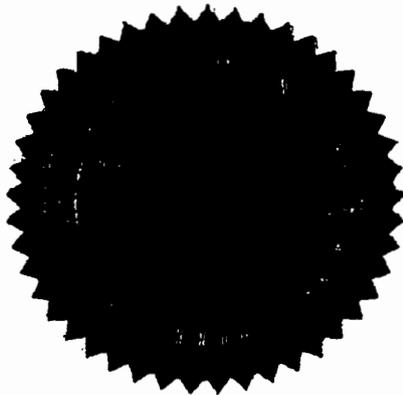
BOSTON MEDICAL CENTER HEALTHNET PLAN, INC.,

  
Susan M. Coakley, Clerk

State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that Boston Medical Center HealthNet Plan is a New Hampshire trade name registered on July 24, 2012 and that Boston Medical Center Health Plan, Inc. presently own(s) this trade name. I further certify that it is in good standing as far as this office is concerned, having paid the fees required by law.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 10<sup>th</sup> day of June, A.D. 2013

A handwritten signature in cursive script, appearing to read "William M. Gardner".

William M. Gardner  
Secretary of State

<b>CERTIFICATE OF INSURANCE</b>	<b>DATE:</b> 6/13/2013
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<b>Strategic Risk Solutions (Cayman) Ltd.</b> Governors Square 2 Floor Building 3 23 Lime Tree Bay Ave. P.O. Box 1159 Grand Cayman KY1-1102 Cayman Islands	This certificate is issued as a matter of information only and confers no rights upon the Certificate Holder. This Certificate does not amend, extend or alter the coverage afforded by the policies below.
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

<b>INSURED</b> Boston Medical Center d/b/a Boston Medical Center HealthNet Plan Two Copley Place Boston, MA 02118	<b>COMPANY AFFORDING COVERAGE</b>  <b>A BOSTON MEDICAL CENTER INSURANCE COMPANY, LTD.</b>
-------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------

**COVERAGE**

This is to certify that the Policies listed below have been issued to the Named Insured above for the Policy Period indicated, notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies. Limits shown may have been reduced by paid claims.

TYPE OF INSURANCE	CO. LTR.	POLICY NUMBER	POLICY EFFECTIVE DATE	POLICY EXPIRATION DATE	LIMITS	
<b>GENERAL LIABILITY</b>	A	BMCIC-PR-A-13	06/30/2013	06/30/2014	EACH OCCURENCE	\$2,000,000
					AGGREGATE	
					PERSONAL & ADV INJURY	\$
					EACH OCCURRENCE	\$
					FIRE DAMAGE	\$
COMMERCIAL GENERAL LIABILITY					MEDICAL EXPENSES	\$
CLAIMS MADE					EACH OCCURENCE	
OCCURRENCE					AGGREGATE	
<b>PROFESSIONAL LIABILITY</b>					EACH OCCURENCE	
					AGGREGATE	

**DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/SPECIAL ITEMS (LIMITS MAY BE SUBJECT TO RETENTIONS)**  
 This policy will provide coverage to all Boston Medical Center HealthNet Plan's offices in Massachusetts and New Hampshire.

<b>CERTIFICATE HOLDER</b>  Nicholas A. Toumpas, Commissioner Department of Health and Human Services State of New Hampshire 129 Pleasant Street Concord, NH 03301	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 19 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.  <b>AUTHORIZED REPRESENTATIVES</b>  <div style="text-align: center; margin-top: 20px;">  </div>
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# EVIDENCE OF COMMERCIAL PROPERTY INSURANCE

DATE (MM/DD/YYYY)  
10/24/2013

THIS EVIDENCE OF PROPERTY INSURANCE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE ADDITIONAL INTEREST NAMED BELOW. THIS EVIDENCE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND, OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS EVIDENCE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE ADDITIONAL INTEREST.

PRODUCER NAME CONTACT PERSON AND ADDRESS: <b>Willis of Massachusetts, Inc.</b> 26 Century Blvd. P. O. Box 305191 Nashville, TN 37230-5191		PHONE (A/C. No. Ext): <b>877-945-7378</b>	COMPANY NAME AND ADDRESS <b>Vigilant Insurance Company</b> One Financial Center Boston, MA 02110	NAIC NO: <b>20397-001</b>
FAX (A/C. No.): <b>888-467-2378</b>	E-MAIL ADDRESS: <b>certificates@willis.com</b>		IF MULTIPLE COMPANIES, COMPLETE SEPARATE FORM FOR EACH	
CODE:	SUB CODE:		POLICY TYPE <b>Commercial Property</b>	
AGENCY CUSTOMER ID #:		LOAN NUMBER	POLICY NUMBER <b>35808431</b>	
NAMED INSURED AND ADDRESS <b>Boston Medical Center</b> d/b/a Boston Medical Center HealthNet Plan 2 Copley Place Boston, MA 02116		EFFECTIVE DATE <b>10/01/2013</b>	EXPIRATION DATE <b>10/01/2014</b>	<input type="checkbox"/> CONTINUED UNTIL TERMINATED IF CHECKED
ADDITIONAL NAMED INSURED(S)		THIS REPLACES PRIOR EVIDENCE DATED:		

PROPERTY INFORMATION (Use REMARKS on page 2, if more space is required)  BUILDING OR  BUSINESS PERSONAL PROPERTY

LOCATION/DESCRIPTION

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS EVIDENCE OF PROPERTY INSURANCE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

COVERAGE INFORMATION	PERILS INSURED	BASIC	BROAD	<input checked="" type="checkbox"/> SPECIAL	DED:
COMMERCIAL PROPERTY COVERAGE AMOUNT OF INSURANCE: \$ <b>See Remarks</b> DED: -					
<input checked="" type="checkbox"/> BUSINESS INCOME	<input type="checkbox"/> RENTAL VALUE	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/> Actual Loss Sustained; # of months:12
BLANKET COVERAGE		<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/> If YES, indicate value(s) reported on property identified above: \$See Remarks
TERRORISM COVERAGE		<input checked="" type="checkbox"/>			Attach Disclosure Notice / DEC
IS THERE A TERRORISM-SPECIFIC EXCLUSION?		<input checked="" type="checkbox"/>			
IS DOMESTIC TERRORISM EXCLUDED?			<input checked="" type="checkbox"/>		
LIMITED FUNGUS COVERAGE		<input checked="" type="checkbox"/>			If YES, LIMIT: - DED: -
FUNGUS EXCLUSION (If "YES", specify organization's form used)			<input checked="" type="checkbox"/>		
REPLACEMENT COST		<input checked="" type="checkbox"/>			
AGREED VALUE		<input checked="" type="checkbox"/>			
COINSURANCE			<input checked="" type="checkbox"/>		If YES, %
EQUIPMENT BREAKDOWN (If Applicable)		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
ORDINANCE OR LAW - Coverage for loss to undamaged portion of bldg		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
- Demolition Costs		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
- Incr. Cost of Construction		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
EARTH MOVEMENT (If Applicable)		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
FLOOD (If Applicable)		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
WIND / HAIL (If Subject to Different Provisions)		<input checked="" type="checkbox"/>			If YES, LIMIT: <b>included</b> DED: -
PERMISSION TO WAIVE SUBROGATION IN FAVOR OF MORTGAGE HOLDER PRIOR TO LOSS				<input checked="" type="checkbox"/>	

### CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

### ADDITIONAL INTEREST

<input type="checkbox"/> MORTGAGEE	<input type="checkbox"/> CONTRACT OF SALE	LENDER SERVICING AGENT NAME AND ADDRESS
<input type="checkbox"/> LENDERS LOSS PAYABLE		
NAME AND ADDRESS <b>Department of Health and Human Services</b> State of New Hampshire Attn: Nicholas A. Toumpas, Commissioner 129 Pleasant Street Concord, NH 03301		AUTHORIZED REPRESENTATIVE 

**New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**



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**State of New Hampshire  
Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**

This second Amendment to the Medicaid Care Management contract (hereinafter referred to as "Amendment #2") dated this January 22nd day of 2014, is by and between the State of New Hampshire, Department of Health and Human Services (hereinafter referred to as the "State" or "Department") and Granite Care - Meridian Health Plan of New Hampshire, Inc. (hereinafter referred to as "the Contractor"), a New Hampshire Corporation with a place of business at 900 Elm Street, Manchester, NH.

WHEREAS, pursuant to an agreement (the "Contract") approved by the Governor and Executive Council on May 9<sup>th</sup>, 2012, and amended by an agreement (Amendment #1 to the Contract) approved by the Governor and Executive Council on June 19<sup>th</sup>, 2013, the Contractor agreed to perform certain services based upon the terms and conditions specified in the Contract and in consideration of certain sums specified; and

WHEREAS, the State and the Contractor have agreed to make changes to the scope of work, payment schedules and terms and conditions of the contract; and

WHEREAS, the actual start date of Care Management was December 1, 2013, the reimbursement rate for FQHC's in the Medicaid program was increased, a DRG update was required and DRF changes in the Medicaid program resulted in changes to the payment schedules of the contract; and

WHEREAS, the implementation of the ACA required certain changes to the payment schedules of the contract; and

WHEREAS, pursuant to the General Provisions, Paragraph 18, the Agreement may be amended by the parties after approval by the Governor and Executive Council;

NOW THEREFORE, in consideration of the foregoing and the mutual covenants and conditions contained in the Contract and set forth herein, the parties hereto agree as follows:

Amendment and modification of P-37 "Agreement";

- 1) **Change** Price Limitation in Block 1.8 of the P-37 to read \$ 239,636,311.00

**Delete Exhibit B amendment #1.**

**Replace with attached Exhibit B Amendment #2.**

New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract



This amendment shall be effective upon the date of Governor and Executive Council approval.

IN WITNESS WHEREOF, the parties have set their hands as of the date written below,

State of New Hampshire  
Department of Health and Human Services

*Marilee Akhan*

*Deputy Commissioner*

*for*

Kathleen A. Dunn

Associate Commissioner and Medicaid Director

1/29/14  
Date

Granite Care - Meridian Health Plan of New  
Hampshire, Inc.

Name: SEAN P. COTTON

Title: SECRETARY

1/23/14  
Date

Acknowledgement:

State of Michigan County of Wayne on 1/23/14,  
before the undersigned officer, personally appeared the person identified above, or  
satisfactorily proven to be the person whose name is signed above, and acknowledged  
that s/he executed this document in the capacity indicated above.

Signature of Notary Public or Justice of the Peace

Sara Terrio, Notary Public  
Name and Title of Notary or Justice of the Peace

SARA TERRIO  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF WAYNE  
MY COMMISSION EXPIRES Jan 1, 2017  
ACTING IN COUNTY OF Wayne

**New Hampshire Department of Health and Human Services  
Amendment #2 to the Medicaid Care Management Contract**



The preceding Amendment, having been reviewed by this office, is approved as to form, substance, and execution.

OFFICE OF THE ATTORNEY GENERAL

1-30-14  
Date

Rosemary Wiant  
Name: Rosemary Wiant  
Title: Assistant Attorney General

I hereby certify that the foregoing contract was approved by the Governor and Executive Council of the State of New Hampshire at the Meeting on: \_\_\_\_\_ (date of meeting)

OFFICE OF THE SECRETARY OF STATE

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name:  
Title:

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #2**



This Agreement is reimbursed on a per member per month capitation rate for the Agreement term, subject to all conditions contained within Exhibit A. Accordingly, no maximum or minimum product volume is guaranteed. Any quantities set forth in this contract are estimates only. The contractor agrees to serve all members in each category of eligibility who enroll with this contractor for covered services. Capitation payment rates are as follows:

**SFY14 - DECEMBER 1, 2013 – JUNE 30, 2014**  
Capitation Payment

Eligibility Category	Capitation Rates
Low Income Children and Adults -Age 2-11 Months	\$ 214.94
Low Income Children and Adults -Age 1-5 Years	\$ 114.91
Low Income Children and Adults -Age 6-13 Years	\$ 163.46
Low Income Children and Adults -Female Age 14-18 Years	\$ 212.22
Low Income Children and Adults -Male Age 14-18 Years	\$ 186.77
Low Income Children and Adults -Female Age 19-44 Years	\$ 399.39
Low Income Children and Adults -Male Age 19-44 Years	\$ 312.21
Low Income Children and Adults -Age 45+ Years	\$ 545.33
Foster Care / Adoption	\$ 459.20
Breast and Cervical Cancer Program	\$ 1,460.29
Severely Disabled Children	\$ 1,335.51
Disabled Adults -Female Age 19-44 Years, Medicaid Only	\$ 943.53
Disabled Adults -Male Age 19-44 Years, Medicaid Only	\$ 873.49
Disabled Adults -Age 45+ Years, Medicaid Only	\$ 1,195.06
Old Age Assistance Program -Medicaid Only – Non-Nursing Home Residents	\$ 823.92
Nursing Home Residents -Medicaid Only	\$ 1,337.42
Nursing Home Residents -Dual Eligibles	\$ 82.66
Dual Eligibles -Age 0-44	\$ 424.65
Dual Eligibles -Age 45-64	\$ 505.35
Dual Eligibles -Age 65+	\$ 273.71
Newborn Kick Payment	\$ 2,935.18
Maternity Kick Payment	\$ 3,013.31
Supplemental Behavioral Health Rate Cell	Supplemental Rate
Severe/Persistent Mental Illness: Low Income Children and Adults & Foster Care	\$ 1,516.07
Severe/Persistent Mental Illness: All Other	\$ 1,035.74
Severe Mental Illness: Low Income Children and Adults & Foster Care	\$ 949.27
Severe Mental Illness: All Other	\$ 567.36
Low Utilizer	\$ 468.02
Serious Emotionally Disturbed Child: TANF and Foster Care	\$ 783.04
Serious Emotionally Disturbed Child: All Other	\$ 1,074.86

Price Limitation. This Agreement is one of multiple contracts that will serve the New Hampshire Medicaid Care Management Program. The estimated member months, for State Fiscal Year 2014, to be served among all contracts is 772,682. Accordingly, the price limitation for SFY14 among all contracts, for State Fiscal Year 2014, based on the projected members per month is \$239,636,311.

**New Hampshire Medicaid Care Management Contract  
Exhibit B Amendment #2**



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Invoicing. Invoices shall be submitted and will be paid based on the terms outlined in Exhibit A. Invoices for services shall be sent to the following address. The MCO shall be notified in writing should this information change during the course of the contract:

Attn: Medicaid Finance Director  
New Hampshire Medicaid Managed Care Program  
129 Pleasant Street  
Concord, NH 03304

**GRANITE CARE-MERIDIAN HEALTH PLAN OF NEW HAMPSHIRE, INC.**

**CONSENT RESOLUTION OF BOARD OF DIRECTORS**

**Certificate of Authority**

The undersigned, being the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation (the "Company") do hereby consent to the following resolution:

WHEREAS, the Board of Directors desire to authorize Sean P. Cotton to enter into any and all agreements and execute any and all contracts, documents and instruments necessary to bind the Company with regard to a Medicaid Care Management Contract with the State of New Hampshire;

RESOLVED, Sean P. Cotton, hereby has the full authority to enter into any and all agreements and execute any and all contracts, documents and instruments necessary to bind the Company to a Medicaid Care Management Contract with the State of New Hampshire.

Executed by the undersigned as the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation on the dates indicated below.

**[Signature Page Follows]**

Name	Signature	Date of Execution
David B. Cotton, M.D.		3/20/12
Jon B. Cotton		3/20/12
Sean P. Cotton		3/20/12
Michael D. Cotton		3/20/12
Thomas L. Lauzon		3-20-12

State of Michigan )  
 ) ss:  
 County of Wayne )

Subscribed and sworn to before me by the Board of Directors of Granite Care – Meridian Health Plan of New Hampshire, Inc., this 20<sup>th</sup> day of March, 2012.

Signature Tracy Novak

Printed name Tracy Novak

Notary public, State of Michigan, County of Wayne  
 My commission expires August 6, 2012

TRACY NOWAK  
 NOTARY PUBLIC, STATE OF MI  
 COUNTY OF MACOMB  
 MY COMMISSION EXPIRES AUG 6, 2012  
 ACTING IN COUNTY OF WAYNE

**GRANITE CARE-MERIDIAN HEALTH PLAN OF NEW HAMPSHIRE, INC.**

**ATTESTATION**

I, David B. Cotton, M.D., attest that I am Chairman of the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation and Health Maintenance Organization.

I further attest that to date, the Consent Resolution of the Board of Directors – Certificate of Authority, executed on March 20, 2012 has not been revoked and shall continue in full force and effect until such time as it may be revoked by the Board of Directors.

I further attest that Sean P. Cotton has the authority of the Board of Directors to execute Amendment #2 to the Medicaid Care Management Contract.

Executed by the undersigned chairman of the Board of Directors of Granite Care-Meridian Health Plan of New Hampshire, Inc., a New Hampshire corporation and Health Maintenance Organization.



\_\_\_\_\_  
David B. Cotton, M.D.  
Chairman of the Board of Directors

State of Michigan     )  
                                  ) ss:  
County of Wayne     )

Subscribed and sworn before me by David B. Cotton, M.D., on this 23 day of January, 2014.

Signature Sara Terrio  
Printed name Sara Terrio

Notary Public, State of Michigan, County of Wayne  
My Commission expires 1/1/17

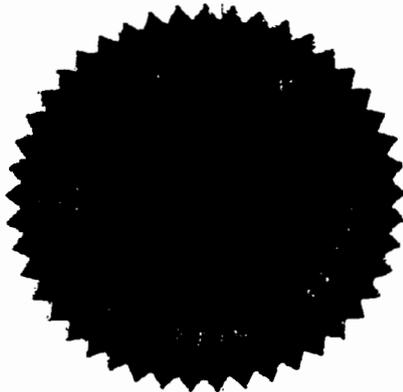
SARA TERRIO  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF WAYNE  
MY COMMISSION EXPIRES Jan 1, 2017  
ACTING IN COUNTY OF Wayne

State of New Hampshire  
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify Granite Care-Meridian Health Plan of New Hampshire, Inc. is a New Hampshire corporation registered on November 3, 2011. I further certify that articles of dissolution have not been filed with this office.

INFORMATION REGARDING ANNUAL REPORTS AND/OR FEES MUST BE  
OBTAINED FROM THE NEW HAMPSHIRE INSURANCE DEPARTMENT.



In TESTIMONY WHEREOF, I hereto  
set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 10<sup>th</sup> day of June, A.D. 2013

A handwritten signature in cursive script, appearing to read "Wm Gardner", is written above the printed name.

William M. Gardner  
Secretary of State



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
1/16/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Hylant Group Inc - Detroit 2401 W Big Beaver, Suite 400 Troy MI 48084	<b>CONTACT NAME:</b> Dale Delmotte <b>PHONE (A/C, No, Ext):</b> 248-822-2247 <b>E-MAIL ADDRESS:</b> dale.delmotte@hylant.com	<b>FAX (A/C, No):</b> 248-643-8753
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> CAIDENT-01 Granite Care- Meridian Health Plan of New Hampshire, Inc. 777 Woodward, Suite 600 Detroit MI 48226	<b>INSURER A:</b> Hartford Accident and Indemnity Com <b>NAIC #</b> 22357	
	<b>INSURER B:</b>	
	<b>INSURER C:</b>	
	<b>INSURER D:</b>	
	<b>INSURER E:</b>	
	<b>INSURER F:</b>	

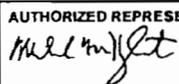
**COVERAGES**                      **CERTIFICATE NUMBER: 226270720**                      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC			35UUNKW2929	1/1/2014	1/1/2015	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N	35WEBU0172	1/1/2014	1/1/2015	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Hartford Workers Compensation Issuing Companies by State:  
IL & NH; Hartford Accident and Indemnity Company #22357  
IA; Sentinel Insurance Company #11000  
MA; Twin City Fire Insurance Company #29459  
MI; Trumbull Insurance Company #27120

<b>CERTIFICATE HOLDER</b> Department of Health and Human Services 129 Pleasant St. Concord NH 03301	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

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8+C 6/19/2013

67A



# State of New Hampshire

DEPARTMENT OF HEALTH AND HUMAN SERVICES

129 PLEASANT STREET, CONCORD, NH 03301-3857

~~603-271-4838~~ FAX: 603-271-4912 TDD ACCESS: 1-800-735-2964

New Number: 603-271-9200

NICHOLAS A. TOUMPAS  
COMMISSIONER

June 12, 2013

Her Excellency, Governor Margaret Wood Hassan  
And the Honorable Council  
State House  
Concord, NH 03301

## REQUESTED ACTION

Authorize the Department of Health & Human Services to amend existing individual agreements with the Managed Care Organizations listed below to provide Medicaid Managed Care medical and long-term care services to Medicaid clients by adjusting rates to reflect the annual actuarially certified rate structure, effective July 1, 2013, through June 30, 2014. These are zero cost amendments.

- Granite State Health Plan, d/b/a New Hampshire Healthy Families, 264 South River Road, Bedford, NH 03110
- Boston Medical Center HealthNet Plan, d/b/a Well Sense Health Plan, 2 Copley Place, Suite 600, Boston, MA 02116
- Granite Care - Meridian Health Plan of New Hampshire, 900 Elm Street, Manchester, NH 03101

## EXPLANATION

The purpose of these amendments is to amend the existing agreements with the three Managed Care Organizations specifically as they relate the Centers of Medicare and Medicaid Services requirement that rates be updated annually and subject to actuarial certification. The original agreements approved by Governor and Executive Council on May 9, 2012 allow for such amendments. The original agreements were competitively bid.

These amendments reflect updated and adjusted rate information for SFY 2014 for services provided under the agreements, clarifications and adjustments to Exhibit A, and an updated Exhibit O.

The new rate structure provides supplemental capitation payment rates for Behavioral Health Services, reflecting the cost above the base rates for all covered services (not only for enhanced behavioral health services), including hospital inpatient, hospital outpatient, professional, pharmacy, and other covered services. The SFY2014 update also allows for improved reimbursement to the providers by the MCOs. The updated rate information used within the amendments was derived using the professional assistance of an actuarial firm to analyze cost details and verify actuarial certification, just as it had been done prior to the approval of the original agreements. Subsequent

Her Excellency, Governor Margaret Wood Hassan  
And the Honorable Council

June 12, 2013

Page 2.

to Governor and Council approval, implementation of the amended agreements is contingent upon approval by Centers for Medicare & Medicaid Services.

Changes to Exhibits A and O coordinate performance and quality measures in the agreement with the goals and requirements of the NH Quality Strategy.

Components of the Quality Strategy in Exhibit A include:

Performance Measures such as:

- Access Standards, including, but not limited to: provider network, geographic distance, timely access to services and access to special services;

Quality Performance Incentives focused on four areas:

- Timeliness of Prenatal Care,
- Follow-Up After Hospitalization for Mental Illness,
- Parental Satisfaction With Children Getting Appointments for Care and
- Satisfaction with Getting Appointments for Care; and

Claims Payment and Processing Accuracy.

Exhibit O indicates the Quality and Oversight measures/measure sets, logs and narrative reports the MCOs must provide to the Department.

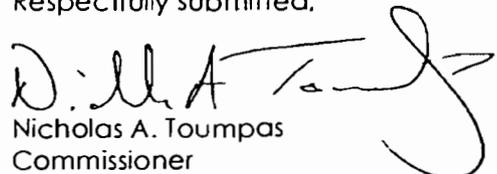
Area served: Statewide.

Source of funds: Federal financial participation rates range from 50% to 75%. Average funding sources are estimated to be as follows:

State Fiscal Year 2014: 50.5% Federal Funds and 49.5% General Funds; and  
State Fiscal Year 2015: 50.2% Federal Funds, 37.7% General Funds and 12.1% Other Funds (County).

In the event that Federal or other funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,

  
Nicholas A. Toumpas  
Commissioner

Managed Care State Fiscal Year JULY 1, 2013 – JUNE 30, 2014  
 Capitation Payment Rate Structure

<b>Eligibility Category</b>	<b>Capitation Rates</b>
Low Income Children and Adults -Age 2-11 Months	\$ 213.18
Low Income Children and Adults -Age 1-5 Years	\$ 103.75
Low Income Children and Adults -Age 6-13 Years	\$ 112.09
Low Income Children and Adults -Female Age 14-18 Years	\$ 156.92
Low Income Children and Adults -Male Age 14-18 Years	\$ 140.40
Low Income Children and Adults -Female Age 19-44 Years	\$ 365.52
Low Income Children and Adults -Male Age 19-44 Years	\$ 288.85
Low Income Children and Adults -Age 45+ Years	\$ 505.95
Foster Care / Adoption	\$ 322.39
Breast and Cervical Cancer Program	\$ 1,443.22
Severely Disabled Children	\$ 1,157.63
Disabled Adults -Female Age 19-44 Years, Medicaid Only	\$ 761.28
Disabled Adults -Male Age 19-44 Years, Medicaid Only	\$ 721.52
Disabled Adults -Age 45+ Years, Medicaid Only	\$ 1,048.15
Old Age Assistance Program -Medicaid Only – Non-Nursing Home Residents	\$ 761.68
Nursing Home Residents -Medicaid Only	\$ 1,318.59
Nursing Home Residents -Dual Eligibles	\$ 79.93
Dual Eligibles -Age 0-44	\$ 249.41
Dual Eligibles -Age 45-64	\$ 306.33
Dual Eligibles -Age 65+	\$ 212.55
Newborn Kick Payment	\$ 2,847.86
Maternity Kick Payment	\$ 3,094.77
<b>Supplemental Behavioral Health Rate Cell</b>	<b>Supplemental Rate</b>
Severe/Persistent Mental Illness: Low Income Children and Adults & Foster Care	\$ 1,518.59
Severe/Persistent Mental Illness: All Other	\$ 1,047.13
Severe Mental Illness: Low Income Children and Adults & Foster Care	\$ 950.70
Severe Mental Illness: All Other	\$ 573.17
Low Utilizer	\$ 470.66
Serious Emotionally Disturbed Child: TANF and Foster Care	\$ 785.06
Serious Emotionally Disturbed Child: All Other	\$ 1,071.72



# State of New Hampshire

*Tabled*

DEPARTMENT OF HEALTH AND HUMAN SERVICES  
129 PLEASANT STREET, CONCORD, NH 03301-3857  
~~603-271-4912~~ FAX: 603-271-4912 TDD ACCESS: 1-800-735-2964  
New Number: 603-271-9200

NICHOLAS A. TOUMPAS  
COMMISSIONER

March 21, 2012

His Excellency, Governor John H. Lynch  
and the Honorable Executive Council  
State House  
Concord, New Hampshire 03301

APPROVED BY \_\_\_\_\_  
DATE 3/28/12 4/18/12  
PAGE 7 5/9/12  
ITEM # 54A

### REQUESTED ACTION

Authorize the Department of Health & Human Services to enter into individual agreements with the Managed Care Organizations listed below to provide Medicaid Managed Care medical and long-term care services to Medicaid clients at an estimated cost, based on clients' choices of enrollment into a single Managed Care Organization following program implementation, not to exceed \$2,226,923,030.00 in the aggregate between all vendors effective July 1, 2012, or date of Governor and Council approval, whichever is later, through June 30, 2015.

- Granite State Health Plan, Inc., c/o Centene Corp. 7700 Forsyth Blvd., St. Louis, MO 63105, Vendor # TBD
- Boston Medical Center Health Plan, Inc., 2 Copley Place, Suite 600, Boston, MA 02116, Vendor # TBD
- Granite Care – Meridian Health Plan of New Hampshire, 777 Woodward Ave., Suite 600, Detroit, MI 48226, Vendor # TBD

Funds are available in the following accounts in State Fiscal Year 2013 and are anticipated to be available in State Fiscal Years 2014 and 2015 upon the availability and continued appropriation of funds in the future operating budgets, with authority to adjust amounts if needed and justified between State Fiscal Years and encumbrance amounts between vendors through the Budget Office as necessary.

Fund Name and Account Number	SFY 2013	SFY 2014	SFY 2015	Total
Health and Social Services, Dept of Health and Human Services, HHS: Commissioner, Off of Medicaid Business & Policy, Provider Payments 05-95-95-956010-61470000-101-500729	\$381,923,030	\$401,000,000	\$421,000,000	\$1,203,923,030
HHS: Developmental Serv-Div of Developmental Svcs, Developmental Services 05-95-93-930010-71000000-101-500729 Or To Be Determined	\$0.00	\$238,000,000	\$250,000,000	\$488,000,000
HHS: Elderly-Adult Services, Nursing Services County Participation 05-95-48-480015-59420000-101-500729 Or To Be Determined	\$0.00	\$261,000,000	\$274,000,000	\$535,000,000
<b>Total</b>	<b>\$381,923,030</b>	<b>\$900,000,000</b>	<b>\$945,000,000</b>	<b>\$2,226,923,030</b>

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The table below shows the amount to be encumbered for each vendor. A detailed worksheet with accounting details for amounts to be encumbered by each vendor is attached for use by the Department of Administrative Services, Bureau of Accounting.

	MCO #1	MCO #2	MCO #3	Total
SFY 2013	\$190,961,515	\$95,480,758	\$95,480,758	\$381,923,030
SFY 2014	\$450,000,000	\$225,000,000	\$225,000,000	\$900,000,000
SFY 2015	\$472,500,000	\$236,250,000	\$236,250,000	\$945,000,000
<b>Total</b>	<b>\$1,113,461,515</b>	<b>\$556,730,758</b>	<b>\$556,730,758</b>	<b>\$2,226,923,030</b>

#### EXPLANATION

The purpose of these agreements is to provide improved and cost efficient medical and long-term care services to New Hampshire Medicaid clients through the implementation of a Managed Care Program beginning July 1, 2012, through June 30, 2015. These agreements provide for a one two-year extension pending the successful performance of the vendor and approval by Governor and Council.

Total spending for all three agreements in State Fiscal Year 2013 will not exceed \$381,923,030 and contracts are executed with this not-to-exceed amount. As rates are negotiated for State Fiscal Years 2014 and 2015, contracts will be renegotiated increasing the not-to-exceed amounts, but the total spending for all three agreements from July 1, 2012, through June 30, 2015, will not exceed \$2,226,923,030 as requested. The reason these amounts are stated as "not to exceed" is that the Managed Care Program permits clients to self-select the vendor of their choice, which in turn will determine the amount expended on any one contract. Clients' selections will not be known until after implementation of the Program. In any event, actual spending on all approved contracts will not exceed \$2,226,923,030 in the aggregate over the three-year term of the agreements. For purposes of encumbering funds by Managed Care Organizations, the allocation described in the Request For Proposals for auto-enrollment was used. If a client fails to select a Managed Care Organization, the process for auto-assignment if the client's provider is under contract with more than one Managed Care Organization or no usual source of primary care can be determined, will be that the Managed Care Organization with the highest technical score will be assigned 50% of the auto-assigned members and the other two Managed Care Organizations receiving 25% of the remaining auto-assignments. Costs for State Fiscal Years 2014 and 2015 were derived by adjusting previous years estimates upward by five percent to account for inflation.

Pursuant to Chapter 125, Laws of 2011 (Senate Bill 147), the Department is required to develop a managed care model for administering the Medicaid program to provide medical and long-term care services for all Medicaid populations throughout New Hampshire consistent with the provisions of Federal Regulation 42 U.S.C. 1396u-2. It also requires the Department to submit final contracts to Governor and Council no later than March 15, 2012, unless the date is extended by the Fiscal Committee. On March 9, 2012, FIS12-094, Fiscal Committee extended the date to March 28, 2012. The law also requires that the capitated rates set by the Department be approved by the Fiscal Committee. The Fiscal Committee approved the rates on March 9, 2012, FIS12-094 as amended. The Department's State Fiscal Years 2012-2013 budget approved in June 2011 includes anticipated savings in the Medicaid Program of thirty million dollars following the implementation of a Managed Care Program.

Pursuant to the language of Chapter 125, Laws of 2011 (Senate Bill 147), the Department developed a three-phased approach to implementing a Managed Care Program:

- Step 1 includes the July 1, 2012, implementation of a program for all Medicaid State Plan medical, pharmacy and mental health services for most populations.
- Step 2 includes the July 1, 2013, implementation of a program for specialty services for the long-term care populations, including nursing home services and services for the developmentally disabled. It includes the State's option to manage financing for specialty services for those dually eligible for Medicaid and Medicare.
- Step 3 includes the January 2014 Medicaid expansion population under the Affordable Care Act.

The "public process" used for development and procurement of a managed care model included the following process:

- The Department of Health and Human Services conducted a Request For Information released July 28, 2010, report published January 14, 2011;
- Public legislative process regarding SB 147 (2011);
- Regional stakeholder forums and focus groups conducted by Louis Karno & Associates and Pontifax; Stakeholder forums were held: 9/13/11 in Keene, NH; 9/14 in Nashua, NH; 9/21 in Littleton, NH with remote sites from Lebanon and Berlin participating; 9/22 in Somersworth, NH; 9/23 in Manchester, NH; 9/29 in Concord, NH.
- Focus groups were held in the fall of 2011 in Littleton, Berlin, Dover, Concord, Claremont, Somersworth, Portsmouth, Salem and Nashua, NH. Participants in the focus groups included consumers with physical disabilities, severe mental health issues, substance abuse issues, developmental disabilities, elderly needing long-term care assistance, low-income who receive public assistance and consumers with limited English proficiency or other cultural barriers to health access;
- Monthly updates of Medical Care Advisory Committee commencing in 2011;
- Newspaper public notices February 3, 2012; and
- Public engagement of long-term care populations will continue by Louis Karno throughout the development of Step II.

These agreements were competitively bid. A Request For Proposals was posted on the Department of Health and Human Services website on October 17, 2011, through December 16, 2011. Eighteen vendors submitted Letters of Intent. A Bidders' Technical Proposal Conference was held on November 3, 2011, and a Cost Proposal Conference on November 17, 2011. Six vendors submitted proposals by the December 14, 2011, deadline specified in the Request For Proposals. The Requests for Proposals stated that members shall have a choice between two or three Managed Care Organizations operating in the State.

Eight high-level Department of Health and Human Services staff and one from the New Hampshire Department of Justice were assigned to the Technical Evaluation Team. Team members reviewed the proposals individually and then met as a group to collectively score the proposals, using a consensus model. The technical merits of each proposal were reviewed and scored consistent with the criteria for evaluation of Technical Proposals as specified in the Request For Proposals. Technical Proposals were evaluated in each of the following areas: Services and Populations; Pharmacy Management; Member Enrollment; Member Services and Cultural Considerations; Access and Network Management; Payment Reform; Behavioral Health; Care Management; Quality Management; Early Periodic Screening, Diagnosis, and Treatment (EPSDT); Utilization Management; and Administrative Functions. Technical Proposals were awarded a maximum of 70 points out of a possible total evaluation score of 100.

The Cost Evaluation Team consisted of four high-level Department of Health and Human Services staff. Following professional assistance of an actuarial firm to analyze cost details and verify actuarial certification, the Team scored the cost proposals by consensus consistent with the criteria for evaluation as specified in the Request For Proposals. Cost Proposals were awarded a maximum of 30 points out of a possible total evaluation score of 100. Attached is a bid summary including the bidders' scores and participants on the evaluation teams.

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The contract negotiation process was started with the three bidders receiving the highest evaluation scores. Contract negotiations were conducted by the Contract Negotiation Team, consisting of four high ranking Department of Health and Human Services employees and two Department of Justice employees, individually with each of the bidders so that the terms and conditions in each of the agreements for which approval is requested are identical. Rate structure was negotiated by the Department and approved by the Fiscal Committee on March 9, 2012, FIS12-094 as amended. The Department of Information Technology has approved that the Department of Health and Human Services enter into these agreements. Their approval is attached. As a result of this process the Department requests Governor and Council approval to enter into agreements with the Medicaid Managed Care Organizations named in the Requested Action. Subsequent to Governor and Council approval, implementation of the agreements is contingent upon approval by Centers for Medicare & Medicaid Services.

Should Governor and Council determine to not approve this request New Hampshire citizens will not benefit from improved and cost efficient medical care available to them under the Managed Care Program. They will face uncertainty over which Medicaid services are available due to the likelihood of the elimination or reduction to services that will be necessitated by the reduced State Fiscal Years 2012-2013 appropriated budget amounts that anticipate savings resulting from the implementation of the Managed Care Program. Additionally, the Department will be in violation of Senate Bill 147 that mandates implementation of a Managed Care Program.

The following Performance Measures, including but not limited to the following, will be used to evaluate these agreements:

- Access Standards, including, but not limited to: provider network, geographic distance, timely access to services and access to special services;
- Quality Performance Incentives focused on four areas: Adolescent Well Care visits, Re-admissions to New Hampshire Hospital, Getting Needed Care Composite (member satisfaction) and Maternal Smoking Cessation; and
- Claims Payment and Processing Accuracy.

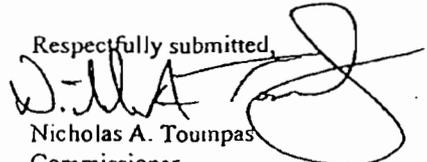
Area served: Statewide.

Source of funds: Federal financial participation rates range from 50% to 75%. Average funding sources are estimated to be as follows:

- State Fiscal Year 2013: 50.5% Federal Funds and 49.5% General Funds; and
- State Fiscal Years 2014 and 2015: 50.2% Federal Funds, 38.4% General Funds and 11.4% Other Funds (County).

In the event that Federal or other funds become no longer available, General Funds will not be requested to support this program.

Respectfully submitted,



Nicholas A. Toumpas  
Commissioner

## BID SUMMARY

### Medicaid Managed Care Organization Proposals

	Technical Proposal	Cost Proposal	Total Score
<b>Maximum Possible Score</b>	<b>70</b>	<b>30</b>	<b>100</b>
<b>Vendor</b>			
Granite State Health Plan, Inc.	69.9	27.7	97.6
Boston Medical Center Health Plan, Inc.	70.0	25.9	95.9
Granite Care – Meridian Health Plan of New Hampshire	63.3	30.0	93.3
Anthem Health Plans of New Hampshire Inc.- Matthew Thornton Health Plan, Inc.	60.2	27.0	87.2
Network Health, LLC	47.3	25.8	73.1
Aetna Better Health Inc.	40.4	25.3	65.7

#### Technical Proposal Evaluation Team

- Andrew Chalsma, Administrator, Bureau of Healthcare Analytics and Data Systems, Office of Medicaid Business & Policy, DHHS
- Matthew Ertas, Director, Bureau of Development Services, Division of Community Based Care Services, DHHS
- Doris Lotz, Medicaid Medical Director, DHHS
- Stephen Mosher, Chief Financial Officer, DHHS
- Joyce St. Onge, Administrator, Program Operations, Division of Family Assistance, DHHS
- Erik Riera, Director, Bureau of Behavioral Health, Division of Community Based Care Services, DHHS
- Nancy Rollins, Associate Commissioner, Director of Division of Community Based Care Services, DHHS
- Lisabritt Solsky, Deputy Director, Office of Medicaid Business & Policy, DHHS.
- Rebecca Woodard, Assistant Attorney General, Civil Bureau, NH Department of Justice

#### Cost Proposal Evaluation Team

- Walter Faasen, Contracts and Procurement Director, Office of Business Operations, DHHS
- Marilee Nihan, Finance Director, Office of Medicaid Business & Policy, DHHS
- Sheri Rockburn, Finance Director, Division of Community Based Care Services, DHHS
- Christine Shannon, Bureau Chief, Planning & Research, Office of Medicaid Business & Policy, DHHS

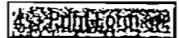
#### Contract Negotiation Team

- Kathleen Dunn-Medicaid Director, DHHS
- Walter Faasen, Contracts and Procurement Director, Office of Business Operations, DHHS
- Marilee Nihan, Finance Director, Office of Medicaid Business & Policy, DHHS
- John Wallace, Associate Commissioner, DHHS
- Michael Brown, Senior Assistant Attorney General, Civil Bureau, NH Department of Justice
- Jeanne Herrick, Civil Bureau, NH Department of Justice

**Accounting Details For Contract Encumbrance  
Medicaid Managed Care  
SFY 2013 - SFY 2015**

	Boston Medical Center	Granite State	Granite Care - Meridian	Total
<b><u>SFY2013</u></b>				
05-95-95-956010-61470000-5000729				
101 Medical Payments to Providers	\$190,961,515	\$95,480,758	\$95,480,758	\$381,923,030
05-95-93-930010-71000000-101-500729 (Or To Be Determined)				
Payments to Providers-Disabled				\$0
05-95-48-480015-59420000-101-500729 Or To Be Determined				
Payments to Providers-Elderly				\$0
	\$190,961,515	\$95,480,758	\$95,480,758	\$381,923,030
<b><u>SFY2014</u></b>				
05-95-95-956010-61470000				
101 Medical Payments to Providers	\$200,500,000	\$100,250,000	\$100,250,000	\$401,000,000
05-95-93-930010-71000000-101-500729 (Or To Be Determined)				
Payments to Providers-Disabled	\$119,000,000	\$59,500,000	\$59,500,000	\$238,000,000
05-95-48-480015-59420000-101-500729 Or To Be Determined				
Payments to Providers-Elderly	\$130,500,000	\$65,250,000	\$65,250,000	\$261,000,000
	\$450,000,000	\$225,000,000	\$225,000,000	\$900,000,000
<b><u>SFY2015</u></b>				
05-95-95-956010-61470000				
101 Medical Payments to Providers	\$210,500,000	\$105,250,000	\$105,250,000	\$421,000,000
05-95-93-930010-71000000-101-500729 (Or To Be Determined)				
Payments to Providers-Disabled	\$125,000,000	\$62,500,000	\$62,500,000	\$250,000,000
05-95-48-480015-59420000-101-500729 Or To Be Determined				
Payments to Providers-Elderly	\$137,000,000	\$68,500,000	\$68,500,000	\$274,000,000
	\$472,500,000	\$236,250,000	\$236,250,000	\$945,000,000
<b>Total</b>	<b>\$1,113,461,515</b>	<b>\$556,730,758</b>	<b>\$556,730,758</b>	<b>\$2,226,923,030</b>

Class 101 does not exist today but needs to be established/budgeted for SFY 2014 & 2015



Subject: New Hampshire Medicaid Care Management Services FORM NUMBER P-37 ( version 1/09)

**AGREEMENT**

The State of New Hampshire and the Contractor hereby mutually agree as follows:

**GENERAL PROVISIONS**

**1. IDENTIFICATION.**

1.1 State Agency Name Department of Health and Human Services		1.2 State Agency Address 129 Pleasant Street, Concord, NH 03301	
1.3 Contractor Name Granite State Health Plan, Inc.		1.4 Contractor Address c/o Centene Corp., 7700 Forsyth Blvd., St Louis, MO 63105	
1.5 Contractor Phone Number 3214-725-4477	1.6 Account Number 05-95-95-956010-61470000	1.7 Completion Date June 30, 2015	1.8 Price Limitation \$381,923,030
1.9 Contracting Officer for State Agency Nicholas A. Toumpas, Commissioner		1.10 State Agency Telephone Number 603-271-5000	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory Keith Williamson, Secretary	
1.13 Acknowledgement: State of <u>Missouri</u> , County of <u>St Louis</u> On <u>March 16, 2012</u> , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace  [Seal]			
1.13.2 Name and Title of Notary or Justice of the Peace Rosemarie Bayes, Notary Public			
1.14 State Agency Signature 		1.15 Name and Title of State Agency Signatory Nicholas A. Toumpas, Commissioner DHHS	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) By: <u>Jeanne P. Herrick Attorney</u> On: <u>19 March 2012</u>			
1.18 Approval by the Governor and Executive Council By: _____ On: _____			

Subject:

New Hampshire Medicaid Care Management Services

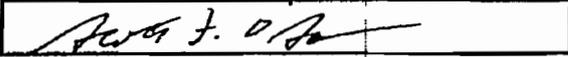
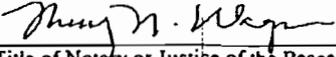
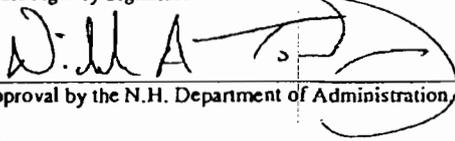
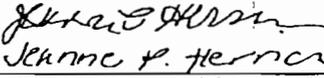
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1.3 Contractor Name Boston Medical Center Health Plan, Inc.		1.4 Contractor Address 2 Copley Place, Suite 600, Boston, MA 02116	
1.5 Contractor Phone Number 617-748-6341	1.6 Account Number 05-95-95-956010-61470000	1.7 Completion Date June 30, 2015	1.8 Price Limitation \$381,923,030
1.9 Contracting Officer for State Agency Nicholas A. Toumpas, Commissioner		1.10 State Agency Telephone Number 603-271-5000	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory Scott F. O'Gorman, President	
1.13 Acknowledgement: State of <u>MA</u> , County of <u>Suffolk</u> On <u>March 15, 2012</u> , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace [Seal] 			
1.13.2 Name and Title of Notary or Justice of the Peace Thuy Wagner, Labor and Employment Counsel			
1.14 State Agency Signature 		1.15 Name and Title of State Agency Signatory Nicholas A. Toumpas, Commissioner DHHS	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) By:  Jeanne P. Herrick, Attorney On: <u>19 March 2012</u>			
1.18 Approval by the Governor and Executive Council By: _____ On: _____			

Subject:

New Hampshire Medicaid Care Management Services

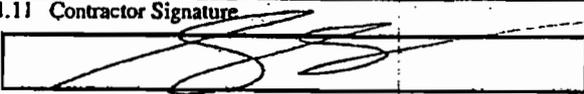
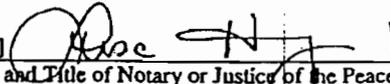
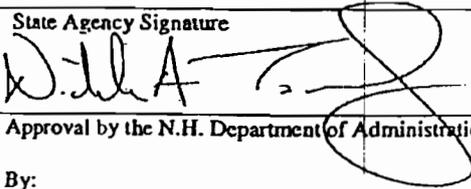
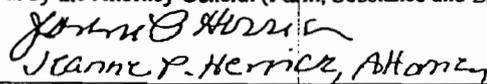
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1.3 Contractor Name Granite Care-Meridian Health Plan of New Hampshire, Inc.		1.4 Contractor Address 777 Woodward Ave., Suite 600 Detroit, MI 48226	
1.5 Contractor Phone Number (313) 324-3707	1.6 Account Number 05-95-95-956010-61470000-5	1.7 Completion Date June 30, 2015	1.8 Price Limitation \$381,923,030
1.9 Contracting Officer for State Agency Nicholas A. Toumpas, Commissioner		1.10 State Agency Telephone Number 603-271-5000	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory Sean P. Cotton, Chief Legal Officer	
1.13 Acknowledgement: State of <u>Michigan</u> County of <u>Wayne</u> <u>03/10/2012</u> , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace (Seal)  Notary			
1.13.2 Name and Title of Notary or Justice of the Peace  			
1.14 State Agency Signature 		1.15 Name and Title of State Agency Signatory Nicholas A. Toumpas, Commissioner DHHS	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) By:  Joanne P. Herrick, Attorney On: 19 March 2012			
1.18 Approval by the Governor and Executive Council By: _____ On: _____			