



Your Extended Family.

Healthiest Women Initiative & Advisory Committee Eliminating Racial and Ethnic Disparities in Birth Outcomes

September 8, 2011

Molina Healthcare of Wisconsin
Tom Culhane, MD
Chief Medical Officer





“All people deserve respect. When they’re down on their luck, they need it more.”

*C. David Molina, MD, MPH
Founder*

Molina: company mission

Our mission is to provide quality health services to financially vulnerable families and individuals covered by government programs

Molina's lines of business



Medicaid/Medicare Managed Care

Risk-based health plan outsourcing for Medicaid/Medicare and other government programs (includes risk medical management)



Medicaid Health Information Mgmt

Fiscal agent services, business process outsourcing, and care and utilization management



Healthcare Direct Delivery

Company owned or company operated **primary care community clinics**

- Provide high quality patient care in selected geographies

No other company in the Medicaid/Medicare space can do all three

What We Stand For



Molina is committed to NCQA as the backbone to what we offer



Molina helps patients get the care they need when they need it



Molina is focused on Medicaid and other government sponsored programs



30 Years Experience Partnering with State Governments

Molina has a proven track record of meeting and exceeding the standards set for managed care health plans

Federal Healthcare Initiatives

1965
Establishment of
Medicaid



Johnson

1997
Establishment
of Children's
Health Insurance
Program (CHIP)



Clinton

2003
Medicare
Modernization
Act



Bush

2009 - 2010
Healthcare
Reform



Obama



"I hope that no one ever forgets that it all began with a single clinic."

C. David Molina, MD, MPH
Founder



1969
C. David Molina
attends UCLA to
earn MPH



1980
Molina primary
care clinics founded
in California

1985
PCCM
contract



2003



Completed
successful Initial
Public Offering

2006
Awarded
MASNP
contracts



2008

Launched
Medicare
MAPD
Product



Hispanic
Business ranks
Molina #1 (6/10)

1.5 Million
Members



Acquired
Abri Health
Plan –
Wisconsin
(9/10)

Quality and Value



Molina Healthcare of California



Molina Healthcare of Washington



Molina Healthcare of Utah



Molina Healthcare of New Mexico



Molina Healthcare of Texas



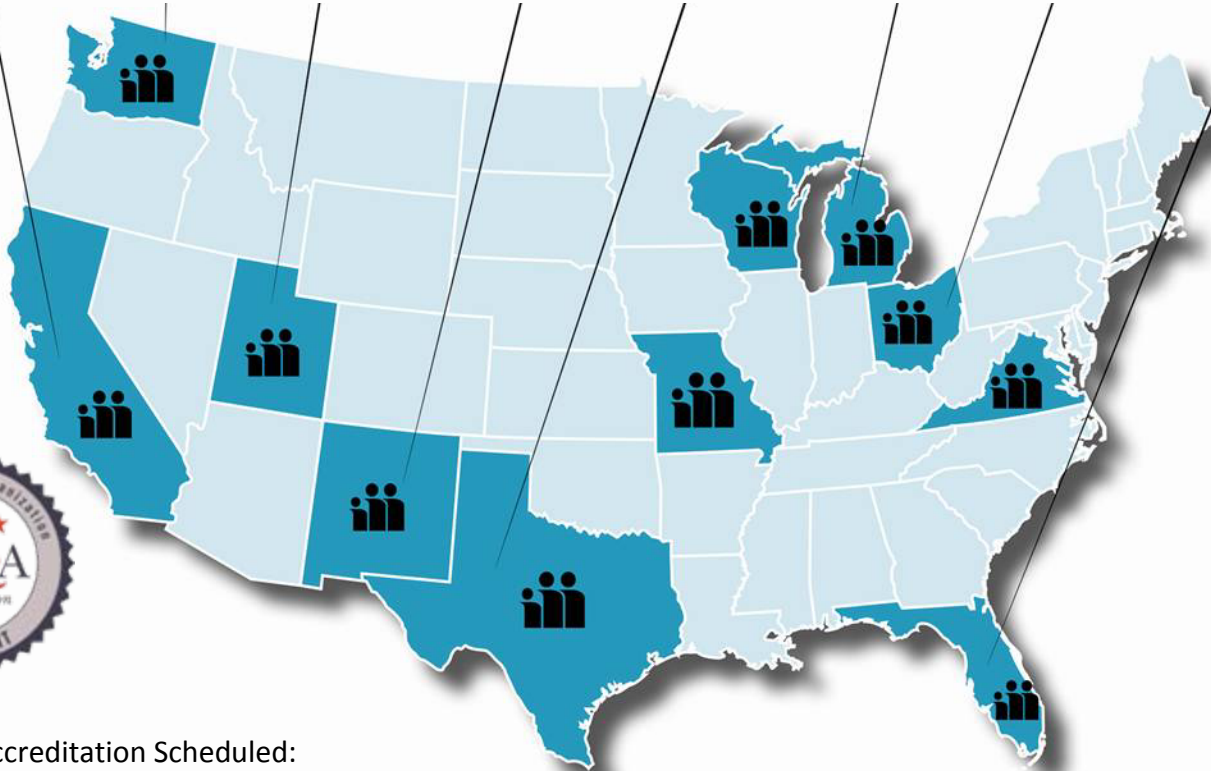
Molina Healthcare of Michigan



Molina Healthcare of Ohio



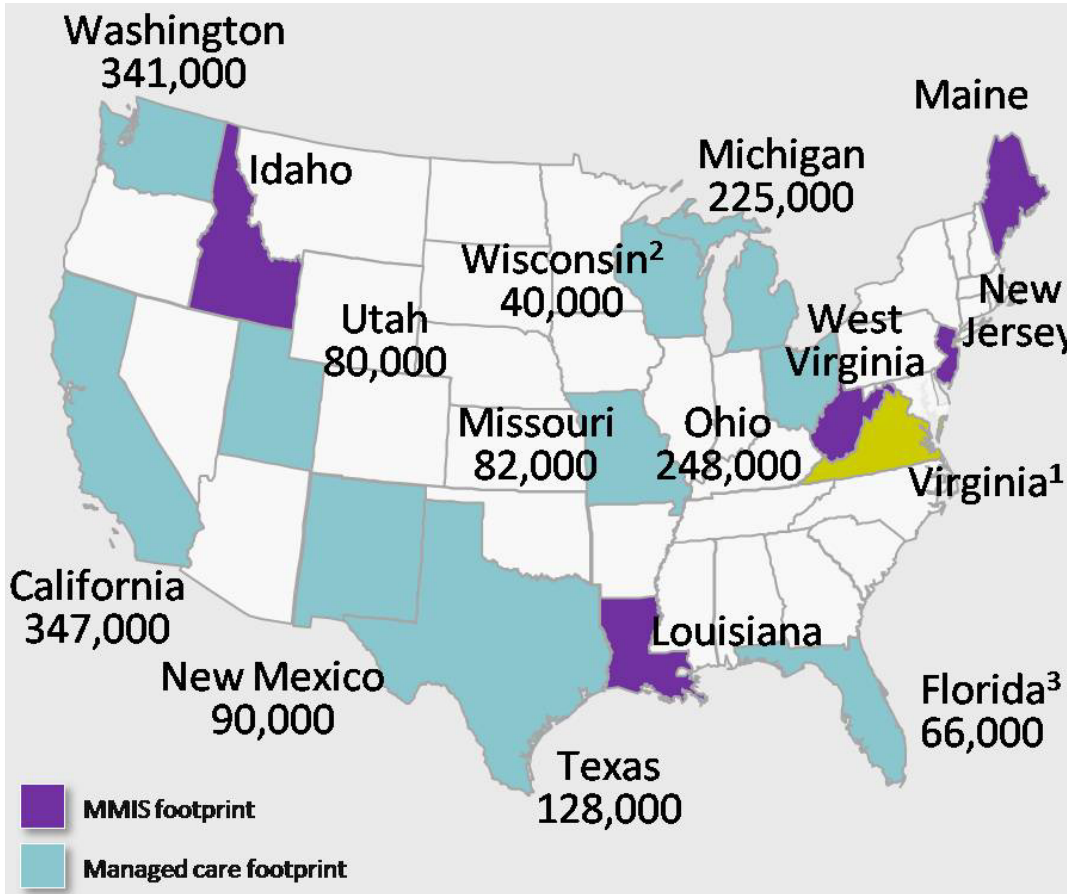
Molina Healthcare of Florida



NCQA Accreditation Scheduled:
 Molina Healthcare of Missouri - June 2011
 Molina Healthcare of Wisconsin - 2013

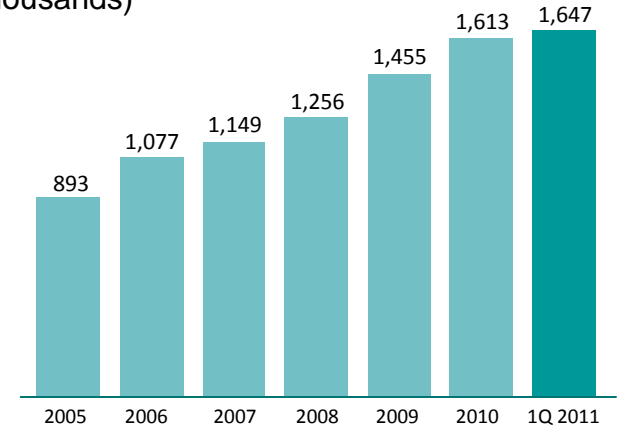
<u>State</u>	<u>Inception</u>
California (MHCA)	1989
Washington (MHWA)	1995
Utah (MHUT)	1996
Michigan (MHMI)	1998
New Mexico (MHNM)	2004
Ohio (MHOH)	2005
Texas (MHTX)	2006
Missouri (MHMO)	2007
Florida (MHFL)	2008
Wisconsin (MHWI)	2010

Business Snapshot

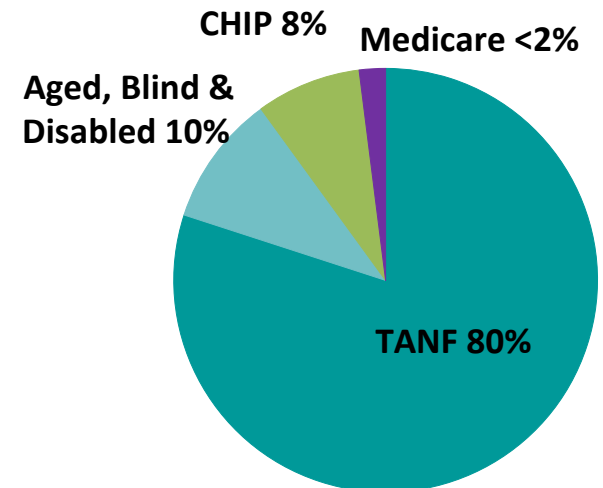


1. Virginia clinics provide Direct Delivery.
2. Molina acquired the Wisconsin health plan on Sept. 1, 2010. As of Dec. 31, 2010, the Wisconsin health plan had approximately 3,000 Medicare Advantage members covered under a reinsurance contract with a third party; these members are not included in the membership count shown above.
3. Florida has a managed care program as well as a Pharmacy Rebate Program.

Managed care membership growth
(in thousands)



Managed care membership profile



Molina has provided quality healthcare to financially vulnerable families and individuals through quality care programs for over 31 years.

Molina Healthcare's Quality Programs

Questions about your health?
Call Our Nurse Advice Line!

¿Preguntas sobre su salud?
¡Llame a la Línea de Consejos de Enfermeras!

English..... 1-888-275-8750

English TTY 1-800-688-4889

Español..... 1-866-648-3537

Español TTY 1-866-833-4703

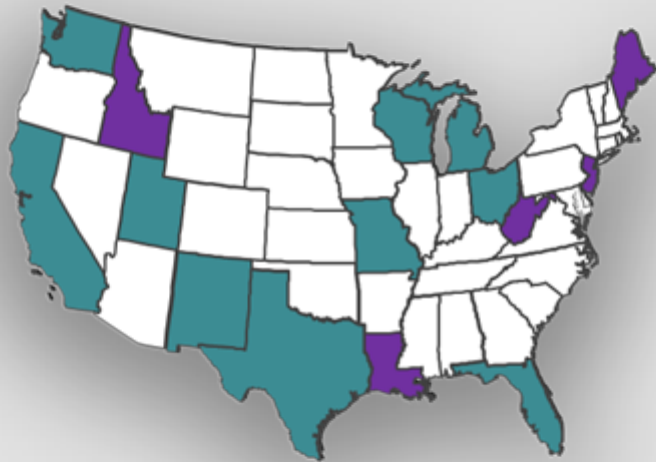
OPEN/ABIERTO

24

Hours/Horas



7716W10211



Disease management for CHF, COPD, Breathe with Ease (asthma program), Hypertension and Diabetes

Case management for members with chronic complex diseases

24/7 Nurse Advice Line

Health Education

Healthy Baby and Me SM

> Medical Home Pilot – high risk


Motherhood Matters SM

> Prenatal Program

INTERNATIONAL COMPARISONS OF INFANT MORTALITY RATES

2005

<u>Rank</u>	<u>Country</u>	<u>Rate</u>
1	Singapore	2.1
2	Hong Kong	2.4
10	Belgium	3.7
17	Denmark	4.4
26	Cuba	6.2
30	United States	6.9

A landscape photograph showing a large tree on the right, green hills in the middle ground, and a blue sky with light clouds.

**In obstetrics. . .
many of our outcomes or
their determinants are
present before we ever
meet our patients**

Important Examples

Intendedness of conception

Interpregnancy interval

Maternal age

Exposure ART/ovulation stimulation

Spontaneous abortion

Abnormal placentation

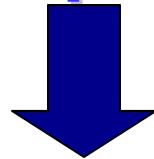
Chronic disease control

Congenital anomalies


Timing of entry into prenatal care

**Over time, it has come to be realized
that**

**Preconceptional Health Promotion
provides a pathway to**



**the Primary Prevention of many
poor pregnancy outcomes
beyond that available through
traditional prenatal care**

A background image showing a large, leafy tree on the right side, with a green field and a blue sky with light clouds extending across the top of the slide.

**Preconception health
promotion and health care are
not new concepts; they have
been gaining momentum for
the last three decades**

Freda, Moos & Curtis. MCHJ, 2006;10:S43

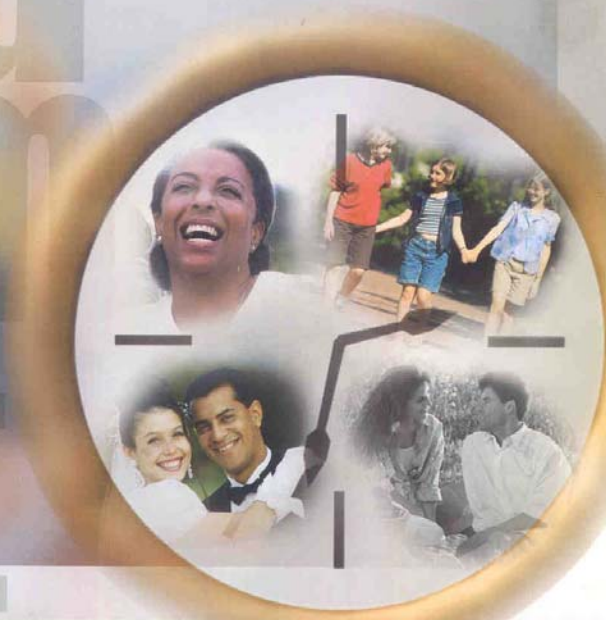


Recent Developments in Preconception Care

In 2005, the CDC convened the Select Panel on Preconception Care comprised of specialists in obstetrics and gynecology, nursing, public health, midwifery, epidemiology, dentistry, family practice, pediatrics and other disciplines.

In the same year, CDC hosted the first National Summit on Preconception Care.

National Summit on Preconception Care



June 21 - 22, 2005

The Atlanta Marriott Century Center
Atlanta, Georgia



MMWRTM

Morbidity and Mortality Weekly Report

Recommendations and Reports

April 21, 2006 / Vol. 55 / No. RR-6

Recommendations to Improve Preconception Health and Health Care — United States

**A Report of the CDC/ATSDR Preconception Care
Work Group and the Select Panel
on Preconception Care**

INSIDE: Continuing Education Examination

**DEPARTMENT OF HEALTH AND HUMAN SERVICES
CENTERS FOR DISEASE CONTROL AND PREVENTION**



CDC Definition of Preconception Care

Preconception care is a set of interventions that aim to identify and modify biomedical, behavioral and social risks to a woman's health or pregnancy outcome through prevention and management

A background image showing a large, leafy tree in the foreground on the right, with a green field and a blue sky with light clouds in the background.

Some of these topics are already covered in my routine well woman care—what's the difference?

Comprehensive well woman care is, in fact, preconception care for women who may become pregnant. Some women may need more than routine well woman care but no woman needs less.




WHAT IS PRECONCEPTION CARE?

Giving protection

Managing conditions

**Avoiding exposures known to be
teratogenic**



Examining the Link between Promoting Women's Health and Promoting Preconceptional Wellness

- Major threats to women's health are also major threats to reproductive outcomes.

NUTRITIONAL STATUS: Obesity

◆ Impact of obesity on women's health:

- ◆ Diabetes
- ◆ Hypertension
- ◆ Cardiovascular disease
- ◆ Disabilities

◆ Impact of maternal obesity on reproductive outcomes:

- ◆ Glucose intolerance of pregnancy
- ◆ Pregnancy induced hypertension
- ◆ Thrombophlebitis
- ◆ Infertility
- ◆ Neural tube defects
- ◆ Prematurity



PERIODONTAL DISEASE

Impact of periodontal disease on women's health:

> Heart disease

◆ Stroke

◆ Serious threat to women with diabetes, respiratory diseases, osteoporosis

Impact of periodontal disease on reproductive outcomes:

> Evidence accumulating
◆ that may be a preventable cause of prematurity



Three Tier Approach to Achieve Higher Levels of Well Woman/Preconception Wellness

- General Awareness (Social marketing)
- Routine Health Promotion (“Every woman, Every time”)
- Specialty care access



For *Every Woman* of Childbearing Potential *Every Time* She is Seen

Identify modifiable and nonmodifiable risk factors
for poor health and poor pregnancy outcomes
before conception

Provide timely counseling about risks and strategies
to reduce the potential impact of the risks

Provide risk reduction strategies consistent with
best practices.

Summary of CDC/Select Panel's Ten Recommendations to Improve Preconception Health and Health Care

Consumer

Individual responsibility across the lifespan

Consumer awareness

Clinical

Preventive visits

Interventions for identified risks

Interconception care

Prepregnancy checkup

Financing



Health insurance coverage for women with low incomes

Public health Programs and Strategies

Research

Surveillance of impact

Increase evidence base

Questions?