



# Advance Planning for Successful Partnerships

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# Business Problem

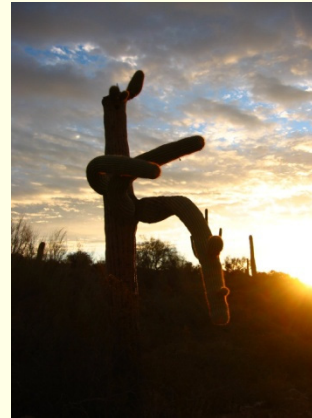
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- How to ensure an adequate and appropriate funding stream for MMIS projects large and small

# Arizona's Solution

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- Start early
- Use all tools available
- Communicate



# Start Early!



- Keep in touch with industry trends so you know what's coming
- Align your Medicaid enterprise strategic plan with the direction of the health care industry
- Ensure that your MITA Initiative is alive
- Always ask “how will this affect us in 3-5 years?”
- Remember: Enhanced funding is for MMIS!

# Use ALL the Tools Available:

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- P-APD                      PLANNING APD
- P-APD-U                    UPDATED P-APD
- I-APD                        Implementation APD
- I-APD-U                    Updated I-APD
- MITA-SSA                  MITA State Self-Assessment

# Talk to Your CMS Regional Rep!

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- Communicate early and often
- Discuss what you are considering before you begin the APD process
- Send draft for review prior to formal submission
- If things change, talk to CMS

# Planning APD

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- Hey, CMS, we're thinking about ...
- How much effort will it take for analysis and estimates?
- What value will this add?
- How does this fit with MITA and MMIS?
- Use for fine-tuning APD, remember the amount you request is a ceiling, not a floor!

# Planning APDs Contain:

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- **Statement of Need**
  - Vision
  - Requirements
  - Deficiencies of current state
- **Project Management Plan**
  - Organization
  - Activities
  - Commitment and Schedule
- **Planning Project Budget**
- **Assurances**

# How Big Is That Bread Box?

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# Implementation APD

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- Outline the results of your planning
- Use for fine-tuning APD, remember the amount you request is a ceiling, not a floor!
- Show the value
- Specify the MITA maturity improvement for affected business processes
- Every activity ties to MMIS
- Clear financials by Budget and Cost Allocation and by Budget and Year

# I-APDs contain:

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- Needs and Objectives
- Requirements analysis, feasibility and alternatives analysis
- Cost/Benefit Analysis
- Project Management Plan
- Proposed Budget
- Assurances
- Cost Allocation

# Questions?

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