Medicare-Medicaid Dual Eligibility for Ryan White HIV/AIDS Program Clients

Access, Care, and Engagement (ACE) TA Center June 25, 2025



How to ask questions

Attendees are in listen-only mode.

To ask a question, **use the chat box** at the lower-right of your screen to chat with the presenter.

You may also **email questions** to <u>acetacenter@jsi.com</u> after the webinar.

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Our tools, resources, training, and technical assistance offerings are responsive to recipient and subrecipient needs and informed by best and promising practices for health coverage engagement and enrollment. The ACE TA Center is a cooperative agreement between JSI Research & Training Institute, Inc., (JSIII) and the Health Resources and Services Administration, (HIV/AIDS BureauII).





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Engage, enroll, and retain

clients in health coverage (e.g., Marketplace and other private health insurance, Medicare, Medicaid).



Communicate with Ryan White HIV/AIDS Program (RWHAP) clients

about how to stay enrolled and use health coverage to improve health care access.



Improve the clarity

of their communication around health care access and health insurance.

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- RWHAP program staff, including case managers
- RWHAP organizations (leaders and managers)
- RWHAP clients
- Navigators and other in-person assisters that help enroll RWHAP clients

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ACE TA Center

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Roadmap for today's webinar





Today's presenters

Molly Tasso



Project Director, ACE TA Center Christine Luong



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BRIDGE Team Project Manager, Community Resource Initiative





How familiar are you with Medicare-Medicaid dual eligibility? (Select one.)

- I've never heard of it.
- I work with dually eligible clients, but I don't understand the basics.
- I don't work with dually eligible clients, but I understand the basics.
- I work with dually eligible clients and I understand the basics.
- I know more than the basics and would like to learn more.
- I'm an expert!





What aspects of dual eligibility are you interested in learning more about? (Select all that apply.)

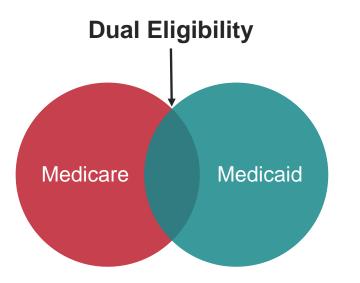
- Eligibility criteria and pathways
- Who pays for what, and when
- Coverage options, including integrated care
- Financial assistance
- Enrollment support
- Impact on RWHAP clients
- Other (let us know in the chat!)



Dual Eligibility Fundamentals



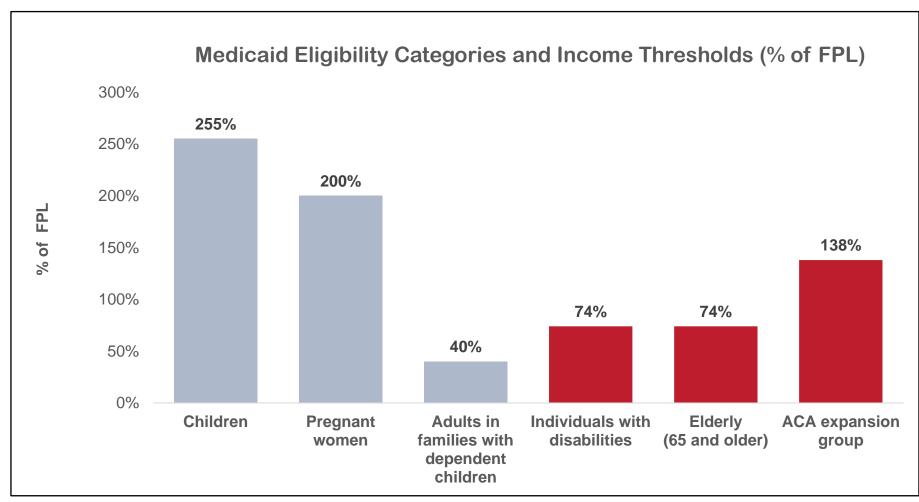
What is dual eligibility?



- An individual is eligible for both Medicare and their state Medicaid program simultaneously
- Medicare Eligibility
 - Age 65 or older
 - Under 65 with a qualifying disability
 - People with End-Stage Renal Disease (ESRD)
- Medicaid Eligibility (varies by state)
 - Children
 - Pregnant women
 - Adults in families with dependent children
 - Individuals with disabilities
 - Elderly people (age 65+)
 - Affordable Care Act expansion group



Medicaid eligibility categories by Federal Poverty Level (FPL)



Source: Kaiser Family Foundation, Medicaid Income Eligibility Limits for Adults as a Percent of the Federal Poverty Level, (January 2022)

Types of dual eligibility: Full-benefit

- **Medicare**: receive the standard package of Medicare benefits
- **Medicaid**: receive the full range of Medicaid benefits available in their state
- Must be enrolled in both:
 - Medicare Part A and/or Part B
 - Full-benefit Medicaid in their state
- Most common type of dual eligibility (71%)



Types of dual eligibility: Partial-benefit

- **Medicare**: receive the standard package of Medicare benefits
- **Medicaid**: receive financial assistance from their state Medicaid program to pay for Medicare premiums and/or other Medicare cost-sharing obligations
- Must be enrolled in both:
 - Medicare Part A and/or Part B
 - A state-administered Medicare Savings Program (MSP)
- Not as common (29%) as full-benefit dual eligibility, but becoming more common on a state-by-state basis



Dual eligibility, HIV, and the RWHAP

- Over 12 million dually eligible people in the U.S., and growing
- Nearly two-thirds of Medicare beneficiaries with HIV are dually eligible
- One-quarter of Medicaid beneficiaries with HIV are dually eligible
- About **7.3% of RWHAP clients** are dually eligible
 - 82.5% are age 50+
 - 36.6% are age 65+

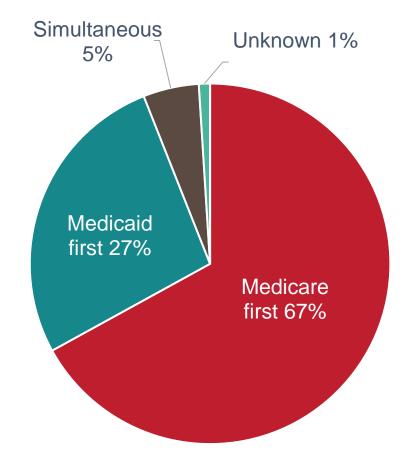
Sources:

- KFF Medicare and People with HIV, 2023
- KFF Medicaid and People with HIV, 2023
- HRSA RWHAP Service Report (RSR), 2024



Characteristics of dually eligible individuals

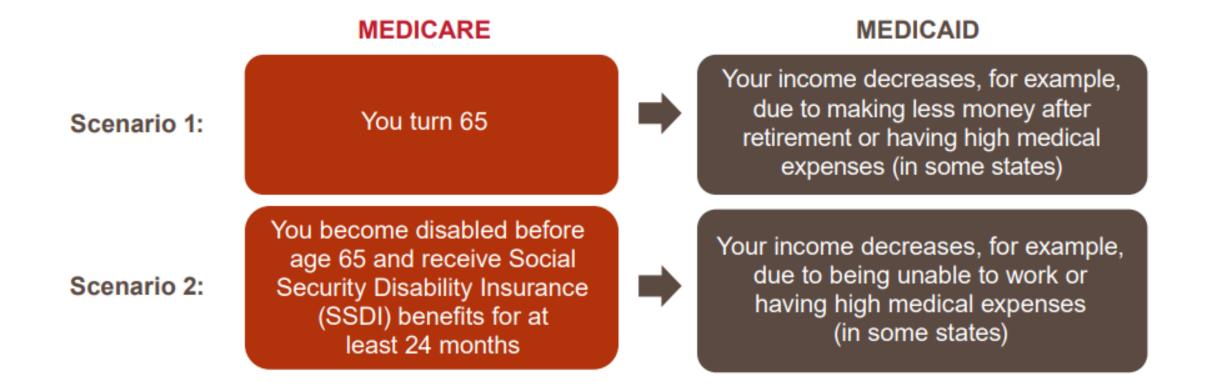
- Generally have more complex healthcare needs compared to people who are not dually eligible
- Among people with HIV, more likely to have multiple chronic illnesses or functional disabilities
- Eligibility pathways:
 - Medicare first, then Medicaid
 - Medicaid first, then Medicare
 - Simultaneous eligibility



Sources:

- ICRC Dually Eligible Individuals: The Basics, 2021
- HHS Analysis of Pathways to Dual Eligible Status, 2019

Common scenarios: Medicare first





Common scenarios: Medicaid first

MEDICAID

Scenario 1:

You have low income or your income decreases, for example, due to having high medical expenses (in some states)

MEDICARE

You become disabled before age 65 and receive Social Security Disability Insurance (SSDI) benefits for at least 24 months and are automatically enrolled in Medicare Parts A and B

Scenario 2:

You begin receiving Supplemental Security Income (SSI) due to blindness or disability and having limited income

Scenario 3:

You have low income or your income decreases, for example, due to having high medical expenses (in some states) You turn 65

You turn 65



New for 2025! Medicare SEPs

- New! Monthly SEP for dually eligible individuals and/or Extra Help (Low-Income Subsidy) recipients
 - Switch from Medicare Advantage w/ prescription drug coverage to Original Medicare and enroll in a standalone prescription drug coverage plan
 - In Original Medicare, switch standalone
 prescription drug coverage plans
 - Available monthly
- **New! Integrated Care SEP** for full-benefit dually eligible individuals with Medicare Advantage
 - Join or switch to an integrated D-SNP (a specific type of Medicare Advantage plan) under an aligned Medicaid Managed Care Organization (MCO)
 - Available monthly



Billing and Financial Help



Overview of billing and payors

First Payor

Medicare always pays first for medically necessary, Medicare-covered services that are also covered by Medicaid, such as inpatient and outpatient care.

Second Payor

Medicaid pays next for services that Medicare does not cover or only partially covers, such as long-term services and supports.

Last Payor

As the payor of last resort, the **RWHAP** pays for HIV-related services that Medicare and Medicaid do not cover or only partially cover.



What is the role of RWHAP, including ADAP?

- RWHAP, including RWHAP Part B AIDS Drug Assistance Program (ADAP), may help clients pay for Medicare and Medicaid coverage.
- Assistance may include coverage for:
 - Premiums and cost-sharing associated with Medicare Parts B, C, and D
 - Outpatient and ambulatory care under Medicare Part B
 - Prescription drug coverage under Medicare Part D that includes at least one drug in each class of core antiretroviral therapeutics.
 - Medicaid premiums, deductibles, and copayments, if any.
- For more information, see HRSA HAB Policy Clarification Notice (PCN) #18-01.



RWHAP coverage of medical costs

- RWHAP program income, grants, and rebate funds can be used to pay for the Health Insurance Premium Cost-Sharing Assistance (HIPCSA) program.
 - See PCN #15-03 for use of grants
 - See PCN #15-04 for use of rebates
- HIPCSA provides help to pay for HIVrelated medical premiums and cost-sharing
 See PCNs #16-02 and #18-01
- Check with your local RWHAP Part A or RWHAP Part C programs to see if they offer this
- Additional state-specific coverage may be available – check with your local RWHAP Part B/ADAP



Noteworthy Challenge

- It is very challenging for third party payors, such as RWHAPs and ADAPs, to pay for clients' Medicare Part B premiums after the premium amount has been automatically deducted from the client's Social Security payment.
- As a result, for the vast majority of clients, this is not a cost that RWHAPs and ADAPs can pay due to the inability to coordinate with the Social Security Administration, even though it is an allowable cost that RWHAPs can pay for.
- RWHAPs, including ADAPs, may be able to cover a Medicare Part B premium for clients who are "direct billed" by Medicare.



ADAP coverage of prescription costs

- ADAP is the payor of last resort after Medicare and Medicaid.
- Prescription copays can be for any HIV-related medications



Knowledge Check #1

Which of the following is the correct order of payors for services provided to dually eligible clients?

- a) RWHAP/ADAP \rightarrow Medicare \rightarrow Medicaid
- b) Medicaid \rightarrow RWHAP/ADAP \rightarrow Medicare
- c) Medicare \rightarrow Medicaid \rightarrow RWHAP/ADAP
- d) Medicare \rightarrow RWHAP/ADAP \rightarrow Medicaid



Knowledge Check #1

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- d) Medicare \rightarrow RWHAP/ADAP \rightarrow Medicaid

Answer: (C)



Sources of financial help: Medicare Savings Programs (MSPs)

- Medicare Savings Programs (MSPs): financial assistance programs where state Medicaid programs help enrollees pay for some or all of their Medicare Part A and Part B costs.
 - Qualified Medicare Beneficiary (QMB)
 - Specified Low-Income Medicare Beneficiary (SLMB)
 - Qualifying Individual (QI)
 - Qualified Disabled and Working Individuals (QDWI)
- Not available in all states
- Eligibility depends on income as a percentage of the Federal Poverty Level (FPL), as well as assets (in some states)



Sources of financial help: Medicare Savings Programs (MSPs)

	QMB Plus	QMB Only	SLMB Plus	SLMB Only	QI	QDWI
Medicare Part A Costs	100%	100%	All except premium	No	No	Premium only
Medicare Part B Costs	100%	100%	100%	Premium only	Premium only	No
Medicaid Coverage	Yes	No	Yes	No	No	No
Income Eligibility (% FPL)	≤ 100%	≤ 100%	101% - 120%	101% - 120%	121% - 135%	≤ 200%
Eligible for Extra Help	Yes	Yes	Yes	Yes	Yes	No
Type of Dual Eligibility	Full	Partial	Full	Partial	Partial	Partial

Note: Visit your state Medicaid website for more information about MSPs in your state.

Sources of financial help: Extra Help

- Extra Help Program, aka Medicare Part D Low-Income Subsidy (LIS): helps pay Medicare monthly premiums, annual deductibles, and copayments for people with Medicare prescription drug coverage and who meet income and asset limits.
- Reminder! As of January 2024, Extra Help is expanded to provide the full subsidy to all eligible individuals with incomes under 150% FPL
- Dually eligible clients will automatically qualify for Extra Help if:
 - They get their Medicare coverage through Original Medicare, and
 - They are already enrolled in the QMB, SLMB, or QI Medicare Savings Programs



Sources of financial help: LINET

- Limited Income Newly Eligible Transition (LINET) Program: provides temporary and sometimes retroactive prescription drug coverage until the individual is enrolled in a Medicare Part D plan.
- LINET is available for some dually eligible people who also receive Extra Help.
- Contact LINET at 1-800-783-1307 to request reimbursement for out-ofpocket costs spent on Medicarecovered drugs, minus any copays, during the retroactive period.



Sources of financial help: MPPP

- Medicare Prescription Payment Plan (MPPP): an optional program that allows Medicare Part D beneficiaries to spread out their prescription drug outof-pocket costs over the course of the plan year
 - Does not reduce the total cost of prescription drugs
 - Dually eligible beneficiaries typically do not qualify for this program
 - Not recommended for dually eligible RWHAP clients
- Related: \$2,000 cap on out-of-pocket prescription drug costs, beginning Jan.
 1, 2025



Enrollment Challenges and Best Practices



Common enrollment challenges

- Lack of clarity related to dual eligibility, including enrollment options and program benefits.
- **Passive enrollment** into integrated care plans with limited provider networks.
- **Deceptive advertisements** via TV or print mail that influence clients' enrollment decisions.
- Failure to respond to renewal notices from a state Medicaid program
 - May result in loss of Medicaid coverage and dual eligibility
 - May result in gaps in coverage
 - This varies from state to state



Common challenging dual eligibility scenarios

- Medicaid beneficiaries who are turning 65 but don't qualify for premium-free Medicare Part A
 - Supplemental Security Income (SSI) recipients without 40 work credits
 - May be eligible for Medicare Part B but can't afford to pay the Part A premium
 - Should be screened for the Qualified Medicare Beneficiary (QMB) Medicare Savings Program prior to enrolling in Medicare Part A



Common challenging dual eligibility scenarios

- Medicaid beneficiaries may lose their Medicaid eligibility when they age into Medicare at 65
 - States have different Medicaid eligibility criteria for people 65+, including both income and assets
 - Usually need to reapply for Medicaid after turning 65
 - If no longer Medicaid eligible, should be screened for a Medicare Savings Program
 - If not eligible for an MSP, consider enrolling in a Medigap plan to cover the gaps in Original Medicare, or a Medicare Advantage plan



Best practices for clients



- Update your case manager if there are any changes to your life circumstances or health coverage needs.
- Check your mail frequently for important documents such as health insurance cards, as well as notices from their health insurance providers.
- Attend RWHAP/ADAP recertification appointments.



Best practices for case managers

- ✓ Verify clients' contact information is up-to-date.
- Set up 65th birthday reminders in your electronic health record (EHR) for clients aging into Medicare.
- Support clients to actively enroll in Medicare and renew or reapply for Medicaid when they turn 65.
- Look for state-specific financial assistance programs that help with Medicare costs.



Best practices for case managers (cont.)

- ✓ Help clients search for a plan that includes supplemental services that fit their needs.
- ✓ Help clients review their medication lists and make sure their medications are covered by their plans.
- For clients enrolling in a Medicare Advantage plan, verify that their existing providers are in-network.
- Work with providers and/or RWHAP, including the AIDS Drug Assistance Program (ADAP), to make sure clients have enough medications to get through coverage transitions.
- ✓ Get trained as a State Health Insurance Assistance Program (SHIP) counselor.



Best practices for RWHAP organizations

- Partner with local aging agencies to identify resources and strategies to support clients aging into Medicare.
- Work with your State Health Insurance Program (SHIP) to troubleshoot Medicare enrollment issues.
- Consider becoming a SHIP-certified organization and encouraging staff who work with RWHAP clients to become trained and certified as SHIP counselors.
- Make sure RWHAP staff are familiar with Medicaid eligibility criteria in your state and understand the pros and cons of integrated care plans.



SHIP TA Center

- State Health Insurance Assistance Program (SHIPs): state-based programs that provide local, in-depth, and objective insurance counseling and assistance to Medicare-eligible individuals, their families, and caregivers.
- Visit <u>shiphelp.org</u> to find a SHIP location near you and find out what state and local programs your clients may be eligible for.



Become a certified SHIP Counselor

- Becoming a certified Medicare SHIP counselor is an ideal way for RWHAP and ADAP staff to assist clients with their Medicare needs.
- SHIP counselors are trained to understand the options available to all Medicare beneficiaries.
- RWHAP and ADAP staff have a better grasp on the coverage needs of people with HIV and the things that may be important for ADAP clients to consider that a SHIP counselor trained to help all Medicare beneficiaries may not know.
- Connect with a local SHIP counselor organization to ask about getting trained.

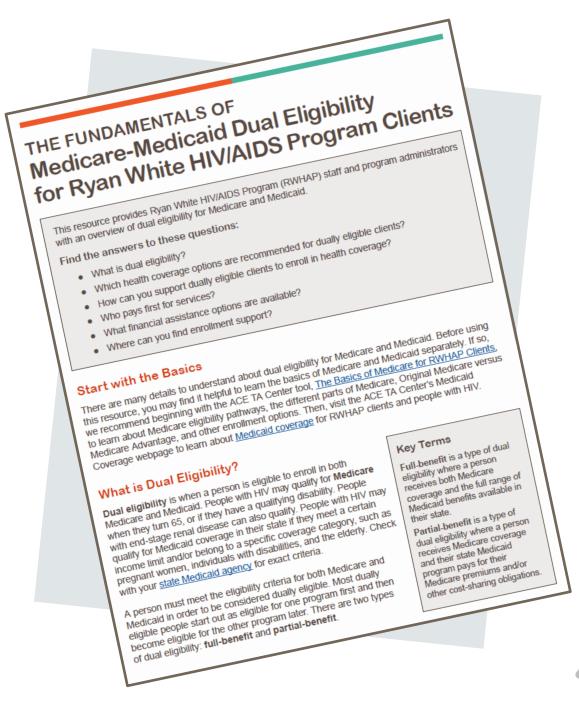


Resource Round-Up



Tool: Fundamentals of Medicare-Medicaid Dual Eligibility

targethiv.org/ace/dual-eligible



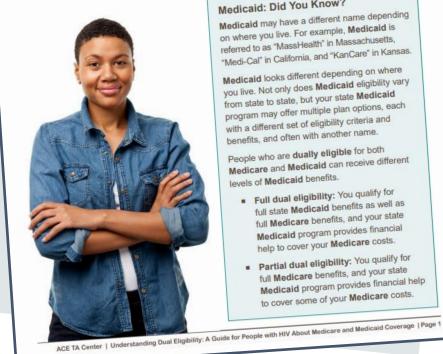


Client **Resource:** Understanding **Dual Eligibility**

targethiv.org/ace/dual-eligible

Understanding Dual Eligibility: A Guide for People with HIV About Medicare and Medicaid Coverage You may be eligible for both Medicare and Medicaid.

Medicare and Medicaid are both government-funded health coverage programs that help people pay for their health care costs. Medicare is the federal program for people who are 65 and older, people under 65 with a qualifying disability, or people of any age who have end-stage renal disease (ESRD) or amyotrophic lateral sclerosis (ALS). Medicald is a state-run program for people who have limited income who may also belong to a specific population group, such as pregnant people, individuals with disabilities, and the elderly. Some people are dually eligible, which means they qualify for both programs at the same time. The term dual eligibility means the same thing as "dually eligible."



Medicaid: Did You Know?

Medicald may have a different name depending on where you live. For example, Medicaid is referred to as "MassHealth" in Massachusetts, "Medi-Cal" in California, and "KanCare" in Kansas.

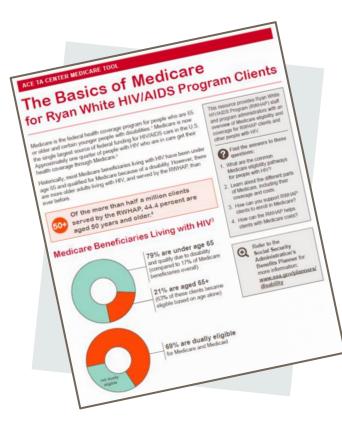
Medicaid looks different depending on where you live. Not only does Medicaid eligibility vary from state to state, but your state Medicaid program may offer multiple plan options, each with a different set of eligibility criteria and benefits, and often with another name.

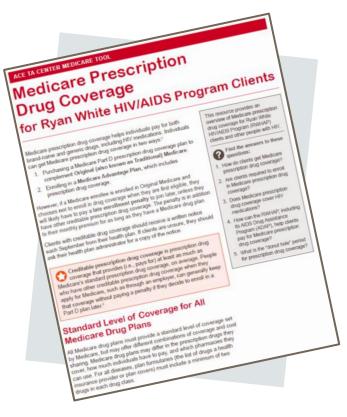
People who are dually eligible for both Medicare and Medicaid can receive different levels of Medicaid benefits

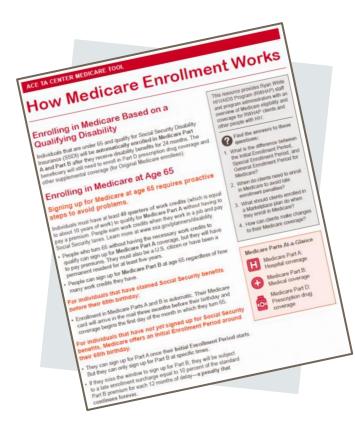
- Full dual eligibility: You qualify for full state Medicaid benefits as well as full Medicare benefits, and your state Medicaid program provides financial help to cover your Medicare costs.
- Partial dual eligibility: You qualify for full Medicare benefits, and your state Medicaid program provides financial help to cover some of your Medicare costs.



ACE TA Center Medicare Resources



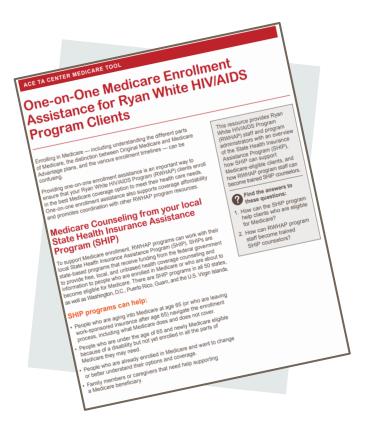


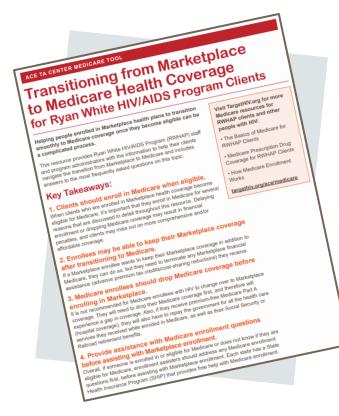


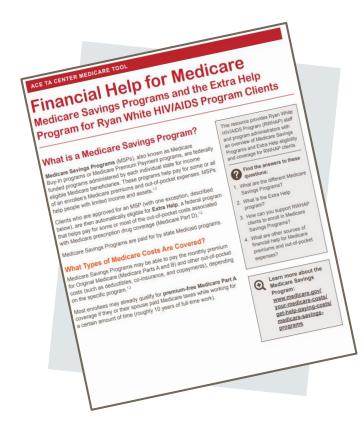
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ACE TA Center Medicare Resources





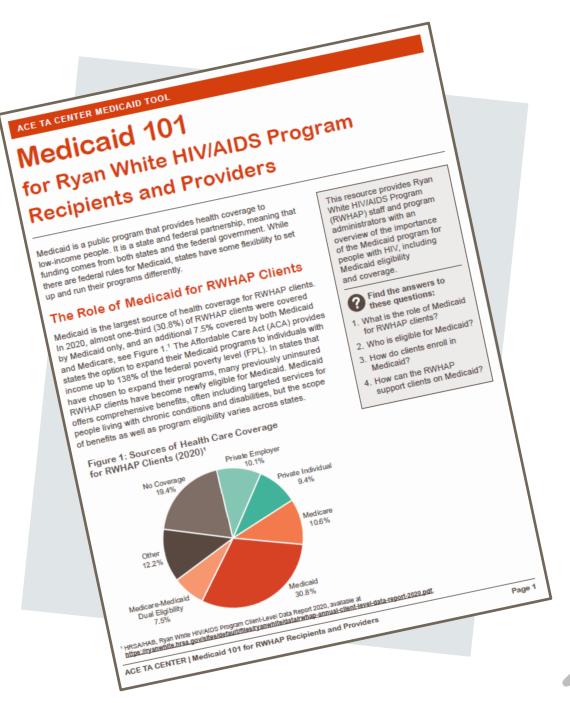


targethiv.org/ace/medicare



Tool: Medicaid 101 for RWHAP Recipients and Providers

targethiv.org/ace/medicaid





Additional resources for elders and people with disabilities

- Eldercare Locator: a nationwide service that connects older Americans and their caregivers with local sources of support for housing, insurance and benefits, transportation, and more.
 - Visit <u>eldercare.acl.gov</u> and enter your location to find resources near you.
- Disability Information and Access Line (DIAL): a national network of organizations that serve people with disabilities that connects callers to information and essential services that promote independent living.
 - Visit <u>acl.gov/DIAL</u>
 - Email <u>DIAL@usaginganddisability.org</u>
 - Call 1-888-677-1199





What types of training or resources related to dual eligibility would you find most helpful? (Select all that apply.)

- Job aid for case managers
- e-learning module
- Webinar
- Discussion guide
- Consumer fact sheet
- Consumer-facing posters
- Other (let us know in the chat!)



Questions?

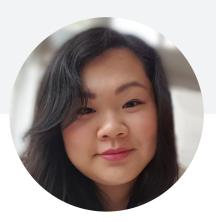


Q&A Panelists

Molly Tasso



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BRIDGE Team Project Manager, Community Resource Initiative

Watch Parts 1 and 2 on demand!

- The Basics of Medicare for RWHAP Clients
- Medicare Enrollment and Coverage for RWHAP Clients

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Thank you!



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