

Key Considerations and Promising Practices in State Medicaid Agency Contract Development and Timing

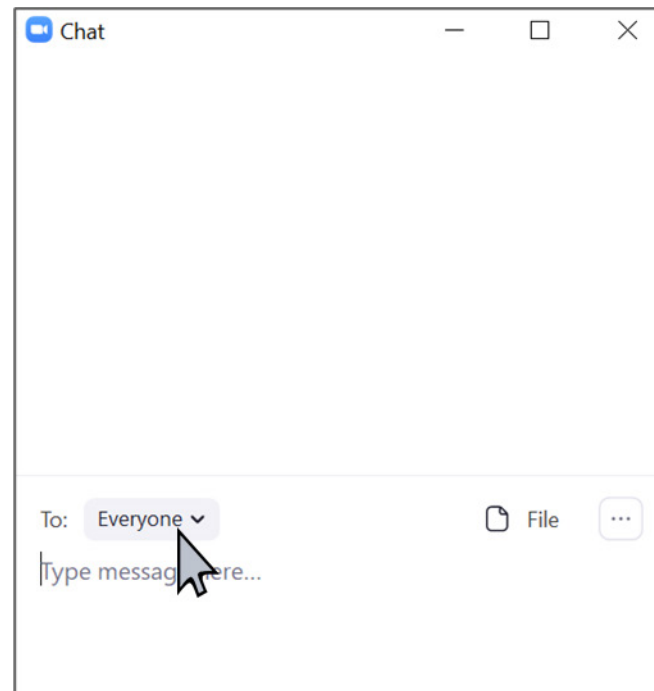
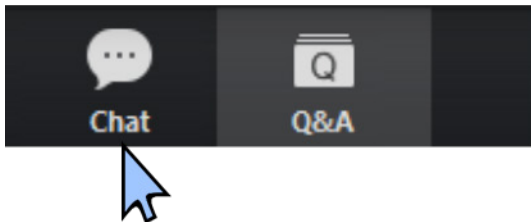
ICRC State D-SNP Contracting Call

October 21, 2026

Logistics

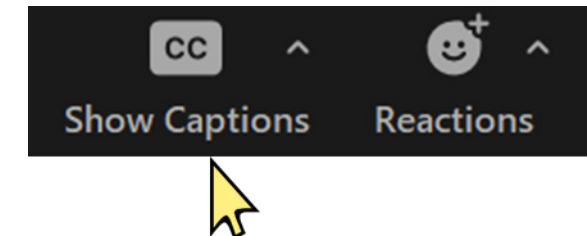
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Agenda

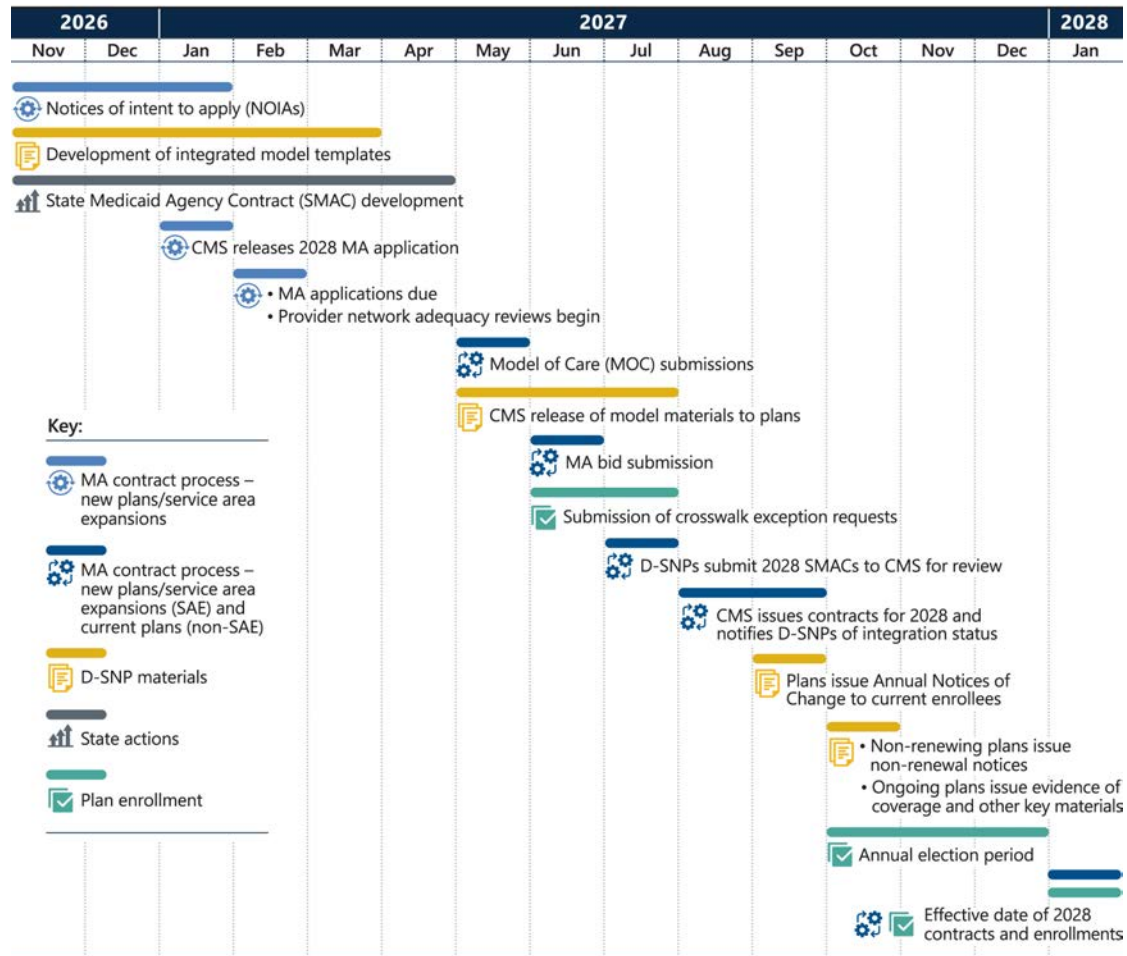
- Welcome and introductions
- Key steps and deadlines in Medicare Advantage (MA) bid and State Medicaid Agency Contract (SMAC) development
- Discussion
 - Discuss what went well and challenges states faced during the CY2027 development cycle
 - Share tips and best practices as states prepare for CY2028

Acronyms

- CY = Contract Year
- D-SNP = dual eligible special needs plan
- HPMS = Health Plan Management System
- MA = Medicare Advantage
- MAO = Medicare Advantage Organization
- MOC = Model of Care
- NOIA = Notice of Intent to Apply
- SMAC = State Medicaid Agency Contract
- SNP = Special Needs Plan

Key Steps and Deadlines in MA Bid and SMAC Development

Key dates in MA contract, materials, and enrollment process for CY 2028



- Today, we will focus on key dates related to MA bid and SMAC development.
- For more information about other deadlines related to materials and enrollment processes, see [Medicare Advantage Bid, Contract, Material, and Enrollment Processes: Key Considerations for State Contracting with D-SNPs](#).

November 2026-January 2027: MAOs submit NOIAs to CMS

- NOIAs must be submitted when an MAO intends to establish a new MA contract or expand the service area of an existing MA plan in the applicable contract year.
- States can use SMAC requirements to require MAOs that already have existing D-SNPs in the state to notify the state when they submit NOIAs to CMS that affect D-SNP offerings within that state, but state Medicaid agencies may not know if new MAOs are trying to begin offering D-SNPs in the state for the first time.
 - CMS reaches out to states with D-SNP only contracts under 42 CFR 422.107(e) when MA organizations submit NOIAs to offer new D-SNPs in those states.
 - State Medicaid agencies may also be able to gather this information from the state insurance agency, as the MAO will need to submit documentation to the state insurance agency to establish a new health plan.
- States should notify MAOs and CMS when the state does not plan to contract with a specific MAO or D-SNP for an upcoming contract year.

November 2026-April 2027: MAOs develop bids and MOCs for CY 2028

- States should communicate with D-SNPs about new SMAC or MOC requirements that could affect D-SNP bid development, including those that could affect:
 - Plan costs,
 - Care coordination/MOC activities,
 - Coverage of specific plan benefits (including supplemental benefits),
 - Enrollee cost sharing,
 - Service areas, and/or
 - Populations allowed to enroll.
- Reminder:
 - Bids are due the first Monday in June, and
 - MOCs are due the Friday before the first Monday in June.

February 2027: MAOs submit D-SNP applications

- Only MAOs intending to offer a new MA contract or expand the service area of an existing MA plan must submit applications.
 - Existing MAOs file bids in early June without filing an application in February.
- CMS reviews provider networks of new MAOs and MAOs due for triennial reviews.
 - States can require D-SNPs to report provider network deficiencies to the state.

June 2027: MAOs submit bids, contract non-renewals, and service area reductions to CMS

- States can use SMACs to require MAOs to notify the state if the MAO intends to non-renew or reduce a D-SNP service area.
 - This is especially important in states that require Medicaid managed care plans to have affiliated D-SNPs.
- States can require MAOs to submit copies of D-SNP bids (or segments of the bid, such as a list of supplemental benefits to be covered).
- MAOs intending to offer new SNPs and MAOs offering existing SNPs that are due for MOC reviews must submit MOCs to CMS for review by the Friday before the first Monday in June.
 - States can require MAOs to submit final D-SNP MOCs to the state.

July 2027: MAOs upload final, executed SMACs into HPMS for CMS review

- Best practices in SMAC development:
 - Inform MAOs of new or revised SMAC requirements that could affect bid development in January/February 2027.
 - *Examples of SMAC requirements that affect bid development are provided on the next slide.*
 - Issue 2028 SMACs to MAOs for review well in advance of MAO's bid submissions.
 - Share draft SMACs with MMCO and ICRC for pre-review between November and April.

Examples of SMAC requirements that affect D-SNP bid development

- Requirements that affect:
 - Plan costs (for example, in-person assessment requirements or call center specifications);
 - Care coordination and/or the Model of Care;
 - Coverage or delivery of specific plan benefits (including supplemental benefits);
 - Enrollee cost sharing;
 - Data sharing or reporting requirements;
 - Geographic areas of operation; and/or
 - The populations eligible for enrollment in the D-SNP(s).
- **This list is exemplary; it is not exhaustive.**

Key Takeaways

- States need to establish SMAC development processes that align with CMS' MA contracting process and deadlines.
- States should communicate with D-SNPs as early as possible about policy decisions that may affect D-SNP bids.
- States planning to edit SMAC or MOC requirements for CY 2028 can proactively engage D-SNPs and consult with CMS and ICRC to discuss implications and/or pre-review draft SMACs.

Discussion

Discussion questions

- What did your state do that worked well during the 2027 SMAC development process?
- What challenges did your state face during the 2027 SMAC development process?
- What factors affect state SMAC development timelines (including factors that are outside of your control)?
- What lessons or tips would you share with other state Medicaid agency staff who are new to the SMAC development process?
- How and when do you engage with health plans about SMAC development or new SMAC requirements?

Next steps

- Send updates/changes in state D-SNP points of contact to ICRC@mathematica-mpr.com
- Send feedback or topics/questions for future calls to ICRC@mathematica-mpr.com
- Next Call: January 2027

ICRC Is Here to Help

**Interested in advancing integration?
Through a contract with the CMS Medicare-Medicaid
Coordination Office, ICRC staff are available to provide
one-on-one technical assistance to states seeking to better
integrate care for their dually eligible populations.**

Email ICRC@mathematica-mpr.com

Thank you!
