

Dual Eligible Acquisition Study

STUDY OVERVIEW

When it comes to moving more seniors from state Medicaid coverage into coordinated D-SNP plans, which benefits and communication channels are best positioned to do it? Our 2024 **Dual Eligible Acquisition Study** provides answers.



We collected a total of 2,181 responses:

- 662** Full-benefit Duals, 65 years of age or older
- 358** Partial-benefit Duals, 65 years of age or older
- 388** Full- and Partial-benefit Duals, 26 to 64 years of age
- 773** Low-Income Non-Duals (LINDs), 65 years of age or older with household incomes below 150% of the Federal Poverty Level (FPL)

Medicaid Redetermination and Dual Eligible Growth

2x
D-SNP
ENROLLMENT

D-SNP has been the main contributor to the growth seen in the D-SNP and MMP space, doubling its enrollment since the start of the Covid-19 Public Health Emergency in 2020.

18%
YOY GROWTH

Since the PHE, the Dual-eligible market has seen rapid growth and has continued to grow by 18% year over year through January 2024, despite concerns that Medicaid redetermination could affect enrollments.

1/4
DROP IN MMP
MEMBERS

MMP has lost nearly a fourth of its members since 2020 as the program prepares to be phased out by CMS next year, at which point MMP plans will be converted to integrated D-SNPs.

60%
PROPOSED
D-SNP
THRESHOLD

With CMS proposing to lower the current D-SNP look-alike threshold from the current 80% to 70% in CY2025, and 60% in CY2026, further impact of look-alike rule changes could be yet to come.



Medicare Shopping Assistance & Recertification

HOW MANY NEEDED ASSISTANCE?

More than a fifth of all Duals and Low-Income Non-Duals reached out for assistance from an agent this year.

WHO WAS LEAST CONFIDENT IN THEIR COVERAGE?

Low-income seniors not on Medicaid (**LINDs**) and those with the most complicated and urgent health needs (**under 65 Duals**) are the least confident when it comes to their coverage.

HOW MANY LOST MEDICAID ELIGIBILITY?

Among Duals who report that they went through the recertification process, **one in five** lost their Medicaid eligibility for a time, before eventually reestablishing it.

HOW MANY EXPERIENCED RECERTIFICATION ISSUES?

Although many Duals would describe the Medicaid recertification process as relatively easy, **one in three** still experienced some issues, especially Duals Under 65.

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