

FINANCE COMMITTEE
 Wednesday, June 4th, 2025
 50 Water Street, 7th Floor Board Room
 New York, N.Y. 10004

AGENDA

Call To Order	Frederick Covino
Old Business	
Adoption of Minutes March 26 th , 2025	Frederick Covino
Executive Session	Frederick Covino
Action Items	
a. <i>Authorizing the submission of a resolution to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to increase the contract authority for Accenture, LLP (“Accenture”) in the amount of \$3,100,000 for a total not to exceed authority amount of \$23,100,000, for the remaining contract term.</i>	Ganesh Ramratan Lauren Leverich Castaldo
b. <i>Authorizing the submission of a resolution to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a 9-month contract extension and to increase the contract authority with Deloitte Consulting, LLP (“Deloitte”) in the amount of \$3,000,000 for a new total not to exceed authority amount of \$12,500,000.</i>	Ganesh Ramratan Lauren Leverich Castaldo
c. <i>Authorizing the submission of a resolution to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a 9-month contract extension and to increase the contract authority with SourcEdge Solutions LLC (“SourcEdge”) in the amount of \$4,030,000 for a new total not to exceed authority amount of \$10,000,000.</i>	Ganesh Ramratan Lauren Leverich Castaldo
d. <i>Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus”) to execute a contract with Wakely Consulting Group, LLC, an HMA Company (“Wakely”) to provide Actuarial services for a term of three (3) year with two (2) one-year renewal options, solely exercisable by MetroPlus, for an amount not to exceed \$11,600,000 for the total 5-year term.</i>	Lauren Leverich Castaldo
New Business	
Finance Committee Report • Q1 2025 • Membership • Federal & NY State Updates	Lauren Leverich Castaldo
Finance KPI Dashboard	Jeffrey Wojtasik
Adjournment	Frederick Covino

**Minutes
of
March 26th, 2025
Finance Committee Meeting**

MetroPlus Health Plan, Inc.
Finance Committee Meeting
Wednesday, March 26th, 2025

Finance Committee Minutes

The meeting of the Finance Committee of the MetroPlus Health Plan, Inc. (hereafter “MetroPlus or the Plan”) was held in the 7th Floor Boardroom at 50 Water Street, New York, NY 10004 on the 26th day of March 2025 at 1:00 P.M.

The following Finance Committee Members were present via video conference or in-person:

Sally Pinero-Hernandez
Frederick Covino
Dr. Talya Schwartz
James Cassidy

Frederick Covino, Chair of the Finance Committee, called the meeting to order at 1:03 P.M.

Frederick Covino chaired the meeting and Angela Minerva, kept the minutes, thereof.

ADOPTION OF THE MINUTES

The minutes of the Finance Committee meeting held on December 11th, 2024, were presented to the Committee. On a motion by Frederick Covino and duly seconded, the Committee adopted the minutes.

NEW BUSINESS

FINANCE COMMITTEE REPORT

Frederick Covino asked that Lauren Leverich Castaldo, Chief Financial Officer discuss the Finance Committee Report.

Laurne presented the 2024 Q4 Utilization Summary, Revenue Projection Update – Original vs. Restate, Rate Updates, 2024 Q4 MMCOR P&L, QHP Review, Medicare Review, EP Review, MLTC Review, Current Year Operating Income By Lines of Business, 2024 Q4 Forecast vs. Actual, Future Rate Changes, Other Anticipated Rate Changes, Proposed State Budget SFY 2025 Highlights, Federal Chaos, Federal Funding Updates – Essential Plan (Phase 1), Federal Funding Updates – Proposed MetroPlusHealth FY25 Administrative Savings, Administrative Expense – Budget v. Actual, Financial Performance Assets, Financial Performance Liabilities & Net Worth, MetroPlusHealth Investments, OTC/Flex Card, VBP Performance Q4 2024, Non-Risk Facilities Risk Surplus, Membership Trend 2022 to 2024,

Market Share, Recertifications, Risk Adjustment, Provider Contracting and Full Medical Network.

Board Members asked questions regarding 2024 Q4 Utilization, MLTC Review, Proposed FY25 Administrative Savings and Non-Risk Facilities Risk Surplus.

Both Lauren Leverich and Dr. Talya Schwartz, President & CEO responded.

There being no further business, Frederick Covino adjourned the meeting at 2:00 P.M.

Resolution

a. Resolution

RESOLUTION

Authorizing the submission of a resolution to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to increase the contract authority for Accenture, LLP (“Accenture”) in the amount of \$3,100,000 for a total not to exceed authority amount of \$23,100,000, for the remaining contract term.

WHEREAS, MetroPlus, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York; and

WHEREAS, the Plan required a management consulting vendor to lead the business implementation efforts for the Plan’s core processing system; and

WHEREAS, an RFP for Consulting Partner services was issued in October 2023, in compliance with MetroPlus’ contracting policies and procedures; and

WHEREAS, Accenture was the vendor selected to provide Management Consulting services; and

WHEREAS, on December 7th, 2023, the Board of Directors of MetroPlus recommended adoption of the resolution for approval by the Board of Directors of the NYC Health + Hospitals, for the proposed contract between MetroPlus and Accenture; and

WHEREAS, on December 14, 2023, the Board of Directors of the NYC Health + Hospitals approved a contract resolution between MetroPlus and Accenture; and

WHEREAS, the Plan requires continued technical and functional resources from Accenture, to complete the implementation of a new core operating system.

NOW THEREFORE, be it

RESOLVED, that a resolution will be submitted to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to increase the contract authority for Accenture, LLP (“Accenture”) in the amount of \$3,100,000 for a total not to exceed amount of \$23,100,000 for the remaining contract term.

EXECUTIVE SUMMARY

- OVERVIEW:** MetroPlus required a vendor to lead the implementation of the Plan's new core processing system. The implementation is a company-wide effort. This implementation will account for multiple go-live events and will achieve a transition from the Plan's legacy platform to HealthEdge's core admin and clinical platform.
- NEED:** There has been a shift in the implementation timeline. MetroPlus needs continued technical and functional resources, from Accenture, in order to complete the implementation. MetroPlus is requesting increased spending authority in order to support these additional resources.
- PROCUREMENT:** MetroPlus issued a Request for Proposals on October 10, 2023. Accenture was selected for the Management Consulting component of the RFP.
- PROPOSAL:** MetroPlus is seeking to increase the contract authority for Accenture, LLP (Accenture") in the amount of \$3,100,000, for a total not to exceed authority amount of \$23,100,000, for the remaining contract term.

MetroPlusHealth

Finance Committee Meeting

Application for Increased Contract Authority

Management Consulting – Accenture LLP

Ganesh Ramratan, Chief Information Officer
Lauren Leverich Castaldo, Chief Financial Officer

Wednesday, June 4th, 2025



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BACKGROUND

- MetroPlusHealth is currently undergoing a major core system transition, entailing the migration from the SS&C legacy system to the new HealthEdge system platform. The implementation project, known as Project Edge, is a company-wide effort, with an anticipated completion date of December 2026, and includes multiple go-live events throughout 2025 and 2026.
- Accenture provides consulting support for the migration including advisory support, implementation planning, requirements gathering, technical leadership, program management, change enablement, and regulatory support.
- Accenture, LLP (“Accenture”) was selected in December 2023, as MetroPlusHealth’s Management Consultant vendor for Project Edge.
- In December 2023, both the Board of Directors of MetroPlusHealth and the Board of Directors of NYC Health + Hospitals approved contract resolutions for Accenture.



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AUTHORITY INCREASE FOR RESOURCE EXTENSION

- The Project Edge implementation timeline has shifted, and the first Go-live (Wave I) has changed from the originally planned April 2025 date to October 2025.
- This shift to the go-live date for Wave 1 will impact subsequent waves.
- MetroPlusHealth needs continued technical and functional resources, from Accenture, to ensure a successful completion of the HealthEdge implementation.
- MetroPlusHealth is seeking an increased contract authority of \$3,100,000, for a total not to exceed amount of \$23,100,000, to continue working with Accenture, on Project Edge.



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AUTHORITY INCREASE FOR RESOURCE EXTENSION

The main responsibilities of the Functional leads:

- Provide industry and technical expertise required to complete design requirements.

The main responsibilities of the Technical leads:

- Manage the environment strategy, release management plans, advise on the integrations, and solution design.



CONTRACT AUTHORITY INCREASE

Original Contract Authority	\$20,000,000
Increased Contract Authority Request	\$3,100,000 – Includes additional functional and technical resources as well as contingency.
New Total Contract Authority	\$23,100,000



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BOARD APPROVAL REQUEST

- Seeking an increased contract authority to for continued support of Accenture's technical and functional resources, necessary for the Project Edge implementation.
- **Additional Contract Authority:** \$3,100,000 which includes contingency.
- **New Total Contract Authority:** \$23,100,000.





b. Resolution

RESOLUTION

Authorizing the submission of a resolution to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a 9-month contract extension and to increase the contract authority with Deloitte Consulting, LLP (“Deloitte”) in the amount of \$3,000,000 for a new total not to exceed authority amount of \$12,500,000.

WHEREAS, MetroPlus, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York; and

WHEREAS, the Plan required a consulting vendor to provide testing resources for its transition to a new core processing system; and

WHEREAS, an RFP for Consulting Partner services was issued in October 2023, in compliance with MetroPlus’ contracting policies and procedures; and

WHEREAS, Deloitte was the vendor selected to provide testing consulting services; and

WHEREAS, on March 28, 2024, the Board of Directors of MetroPlus recommended adoption of the resolution for approval by the Board of Directors of the NYC Health + Hospitals, for the proposed contract between MetroPlus and Deloitte; and

WHEREAS, on April 25, 2024, the Board of Directors of the NYC Health + Hospitals approved a contract resolution between MetroPlus and Deloitte; and

NOW THEREFORE, be it

RESOLVED, that a resolution will be submitted to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a 9 month contract extension and to increase the contract authority with Deloitte Consulting, LLP (“Deloitte”) in the amount of \$3,000,000 for a new total not to exceed authority amount of \$12,500,000.

EXECUTIVE SUMMARY

OVERVIEW: MetroPlus required a vendor to provide testing resources for the Plan's transition to a new core processing system. The implementation is a company-wide effort. This implementation will account for multiple go-live events and will achieve a transition from the Plan's legacy platform to HealthEdge's core admin and clinical platform.

NEED: There has been a shift in the implementation timeline. MetroPlus needs continued testing resources, from Deloitte, in order to complete the implementation. MetroPlus is requesting an increased spending authority in order to support these additional resources and to extend the contract.

PROCUREMENT: MetroPlus issued a Request for Proposals on October 10, 2023. Deloitte was selected for the Testing component of the RFP.

PROPOSAL: MetroPlus is seeking to execute a 9-month contract extension and to increase the contract authority with Deloitte Consulting, LLP ("Deloitte") in the amount of \$3,000,000, for a new total not to exceed authority amount of \$12,500,000.

MetroPlusHealth

Finance Committee Meeting

Application for Increased Contract Authority & Contract Extension

Testing Resources | Deloitte LLP

Ganesh Ramratan, Chief Information Officer
Lauren Leverich Castaldo, Chief Financial Officer

Wednesday, June 4th, 2025



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BACKGROUND

- MetroPlusHealth is currently undergoing a major core system transition, entailing the migration from the SS&C legacy system to the new HealthEdge system platform. The implementation, known as Project Edge, is a company-wide effort, with an anticipated completion date of December 2026, and includes multiple go-live events throughout 2025 and 2026.
- Deloitte, LLP (“Deloitte”) was selected in March 2024, to provide testing resources for Project Edge.
 - The Board of Directors of MetroPlusHealth approved a contract resolution on March 28, 2024.
 - The Board of Directors of NYC Health + Hospitals approved a contract resolution on April 25, 2024.
- MetroPlusHealth is seeking a contract extension and an increased contract authority of \$3,000,000, for a total not to exceed amount of \$12,500,000, to continue working with Deloitte, on the Project Edge implementation of HealthEdge’s platforms.



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AUTHORITY INCREASE FOR RESOURCE EXTENSION

- The Project Edge implementation timeline has shifted, and the first Go-live (Wave I) has changed from the originally planned April 2025 date to October 2025.
- This shift to the go-live date for Wave 1 will impact subsequent waves.
- MetroPlusHealth needs continued testing resources, from Deloitte, to ensure a successful completion of the HealthEdge implementation.



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AUTHORITY INCREASE FOR RESOURCE EXTENSION

Deloitte services include:

- Development of test strategy, test scenario and script design.
- Requirements traceability management.
- Test data creation, test execution, defect identification, management, and reporting across all program phases of testing (In-Sprint, Systems Integration, End to End, Parallel, Data Conversion, and Performance).
- Deloitte also provides support and execution oversight for user acceptance testing performed by MetroPlusHealth's subject matter experts.



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CONTRACT AUTHORITY INCREASE

Original Contract Authority	\$9,500,000
Increased Contract Authority Request	\$3,000,000 – includes additional testing resources as well as contingency.
New Total Contract Authority	\$12,500,000



BOARD APPROVAL REQUEST

- MetroPlusHealth is seeking an increase to the approved contract authority of \$3,000,000 and to execute a 9-month contract extension with Deloitte.
- **New Total Contract Authority:** \$12,500,000 which includes contingency.
- **New Contract Term:** 8/19/2024 – 3/31/2027.



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c. Resolution

RESOLUTION

Authorizing the submission of a resolution to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a 9-month contract extension and to increase the contract authority with SourcEdge Solutions LLC (“SourcEdge”) in the amount of \$4,030,000 for a new total not to exceed authority amount of \$10,000,000.

WHEREAS, MetroPlus, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York; and

WHEREAS, MetroPlus required a vendor to provide technical and operational subject matter experts, to handle the configuration and data conversion requirements for the Plan’s transition to a new core processing system; and

WHEREAS, an RFP for Consulting Partner services was issued in October 2023, in compliance with MetroPlus’ contracting policies and procedures; and

WHEREAS, SourcEdge was the vendor selected to provide Technical and Operational services; and

WHEREAS, on March 28, 2024, the MetroPlus Board of Directors approved a contract resolution between MetroPlus and SourcEdge; and

NOW THEREFORE, be it

RESOLVED, that a resolution will be submitted to the Board of Directors of New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a 9-month contract extension and to increase the contract authority with SourcEdge Solutions LLC (“SourcEdge”) in the amount of \$4,030,000 for a new total not to exceed authority amount of \$10,000,000.

EXECUTIVE SUMMARY

- OVERVIEW:** MetroPlus required a vendor to provide technical and operational subject matter experts, to handle the configuration and data conversion requirements for Project Edge.
- NEED:** There has been a shift in the implementation timeline. MetroPlus needs continued technical and operational resources from SourcEdge in order to complete the implementation. MetroPlus is requesting an increased spending authority in order to support these additional resources and to extend the contract.
- PROCUREMENT:** MetroPlus issued a Request for Proposals (“RFP”) on October 10, 2023 and SourcEdge was selected for the Technical and Operational SMEs component of the RFP.
- PROPOSAL:** MetroPlus is seeking to execute a 9-month contract extension and to increase the contract authority with SourcEdge Solutions LLC (“SourcEdge”) for an amount of \$4,030,000 for a new total not to exceed authority amount of \$10,000,000.

MetroPlusHealth

Finance Committee Meeting

Application for Increased Authority & Contract Extension

Technical and Operational SME Resources | SourceEdge Solutions LLC

Lauren Leverich Castaldo, Chief Financial Officer
Ganesh Ramratan, Chief Information Officer

Wednesday, June 4th, 2025



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BACKGROUND

- MetroPlusHealth is currently undergoing a major core system transition, entailing the migration from the SS&C legacy system to the new HealthEdge system platform. The implementation project, known as Project Edge, is a company-wide effort, with an anticipated completion date of December 2026, and includes multiple go-live events throughout 2025 and 2026.
- SourcEdge provides analysis, development, and deployment support for all data migration activities including conversion of historical data from existing core systems to HealthEdge's platforms.
- SourcEdge Solutions LLC ("SourcEdge") was selected in March 2024, to provide technical and operational support for Project Edge.
 - The Board of Directors of MetroPlusHealth approved a contract resolution on March 28, 2024
 - At the time, the contract did not require approval of the Board of Directors of NYC Health + Hospitals.
- MetroPlusHealth is seeking a contract extension and an increased contract authority of \$4,030,000, for a total not to exceed amount of \$10,000,000, to continue working with SourcEdge, on the Project Edge implementation of HealthEdge's platforms.



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AUTHORITY INCREASE FOR RESOURCE EXTENSION

- The Project Edge implementation timeline has shifted, and the first Go-live (Wave I) has changed from the originally planned April 2025 date to October 2025. This shift to the go-live date for Wave 1 will impact subsequent waves.
- MetroPlusHealth needs continued support, from SourcEdge, to ensure a successful completion of the HealthEdge implementation.
- In the original contract scope, SourcEdge resources were scheduled to scale down by mid 2025, however, since the timeline has shifted, we need resources to stay on at full capacity through all three waves.
- Additionally, during implementation we have seen an increase in the complexities of the data mapping and transformation logic. SourcEdge has been able to keep pace with the demand of the additional work needed to accomplish a successful implementation.



AUTHORITY INCREASE FOR RESOURCE EXTENSION

SourceEdge will continue to provide:

- Creation of Data Mapping Documents.
- Historical Data Conversion Files and historical data loads into HealthEdge's platforms.
- Review and delivery of design documents and recommendations.
- Provide subject matter expertise and guidance to MetroPlusHealth's configuration team.
- Support for configuration and testing.



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CONTRACT AUTHORITY INCREASE

Original Contract Authority	\$5,970,000
Increased Contract Authority Request	\$4,030,000 – Includes additional technical resources as well as contingency.
New Total Contract Authority	\$10,000,000



BOARD APPROVAL REQUEST

- MetroPlusHealth is seeking an increase to the approved contract authority of \$4,030,000 and to execute a 9-month contract extension with SourcEdge.
- **New Total Contract Authority:** \$10,000,000 which includes contingency.
- **New Contract Term:** 5/15/2024 – 3/31/2027.



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d. Resolution

RESOLUTION

Authorizing the Executive Director of MetroPlus Health Plan, Inc. ("MetroPlus") to execute a contract with Wakely Consulting Group, LLC, an HMA Company ("Wakely") to provide Actuarial services for a term of three (3) year with two (2) one-year renewal options, solely exercisable by MetroPlus, for an amount not to exceed \$11,600,000 for the total 5-year term.

WHEREAS, MetroPlus is certified under Section 4403(a) of the Public Health Law of the State of New York as a Health Maintenance Organization and has organized a plan for the provision of Prepaid Health Services to its members; and

WHEREAS, MetroPlus seeks a qualified vendor for actuarial services, and

WHEREAS, the selected vendor will provide MetroPlus with on-going professional consulting services including the calculation and analysis of IBNR and claims liability; the development of rate setting methodology for products; the development and review of medical expense documentation, premium rates, and administrative cost assumptions for its products; and

WHEREAS, an RFP for actuarial services was issued on March 24, 2025, in compliance with MetroPlus' procurement policies and procedures; and

WHEREAS, Wakely was the vendor selected to provide these services.

NOW THEREFORE, be it

RESOLVED, the Executive Director of MetroPlus is hereby authorized to execute a contract with Wakely Consulting Group, LLC, an HMA Company ("Wakely"), to provide actuarial services for a term of three (3) year with two (2) one-year renewal options, solely exercisable by MetroPlus, for an amount not to exceed \$11,600,000 for the total 5-year terms.

EXECUTIVE SUMMARY

- OVERVIEW:** MetroPlus seeks an actuarial consulting firm to provide the following services: calculation and analysis of IBNR and claims liability; the development of rate setting methodology for products, the development and review of medical expense documentation, premium rates, and administrative cost assumptions for its products, and on-going professional consulting services.
- PROCUREMENT:** MetroPlus issued a Request for Proposals on March 24, 2025. A pre-proposal conference was held on March 28, 2025. 4 proposals were received, evaluated, and scored by an Evaluation Committee on the vendors experience in analytics of Unpaid Claim Liabilities (UCL), experience with NYS government and non-government products, expertise in explaining trend and effects of UCL, expertise of staff, ability to handle ad-hoc analysis, cost, and MWBE utilization. Wakely was ranked highest on these criteria and was the selected vendor.
- TERM:** The term of the proposed agreement is three years with two one-year options to renew, solely exercisable by MetroPlus.
- MWBE:** 10% Utilization Plan has been submitted and a 20% waiver request.

MetroPlusHealth

Finance Committee Meeting

Application to Enter Into Contract

Actuarial Services

Lauren Leverich Castaldo
Chief Financial Officer

Wednesday, June 4th, 2025



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BACKGROUND

- **MetroPlusHealth is seeking an actuarial consulting firm to provide the following services:**
 - Calculation and analysis of IBNR and claims liability.
 - Development of rate setting methodology for products.
 - Development and review of medical expense documentation, premium rates, and administrative cost assumptions for its products.
 - On-going professional consulting services.
- MetroPlusHealth released a Request for Proposals (RFP) on March 24, 2025, and Wakely Consulting Group (Wakely), was selected by the evaluation committee.



RFP CRITERIA

Minimum Criteria

- MWBE Utilization Plan, Waiver, or MWBE Certification.
- Must have experience as a supervising actuary including consulting services, experience analysis and valuation assignments for major health plans, for a minimum of five years.
- Must have experience in the review and analysis of health benefit plan rate filing.

Evaluation Criteria

- Expertise in analytics of Unpaid Claim Liabilities (UCL) calculations & other health metrics. Ability to produce monthly with fast turn around i.e.. 10 days - 15%.
- Experience with NYS government and non-government products - 15%.
- Expertise in explaining trend and effects of UCL - 15%.
- Availability to handle additional ad-hoc analysis, trending and questions related to actual experience - 15%.
- Expertise of staff to be assigned to MetroPlusHealth account - 15%
- Cost - 15%
- MWBE 10%



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SELECTION PROCESS

- 4 vendors responded to the RFP.
- 4 vendors met the minimum qualifications to proceed.
- Final scoring concluded 5/8/25.
- Wakely Consulting Group, LLC, was selected by the Evaluation Committee.



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VENDOR EVALUATION

- MetroPlusHealth previously contracted with two actuary vendors but is electing to proceed with one vendor for this contracting cycle.
- Currently, MetroPlusHealth manages the transfer of essential information and data—such as the UCL—between the two vendors, which creates inefficiencies and requires additional administrative support.
- Consolidating to one vendor will streamline communication, eliminate duplicative work, and enhance overall efficiency.
- Additionally, we project savings of approximately 6% annually, contracting with one vendor.
- Wakely is one of MetroPlusHealth's current contracted actuaries, and we have had a very positive experience with them.
- Wakely displayed the best technical capabilities and expertise specifically around their ability to pivot alongside MetroPlusHealth's transition to a new claims processing system (HealthEdge).



BOARD APPROVAL REQUEST

- Seeking a 3-year contract with two 1-year options to renew.
- **Anticipated Contract Start Date:** 9/1/2025.
- **Total Contract Authority request** - \$11,600,000 which includes contingency.
- Wakely has submitted a 10% MWBE Utilization Plan and a waiver for the remaining 20%. They will be utilizing Lepton Actuarial & Consulting, a certified MBE company.



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New Business

MetroPlusHealth

Finance Committee Meeting



Wednesday, June 4th, 2025

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Finance Committee Report

Lauren Leverich Castaldo

Chief Financial Officer

Finance Committee Meeting

Wednesday, June 4th, 2025



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Finance Q1 2025



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RATE UPDATES

April 2024 v2 Revision

Medicaid

- Increase of 0.2%.
- **Primary Driver:** 1% Across The Board (ABT) decrease effective April 2024 (accrued); Fiscal Intermediary (FI) Admin Carve Out effective August 2024; base updates.

April 2024 v2 Revision

HARP

- Decrease of -1.5%.
- **Primary Driver:** 1% ATB decrease effective April 2024 (accrued); FI Admin Carve Out effective August 2024; base updates (minimum wage, health home pricing).



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2025 Q1 MMCOR P&L | FINANCIAL HEALTH CHECK

- **Medical Loss Ratio:** 92.6%
 - **Administrative Loss Ratio:** 7.6%
 - **Margin:** 2%
-
- Managed Care Organization (MCO) Tax in effect for Q1 2025.
 - Qualified Health Plan and Medicare both showing continued stable performance.
 - Medicaid and HARP starting to show deterioration.



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ADMINISTRATIVE EXPENSES | BUDGET VS. ACTUALS

- For the **quarter ending March 31, 2025**, the total administrative expenses of **\$97.5M** were **\$4.2M (4.2%) favorable** to budget:
 - **\$2.8M** of which was driven by personnel spend.
 - **\$1.4M** of which was driven by vendor spend (OTPS).



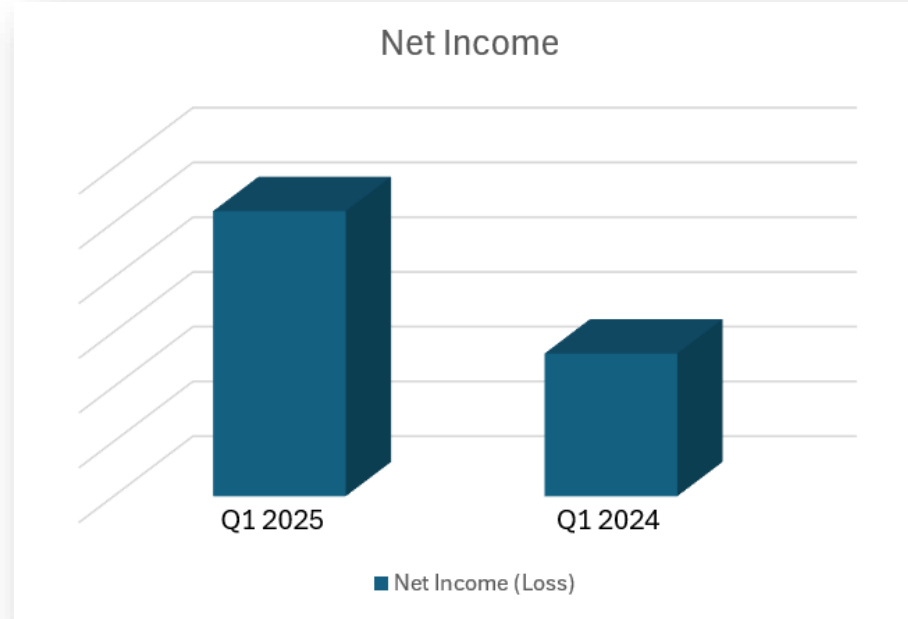
Q1 2025 REGULATORY REPORTING TO FORECAST

- Revenue net of pass-throughs (e.g., MCO Tax, NYHER and UPL) was 1.4% higher than forecast.
- Overall expenses are 2% higher than expected.
- In Q1 2025 we realized a current year margin of 1%.
 - Inclusive of the Aggregate Write-ins (PY) at Q1 2025 MetroPlus generated a 2% margin.



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CURRENT YEAR OPERATING INCOME BY LINES OF BUSINESS



RATE UPDATES

April 2025 Initial Rates

Medicaid and HARP

- Increase of 9% and 1%, respectively excluding MCO Tax.
- **Primary Driver:** Base data change from Year 2022 to 2023, jumping off point is higher with increased utilization after COVID; updated CRG scores.

Risk Score

- Increases in TANF Child and TANF Adult; decreases in SSI and HARP.
- HARP risk score is still highest in the region.



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RATE UPDATES

April 2025 Initial Rates

Partnership in Care | HIV SNP

- Increase of 0.5%, excluding MCO tax.
- **Primary Driver:** Base data change from Year 2022 to 2023; decreases in care management and admin component post Rx carve-out.



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OTHER ANTICIPATED RATE CHANGES

Revised April 2024 Rates

- Managed care benefit/fee schedule changes.
- MCO Tax Effective January 2025.
- Revisit FI Carve Out for CDPAS Effective August 2024.
- Revisit population acuity associated with the end of the continuous coverage requirement.

Revised April 2025 Rates

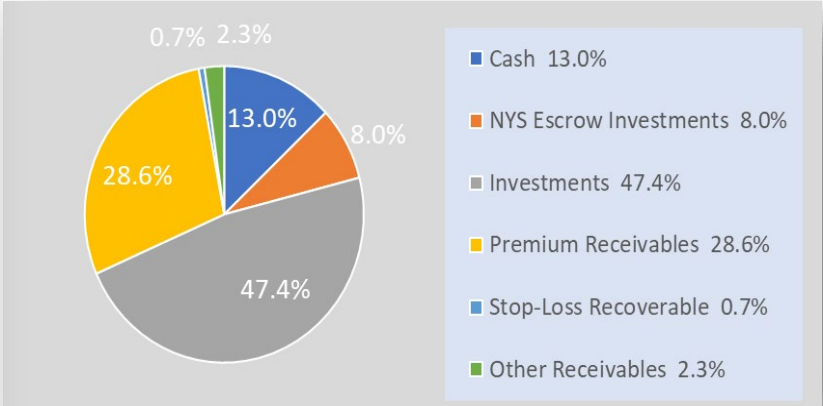
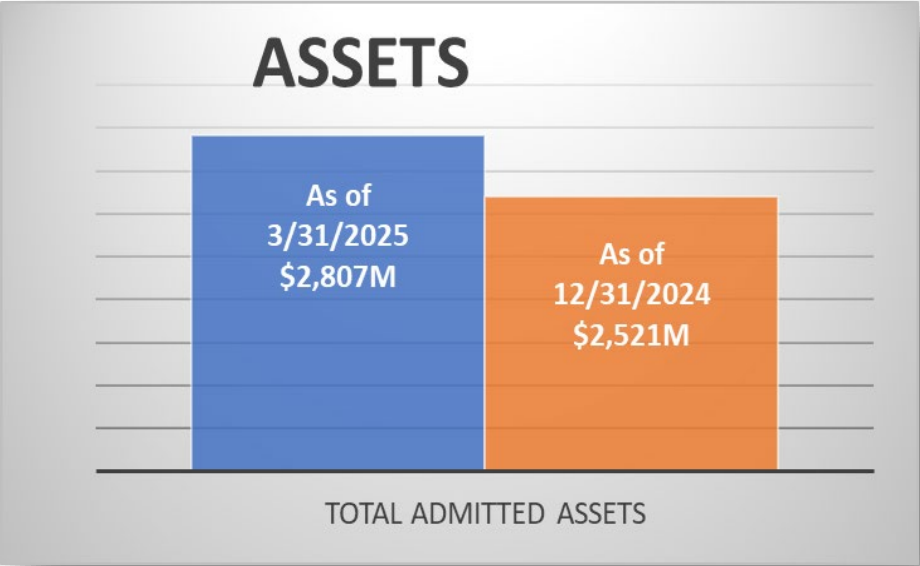
- Single Statewide Fiscal Intermediary.
- SFY 2025-26 enacted budget proposals.
- Transition of Doula Services into managed care.

Mid-Year 2025 Updates to Child Health Plus and Essential Plan Rates

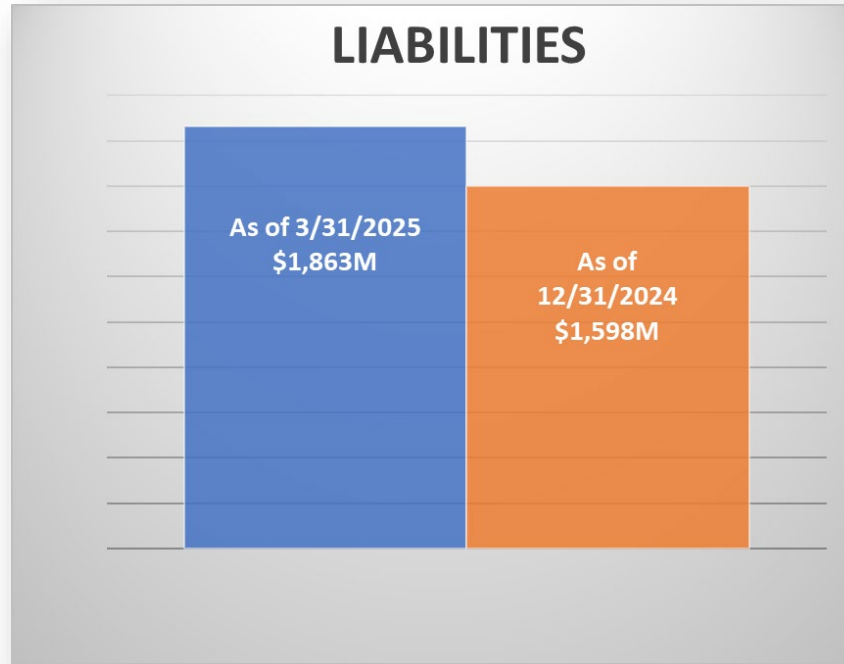
- MCO Tax Effective January 2025.



FINANCIAL PERFORMANCE | ASSETS

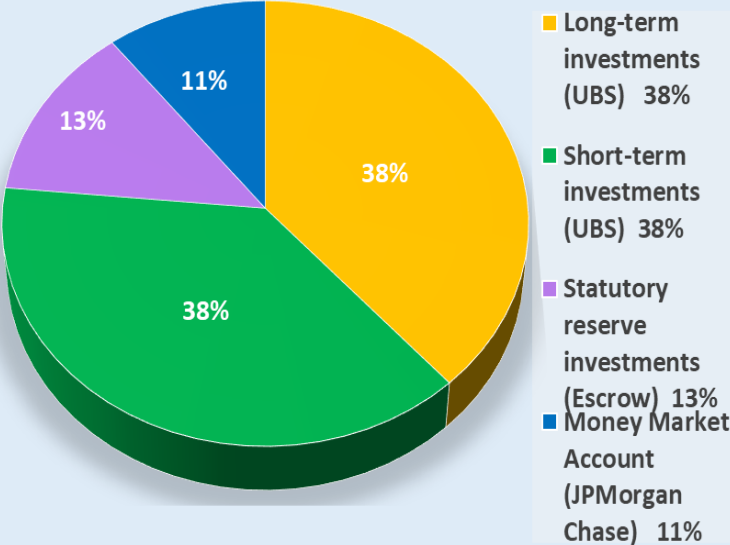


FINANCIAL PERFORMANCE | LIABILITIES



METROPLUSHEALTH | INVESTMENTS

Investment Holdings



UBS Holdings (\$ in Millions)



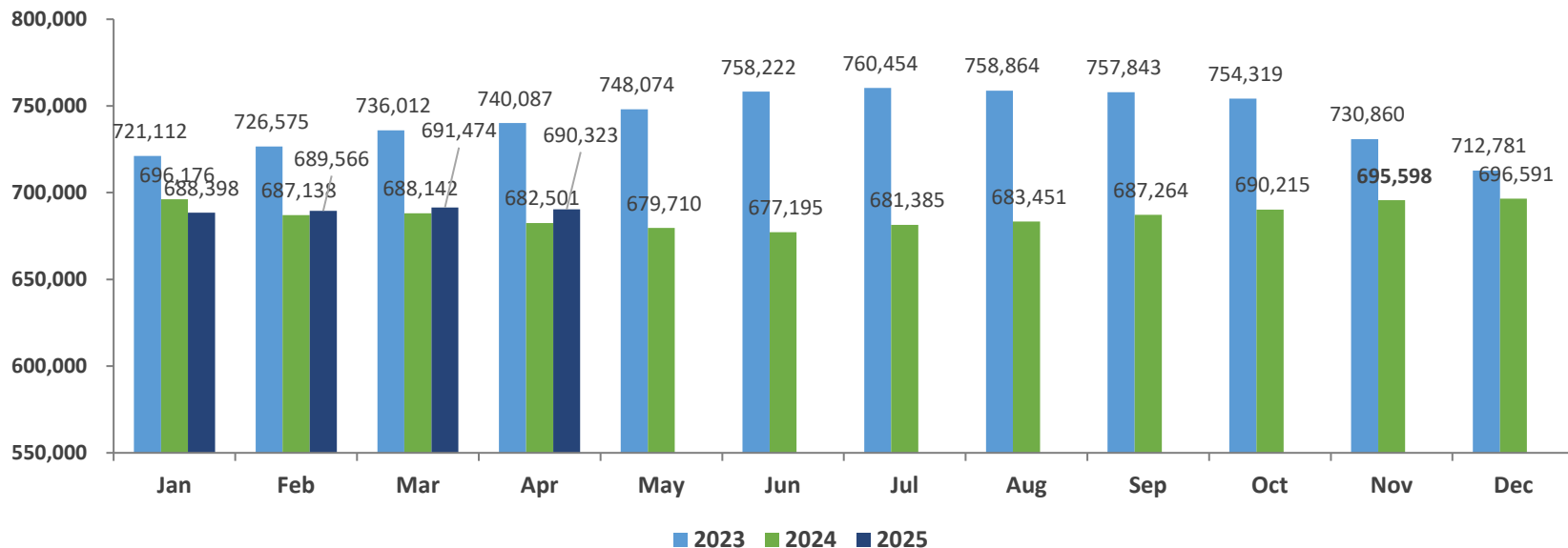
Membership



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MEMBERSHIP TREND 2022-2025

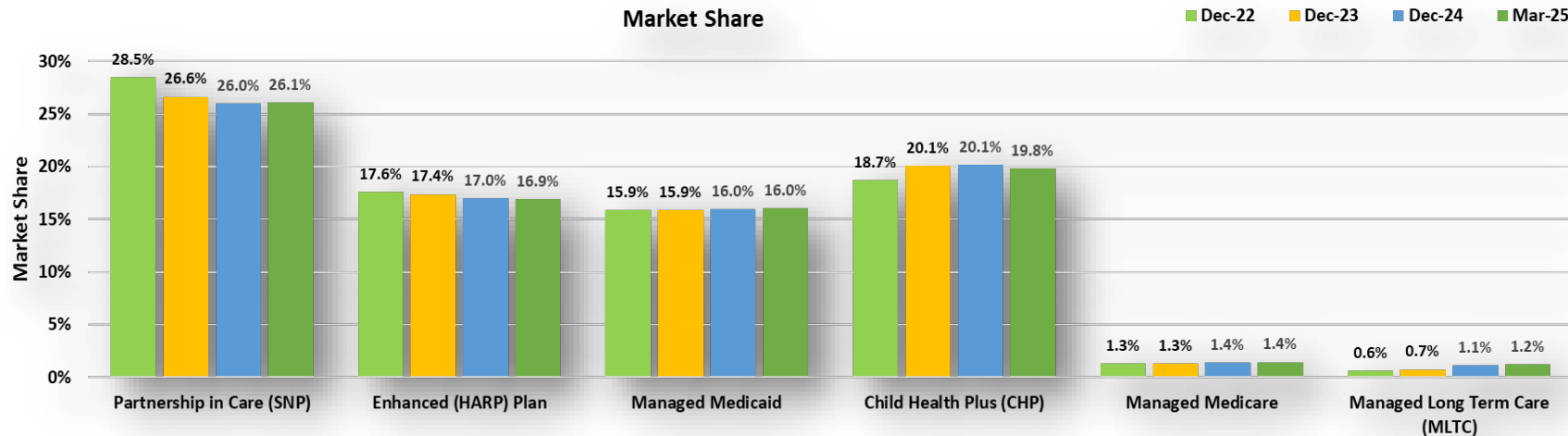
Total membership has stabilized after a decline due to INE (ineligible for program- clocking out) disenrollment reason from November 2023 – Feb 2024. Total membership is at 690K as of April 2025.



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MARKET SHARE

- Managed Long Term Care and Special Needs Plan markets have seen slight growth in Q1 2025.
- Medicaid and Medicare have stabilized in Q1 2025.
- HARP and Child Health Plus have experienced decline in market share.



Federal & NYState Updates



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FEDERAL RISK | NYS

- **Restricting Immigrant Coverage**
 - 10% Penalty on Expansion FMAP for Covering Undocumented Immigrants with State funds.
- **Restrict Premium tax Credit and Medicare Eligibility to Lawful Permanent Residents, Certain Cubans, & People from CFAs**
 - Eligible aliens' definition shrunken, does not include the "Aliessa" population despite their lawful presence.
- **Implementing Mandatory Work Requirements as a Condition for Medicaid Eligibility**
 - Beginning as early as 2026
- **Adding Red Tape to Medicaid Enrollment Eligibility**
 - Eligibility Checks every 6 months.
 - Reducing retroactive Medicaid from 3 months to 1.
 - Cost Sharing for income above 100% FPL.
- **Revoking New York's MCO Tax and Banning New Provider Tax**
 - Medicaid Quality Awards funded NYS budget via MCO tax revenue.



STATE BUDGET SFY 2025 HIGHLIGHTS

Included

- Eliminate Quality Funding in Managed Long-Term Care.
- Managed Care Contracting and Performance Penalties.
 - Violations to range from \$25 to \$25,000.
- **MCO Tax:** Medicaid, Essential Plan, and commercial plans.
- Carve out of Medicaid Nursing home.

Did Not Include

- Independent Dispute Resolution (IDR) Medicaid Exclusion.
 - IDR results in higher payments to out-of-network providers.



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KPI Dashboard

Jeffrey Wojtasik

Vice President of Health Analytics

Finance Committee Meeting

Wednesday, June 4th, 2025



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ENTERPRISE KPI DASHBOARD

Over 260 KPI's established across 13 departments including:

- Compliance
- Customer Success
- Finance
- Government Relations
- Human Resources
- Information Technology
- Legal
- Marketing
- Medical Management & Utilization
- Operations
- Project Management
- Sales & Growth

For each KPI, the dashboard is tracking:

- Current Value for the measurement period (typically monthly).
- Current Goal for the measurement period with +/- comparison to the KPI Value.
- Prior Measurement Period Value with +/- comparison to the KPI Value.
- Benchmark Value for the KPI with +/- comparison to the KPI Value.



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