

## Frequently Asked Questions: 2019 Medicare Advantage Learning Collaborative (MALC)

- **What's involved in the application process?**  
The application includes 15 questions, with a mixture of multiple choice and open-ended responses. Selected organizations will be announced in early April.
- **Can we see the full application without filling it out?**  
The full application can be viewed as a PDF [here](#). PLEASE NOTE: The application must be completed [online](#).
- **Can you confirm application submissions? Is there a way to print completed applications?**  
E-mail [kathleen.zuke@gmail.com](mailto:kathleen.zuke@gmail.com) for confirmation of application submission. A copy of your application is available upon request.
- **How many agencies will be accepted for the learning collaborative?**  
Up to 10 organizations or networks will be selected to participate.
- **Will applicants be chosen based on geographic distribution or type of organization (i.e. single organization versus network)?**  
While we are interested in having some variability among members of the learning collaborative (geographic, networks of community-based organizations [CBOs] vs. individual CBOs), all complete applications from state or community-based organizations and networks that meet the eligibility criteria and are responsive to the questions within the application will be considered.
- **What are the selection criteria for the learning collaborative?**  
All complete applications from state or community-based organizations and networks that meet the eligibility criteria and are responsive to the questions within the application will be considered. Applications will be judged on the quality of responses to each question.
- **Are state agencies eligible to apply?**  
Yes.
- **Can applications be submitted on behalf of partnerships between for-profit and non-profit organizations?**  
Only non-profit organizations are eligible to apply.
- **Does an organization have to be an approved Medicare Provider to apply?**  
No, applicants are not expected to be Medicare Providers.

- **Do you prefer applications from a network vs. a single agency?**  
We have no preference. Both single agencies and networks are welcome to apply.
- **Are the slides and recording from the applicant webinar available for review?**  
View the slides and webinar recording [here](#).
- **What is the structure of the award for participating organizations? Does it include access to webinars or travel costs for the meeting in New Orleans? What form does the technical assistance take?**  
Participant benefits are detailed in the [Medicare Advantage Learning Collaborative Charter](#). No funding is provided through this opportunity; participating organizations are responsible for the cost of attending the n4a pre-conference intensive.
- **Will funding be provided to attend the n4a pre-conference intensive in New Orleans?**  
Participating organizations are responsible for the cost of attending the n4a pre-conference intensive in New Orleans.
- **What will the one-hour of consulting with the Aging and Disability Business Institute focus on?**  
That will depend on the specific needs of the organization or network.
- **Are there states that don't have any plans that include adult day services? How do we know if there would be a partner available in order to discern whether to participate?**  
In terms of Medicare Advantage (MA) plans, you should list probable targets at this time. We recognize that these may change as MA plans determine their 2020 bids later this year.
- **From what I understand, organizations currently involved in another learning collaborative are not eligible. Will this be offered again?**  
Correct, those who are participating in or who have been selected to participate in a concurrent business acumen learning collaborative with an overlapping time frame are not eligible to apply.  
  
We hope to be able to offer this learning collaborative again at a later time, but it will depend on available resources. If your current participation in another Learning Collaborative concludes by the start of the MALC, you are eligible to apply.
- **If an organization is participating in a separate learning community (not associated with the granting organizations) are they still ineligible to apply?**  
Yes, an organization CURRENTLY enrolled in any other business acumen-oriented learning collaborative whose timing overlaps with this Medicare Advantage Learning Collaborative (April-September 2019) is ineligible to apply for this collaborative.

- **How do I find a list of Medicare Advantage Plans available by state?**  
You can find Medicare Advantage plans that may be available in your state by using the Medicare Plan Finder (<https://www.medicare.gov/find-a-plan/questions/home.aspx>).
- **Can home and community-based services organizations join the learning collaborative as an organization but have a few people on the team participate?**  
Yes, the application requests identification of a lead and co-lead contact who will be responsible for participation in the learning collaborative.
- **Will the names of organizations selected to participate be announced publicly?**  
Yes, we will publicly announce all organizations/networks selected to participate in the learning collaborative.
- **What types of services might be typically be considered?**  
Guidance and call letters from the Centers for Medicare & Medicaid Services (CMS) offer a listing of proposed services for MA plans to consider offering, including nutrition services, transportation, and more. The final rule from CMS is expected in the next several months. We encourage CBOs to be creative in their proposed services and consider a broad range of home and community-based services and evidence-based programs as part of service packages they might market to MA plans.
- **How should a network think about partners on the application?**  
Individuals or organizations that will be active participants in the collaborative should be listed as “Key Partners” on the application.
- **On the application, I see you’re asking for identification of partnering agencies. Are you looking for this to be Medicare Advantage Plans? What if our targeted plan changes due to interest?**  
Individuals or organizations that will be active participants in the collaborative should be listed as “Key Partners” on the application. MA Plans are considered potential clients, not necessarily a CBO partner.
- **Which type of partnership might be more compelling: a county or state network as lead and providers in the network as partners? Or, CBO providers as lead and identifying networks as our partners?**  
We have no preference in this situation. Applicants that are networks should identify the lead organization that is best able to fulfill the requirements of the learning collaborative.
- **Are CBOs expected to have specific skills or capacities to be well-positioned for MA contracting opportunities?**
  - Yes, CBOs’ capacity to function effectively within an MA Plan network is an important factor in the success of the business relationship.

- **Will non-participants have access at some point to the webinars?**

The webinars are intended for learning collaborative members only. However, it is our intent to develop other tools and resources through this learning collaborative that will be publicly available to the larger field of state and community-based aging and disability organizations.