

## Help On Demand for Plan Year 2024

Centers for Medicare & Medicaid Services (CMS) Center for Consumer Information & Insurance Oversight (CCIIO)

October 12, 2023



#### Disclaimer



The information provided in this presentation is intended only as a general, informal summary of technical legal standards. It is not intended to take the place of the statutes, regulations, and formal policy guidance that it is based upon. This presentation summarizes current policy and operations as of the date it was presented. Links to certain source documents have been provided for your reference. We encourage audience members to refer to the applicable statutes, regulations, and other interpretive materials for complete and current information about the requirements that apply to them.

This document generally is not intended for use in the State-based Marketplaces (SBMs) that do not use HealthCare.gov for eligibility and enrollment. Please review the guidance on our Agent and Broker Resources webpage (http://go.cms.gov/CCIIOAB) and Marketplace.CMS.gov to learn more.

Unless indicated otherwise, the general references to "Marketplace" in the presentation only include Federally-facilitated Marketplaces (FFMs) and State-based Marketplaces on the Federal Platform (SBM-FPs).

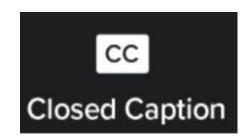
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At the end of today's webinar, we will have a live discussion and question and answer session. You will be able to ask your questions verbally or by written submission in the Q&A tab.

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- If you are listening via the Zoom application, click **Raise Hand** in the webinar controls.
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#### To submit a <u>written</u> question/view written responses:

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- Click on the "**My Questions**" tab to view written responses to your questions.
- Click on the "All Questions" tab to view all questions that received a public response, since you've been logged into the webinar.

Please note: Due to time constraints, we may not be able to answer all questions posed during today's session either in writing, or during the live Q&A portion. CMS may use the context of your question to develop outreach materials in the future.

#### Webinar Agenda



- » Help On Demand Overview and Improvements
- » Participate in Help On Demand
- » Working with Consumers Using Help On Demand
- » Best Practices
- » Help On Demand Reminders
- » Resources

#### **REMINDER: Complete Marketplace Registration and Training**



» The Open Enrollment Period for Plan Year 2024 begins on November 1, 2023. Get ready for Open Enrollment by completing Plan Year 2024 Marketplace registration and training, now available through the CMS Enterprise Portal at <u>https://portal.cms.gov</u>.

NEW AGENTS AND BROKERS (those who did + not complete Plan Year 2024 registration or training) must:

- » Take the full Individual Marketplace training for Plan Year 2024
- Execute the Agent Broker General Agreement and the Individual Marketplace Privacy and Security Agreement via the Marketplace Learning Management System (MLMS)

RETURNING AGENTS AND BROKERS (those who + completed Plan Year 2023 registration and training) must:

- » Take either the condensed or full Individual Marketplace training for Plan Year 2024
- Execute the Agent Broker General Agreement and the Individual Marketplace Privacy and Security Agreement via the MLMS
- Complete registration by October 23 to avoid having Marketplace system access revoked and so issuers may provide compensation for your Marketplace enrollments

To learn how to complete Marketplace registration and training, read this *Frequently Asked Question*.



# Help On Demand Overview and Improvements



### What is Help On Demand?

Help On Demand is a consumer assistance referral system that quickly connects individuals on HealthCare.gov with Marketplaceregistered, state-licensed agents and brokers in their area who can provide assistance with Marketplace plan selection and enrollment.

**NOTE**: Help On Demand is a CMS-contracted service developed and hosted by Help On Demand (formerly known as BigWave Systems). Help On Demand referrals are not provided by CMS or the Marketplace and they do not constitute an endorsement by the Department of Health & Human Services or the U.S. Government of participating agents and brokers.

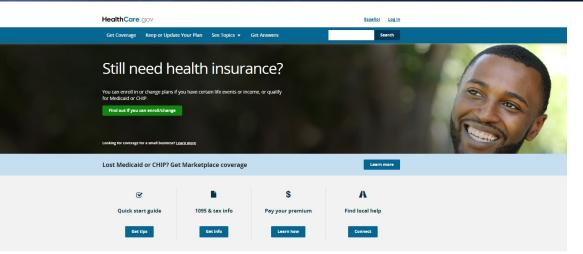




# Consumers Access Help On Demand on HealthCare.gov

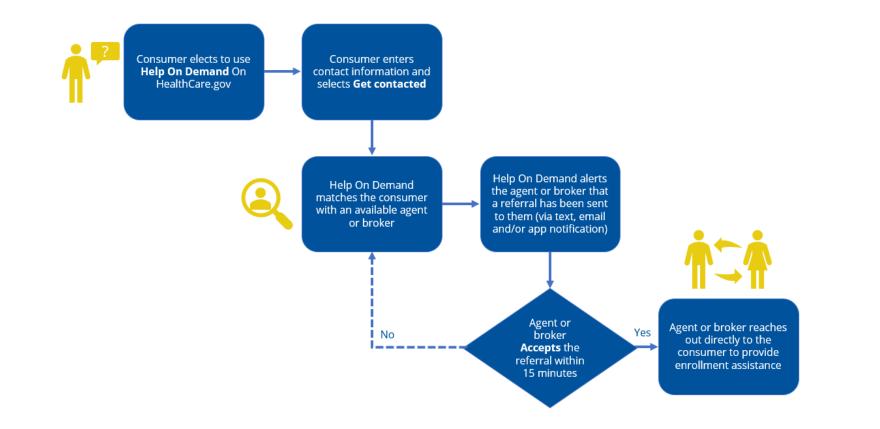


Consumers can request assistance from a Marketplaceregistered agent or broker using the Help On Demand tool by selecting "Get Contacted" after selecting "Connect" under "Find Local Help" on HealthCare.gov.



### **How Does It Work?**





### **Benefits of Help On Demand**



- » Connect Quickly with Consumers: Consumers who request assistance through Help On Demand are matched with an agent or broker who accepts their referral in less than 15 minutes.
- Flexible Scheduling: Agents and brokers can set standard operating hours on Help On Demand or sign on whenever they are available to help consumers, 24 hours a day, seven (7) days a week.
  - Consumers know they will be contacted within a short window of time.
- » **Avoid Unnecessary Costs**: Unlike other industry services, Help On Demand referrals are provided to agents and brokers at no cost to them or the consumer.

#### **Success to Date**





14,000+agents and brokers participated in Help On Demand for
Plan Year 2023 – nearly
21% of all Marketplaceregistered agents and brokers.



**90%** of agents and brokers report that they are likely to participate in Help On Demand again for Plan Year 2024. **58%** of agents and brokers said their business grew as a result of Help On Demand during Plan Year 2023.



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Helping people through this program has created repeat business. My clients are satisfied with the service they receive which gives me a sense of pride in the service I provide.

A referral program that costs me no money and gives me timely consumers asking for help is about as good as it gets.

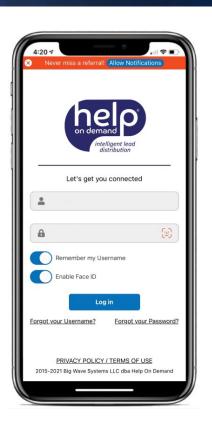
> This was an excellent invention, not to mention that it really helped people in my local community. Knowing that their agent was local made it a more personal experience for both parties. Thank you kindly.

IT IS OPPORTUNITY UNLIMITED!!!!!!!!

### **Help On Demand Application Features**

#### Logging into Help On Demand is fast and easy!

- » Use Face ID or Touch ID for fastest access to the Help On Demand mobile application.
- » Remember to download the most up-to-date version of the application on your phone to take advantage of this feature.







# Participate in Help On Demand



#### Get Ready to Participate in Help On Demand



#### In order to participate in Help On Demand, you must:

- » Complete Individual Marketplace registration and training and sign the applicable agreements at: <u>https://portal.cms.gov</u>.
- » Ensure that you have an active state license and health-related line of authority for each state where you plan to offer assistance with enrollment in Marketplace plans.
- » Confirm that your National Producer Number (NPN) is listed as valid on the Agent and Broker Federally Facilitated Marketplace (FFM) Registration Completion List at <u>https://data.healthcare.gov/ffm\_ab\_registration\_lists</u>.
- » You should also elect to display your contact information in your MLMS profile.
  - If you select "I don't want my contact information displayed and do not want to participate in Find Local Help or Help On Demand," you will **NOT** be able to participate in Find Local Help or Help On Demand until you update your settings in the MLMS.



Once you register with the Marketplace, and complete the required Marketplace training, you are ready to complete Help On Demand training and to register for Help On Demand!

#### Simply complete these three steps:

- 1. Complete Help On Demand specific coursework on the MLMS, available one business day after signing the applicable CMS agreements at <u>https://portal.cms.gov</u>.
- 2. Ensure that your NPN has been validated.
- 3. Activate your Help On Demand account.
  - You will receive an email invitation from <u>noreply@helpondemand.com</u> to the email address listed in your MLMS profile.

**NOTE**: You will receive an email to register and create your Help On Demand profile within approximately two (2) business days of completing the Help On Demand training. If you are brand new to the Marketplace, it may take five (5) to seven (7) business days to verify your state licensure information with the National Insurance Producer Registry (NIPR). If you are a returning Help On Demand user, you will **NOT** receive a new registration email, but you can continue to log into the Help On Demand system with your existing credentials. If you do not receive an email invitation after completing the Help On Demand training, check your spam folder. If you do not receive an email, please contact the Agent/Broker Email Help Desk at <u>FFMProducer-AssisterHelpDesk@cms.hhs.gov</u> for assistance.

#### **Do I Have to Register Every Year?**



- » If you participated in Help On Demand during past years, you are not required to retake Help On Demand training.
- » Your account is active and will remain active as long as you complete Marketplace training and registration with CMS for the current plan year.
- » **However**, if you consistently fail to respond to referrals in a timely manner, your Help on Demand account may be deactivated, and you may be required to retake Help On Demand training.

#### **Getting Started with Help On Demand**

Once you receive access to Help On Demand, you must complete this registration page. The required fields include: **Phone Number**, **Preferred Contact Method**, **ZIP Code**, **Username and Password**.

- » Be sure to include your cell phone number, not a landline, since this number will be used to send you text messages.
- » Your email address will be linked to the email address provided in your MLMS profile; you will only receive email notifications to this email address.
- Once you have completed the registration page and created a username and password, review and agree to the Help On Demand Terms of Use, check the box stating that you have read and agree to the Help On Demand Terms of Use, and select "Sign-Up."



© 2015-2023 Big Wave Systems LLC dba Help On Demand | Privacy Policy/Terms of Use

**NOTE:** When setting up your username and password, remember that your password must be at least eight (8) characters, containing at least one (1) upper case letter one (1) lower case, one (1) special character, and one (1) number, and must not contain more than three (3) repetitive characters, more than three (3) sequential characters or any spaces. Your password will expire every 180 days. You should never share this information. Please be sure you keep your credentials up to date and confidential.



#### **Preferred Contact Method**



- » Setting your **Preferred Contact Method** is an important step. It determines the method Help On Demand will use to notify you when you receive a new referral.
- » There are four options:
  - Email, Text & App Notification
  - o Email & Text
  - Email & App Notification
  - o Email Only
- » It is important that you respond to notifications as quickly as possible, so we strongly recommend that you select **Email**, **Text & App Notification** as your preferred contact method on your Help On Demand profile to be most responsive to consumer requests. Notifications via **Email Only** can cause delays and lost referrals.

NOTE: If you select App Notification, be sure to download the Help On Demand app for iPhone or Android.

### **Complete Registration**

CALLERS FOR MEDICARE & MEDICARD SERVICES

- Following successful registration, Help On Demand will display a notification that your registration is complete. You will also receive an email confirming your access to Help On Demand.
- » Be sure to save this email, which contains the link to log into Help On Demand: <u>https://Marketplace.HelpOnDemand.com</u>.

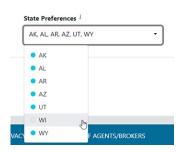
**NOTE**: At this time, you will also have an opportunity to download and use the Help On Demand mobile app to your <u>iPhone</u> or <u>Android</u> device.



### Log into Help On Demand

- » You are now ready to log into Help On Demand at <u>https://Marketplace.HelpOnDemand.com</u>.
- » To log in, enter the username and password that you created during the registration process.
- » Once you have logged into the Help On Demand website you must read and accept the CMS Terms of Use for Help On Demand for Agents and Brokers. As you register, be sure to accept both Help On Demand's Terms of Use and CMS' Terms of Use. Failure to do so will result in an incomplete registration, which means you will not receive any referral notifications.
- » After completing Help On Demand registration and accepting both Help On Demand's Terms of Use and CMS' Terms of Use, review your profile information provided by MLMS, including: contact information, languages you speak, and states where you would like to receive referrals to begin using Help On Demand!







#### **Proficient Languages**



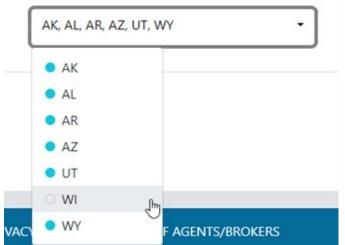
- » Help On Demand uses your MLMS profile information to populate your proficient language(s).
- » To edit the list of languages you speak in Help On Demand, you need to update your MLMS profile via the CMS Enterprise Portal at: <u>https://portal.cms.gov</u>.

#### **State Preferences**

- » If you choose to display your information in all states where you hold a valid license in your MLMS profile, you have the option of limiting your State Preferences in Help On Demand.
- » This field will default to every state where you are currently licensed and have a valid health line of authority. The states that appear in your State Preferences dropdown are limited to those validated by the National Insurance Producer Registry at https://nipr.com/help/look-up-your-npn.
- » If you only want to receive referrals in certain states, update your State Preferences using the dropdown menu shown here by deselecting any states where you do not wish to receive such referrals.
- » Example: In the image above, the agent or broker is licensed in AK, AL, AR, AZ, UT, WI, and WY and wants to receive referrals for all states for which they are licensed, *except* WI.



#### State Preferences



### **Hours of Availability**

- Help On Demand provides three (3) different ways for you to set your availability:
- By setting standard Hours of Availability for each day of the week
- 2. By allowing you to manually override your schedule on a temporary basis using the **Today's Availability** button
- 3. By setting extended or indefinite absences using the **Out of Office** feature



	Availability	Today's Availability:
Referrals	Hours of Availability	- 20-
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ita	Monday - 9 hrs	8 00 AM - 5 00 PM
ty Settings	Tuesday - 9 hrs	8 00 AM - 5 00 PM
	Wednesday - 9 hrs	8 00 AM - 5 00 PM
	Thursday - 9 hrs	8 00 AM - 5 00 PM
	Friday - 9 hrs	8 00 AM - 5 00 PM
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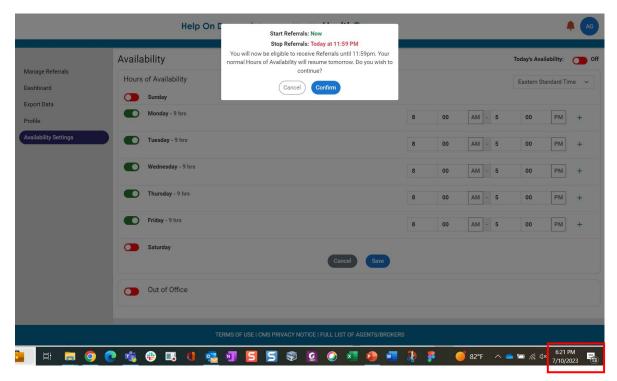
#### **Today's Availability**



The **Today's Availability** toggle switch overrides your regular scheduled hours of availability only on a temporary basis.

To properly use the **Today's Availability** toggle switch, you will simply move the toggle switch button to green or 'On' when you want to start receiving referrals **before or after your set standard hours of availability** within that day.

\*Note: You will stop receiving referrals based on the "Stop Referrals" timestamp indicated in red within the Today's Availability pop-up message.





# Working with Consumers Using Help On Demand



#### What Does the Consumer See?



- » Consumers can request assistance from a Marketplaceregistered agent or broker through HealthCare.gov.
- » On HealthCare.gov, consumers will be asked to enter:
  - ZIP code & select their location (City, State)
  - Preferred Contact Method (Phone or Email)
  - Preferred Language
  - First & Last Name
  - o Phone Number
  - Phone Type (Mobile, Home or Work)
  - Email Address (Optional if "Phone" is selected for Preferred Contact Method)
- » After selecting Get Contacted, they will receive a notification that an agent or broker will contact them directly.

	Español Log in
ick to help options	
et contacted by an agent or broker	
e partnered with Help. On Demand to match you with the nearest available agent or er licensed in your state.	
n more about this service and other ways to get help.	
Tell us where you're located	
We'll find someone is your area to connect with you. Enter your ZIP code & select your location	
Update ZIP code	
Tell us how to contact you	
Choose your preferred contact method and language.	
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### **Getting Connected with Consumers**





- » After the consumer enters their contact information, Help On Demand matches the consumer with an agent or broker who is available, speaks the consumer's language, and is licensed in the consumer's state.
- » If more than one (1) agent or broker meets these criteria, Help On Demand directs the referral to the agent or broker who is geographically closest to the consumer based on proximity by center of zip code.
- » That agent or broker receives a notification from Help On Demand via email, text message, and/or app notification, and has **15 minutes** to accept or reject the referral before it moves to the next available agent or broker in the queue.

# Working with Consumers Using Help On Demand



**Receive Referral** 

#### **Accept or Reject**

After you register with Help On Demand, you are eligible to receive referrals from Marketplace consumers seeking assistance via Help On Demand.

Depending on your preferred contact method, you will receive a text, email, and/or app notification when you are matched with a Marketplace Consumer.

You only have <u>15 minutes</u> to respond, so act fast!

Log into Help On Demand to accept or reject the referral.

- → Accept the referral to help enroll the consumer in Marketplace coverage.
- → Reject the referral if you are unavailable to help. This allows the consumer to be matched with another available agent or broker.

You will **not** be penalized for rejecting a referral.

**Connect with the Consumer** 

Reach out to the Marketplace consumer as soon as possible, preferably within 15 minutes of accepting the referral, to offer help with the eligibility and enrollment process.

Update the referral's status in Help On Demand:

- In Progress: You left a message and are waiting to connect.
- Referral Completed: You enrolled the consumer in a qualified health plan (QHP) or referred them to another entity (e.g. a state Medicaid agency, or an assister) for assistance.
- Not a Good Referral: You were unable to assist the consumer (e.g., consumer gave the wrong contact information, was not interested, or already obtained health insurance coverage).



If you miss the **15-minute window to accept or reject a referral**, the following notification will appear on your Help On Demand account when you login to inform you of this missed referral(s):

» Alert! You have missed one (1) referral in the last seven (7) days. As a reminder, you must accept or reject a referral within 15 minutes of receiving your notification. Missed referrals are sent to the next available Help On Demand agent/broker.

	•	Notifications
Manage Referrals Dashboard Export Data Profile	Referrals         Search for Referrals by Status, Date-range or Name.         Clear       Today       1w       1m       1y       Date Range       Eastern Standard         Status all <ul> <li>Today</li> <li>Ther Search Criteria</li> </ul>	ALERT! Missed Referral You have missed 1 referral in the last 7 days. As a reminder, you must accept a referral within 15 minutes of receiving your notification. Missed referrals are sent to the next available Help On Demand
Availability Settings	Search Total Refe	errals: 7

Help On Demand in partnership with HealthCare GOV

### **Accepted Referrals**



After you accept the referral, CMS expects that you will contact the consumer as soon as possible, preferably within 15 minutes of accepting the consumer's request.

The Notification Center will remind you to update the consumer's referral status after you accept the referral and contact the consumer. Your Help On Demand account may be deactivated if you don't consistently update your consumers' Referral Status in Help On Demand.

After 24 hours of accepting a
referral, you will be notified and
reminded of referrals in an
"Accepted" status within the
Notification Center in Help On
Demand.

	Referrals		٥
Manage Referrals		Help On Demand Referrals Not Updated	
	Search for Referrals by Status, Date-range or Name.	URGENT! You have not updated your Referral status recently, please update immediately to avoid suspension.	
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xport Data			
rofile	Status v Enter Search Criteria		
at take a second			
vailability Settings	Search		
	Total Referrals: 7		

Help On Demand in partnership with HealthCare.gov

#### **After Hours Referrals**



In addition to direct referrals, there is an important Help On Demand feature that acts as a safety net for consumers so that their requests do not go unanswered, even after regular business hours. If, for example, a consumer is on HealthCare.gov at 1:30 a.m. and requests assistance from an agent or broker via Help On Demand, it is possible that no agents or brokers in their area are currently set to **Available** in the system to answer their request.

- » After Hours Referrals. In these circumstances, Help On Demand will send an email to all Marketplace-registered agents and brokers licensed in the consumer's state who have registered to participate in Help On Demand, notifying them that a consumer needs assistance.
- First Come/First Serve. The first agent or broker to accept will receive the referral, and the referral will no longer be available to other agents or brokers in the state. If you receive one of these after hours referral emails, but you are not the first agent or broker to accept the referral in Help On Demand, you will not be able to access the consumer's information when you log into your Help On Demand account, due to privacy protocols.

Help On Demand will send this notification via email only, not by text message or an app notification. It doesn't mean that there is a problem with your availability settings, and you will not be penalized for failing to respond in a timely manner to after hours referrals sent outside of your designated availability.



## **Best Practices**



#### **Best Practices for Interacting with Marketplace Consumers through Help On Demand**



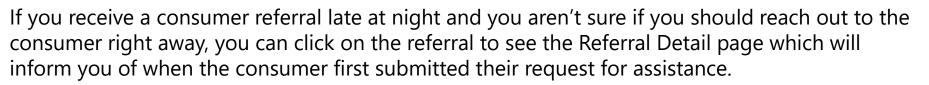
- » When you receive a referral notification, you should accept or reject it within 15 minutes.
- » You won't be penalized for rejecting a referral. Rejecting the referral immediately sends the Marketplace consumer to the next available agent or broker in the queue. This allows another available agent or broker in the area to receive the referral and ensures the consumer can quickly get the help they need.
- » It is important that you respond to notifications as quickly as possible, so we recommend you select **Email, Text & App Notification** as your preferred contact method within your Help On Demand profile. Receiving notifications via **Email Only** can cause delays and lost referrals.
- » Maintain your Availability Settings in your Help On Demand profile so that you only receive referrals when you are ready to connect with Marketplace consumers.

#### Best Practices for Interacting with Marketplace Consumers through Help On Demand (continued)



- » Contact the Marketplace consumer as soon as possible after accepting a referral, preferably within 15 minutes of accepting their request and no later than 30 minutes after accepting the referral. If you know that you are unable to promptly connect with a consumer, you should reject the referral so it can be reassigned to the next available agent or broker in the queue.
- » If a consumer does not respond to your initial phone call or email, you are encouraged to make three (3) attempts to connect with that consumer. However, we understand that sometimes the consumer cannot be reached or may have provided incorrect contact information. In that instance, you should update the referral status in Help On Demand to "Not a Good Referral."

#### Best Practices for Interacting with Marketplace Consumers through Help On Demand (continued)



If the consumer's request was submitted recently, go ahead and reach out to the consumer. However, if the request was submitted more than 30 minutes ago, we'd suggest sending an email to the consumer to let them know you'll be reaching out to them in the morning.

	First Name: Hannah Preferred Contact Method:	Last Name: Render		Referral Status Status:	
		Render			
	Preferred Contact Method:				
		Phone:		Accepted	~
	Phone	<ul> <li>(222) 222-2222</li> </ul>			
gs	Cell Phone:	Email:			
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	Referral Submitted 04/18/2023 09:34 AM				
	ZIP Code:	City:			
	48371	Oxford, Oakland, MI	~		
	Preferred Language				
	English	~			
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	Accepted	Tim Green	04/18/2023 01:12	PM	
					Help On Demand Terms of

#### Best Practices for Interacting with Marketplace Consumers through Help On Demand (continued)



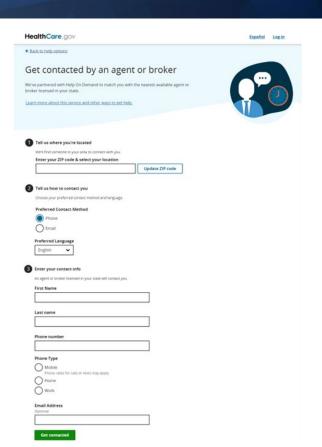
You are required to assist consumers with Marketplace eligibility determinations and enrollments as a participating Help On Demand agent or broker.

- » Consumers who are referred through HealthCare.gov or who are coming to you for Marketplace enrollment assistance are looking for Marketplace QHPs and/or other insurance affordability coverage, **including Medicaid and the Children's Health Insurance Program** (CHIP).
- » As a condition of your participation in Help On Demand, you must help enroll consumers or direct them to these coverage options whenever possible.
- » If consumers are potentially eligible for state Medicaid or CHIP, you are expected to help them connect with the appropriate state agency to apply for this coverage.

Following these best practices will not only help you make the most of your participation in Help On Demand but will ensure that Marketplace consumers are quickly matched with an agent or broker who can help them enroll in coverage.

### **Help On Demand Reminders**

- » Consumers enter their information and are matched with the agent or broker who is available, speaks the consumer's language, and is licensed in the consumer's state.
- » If more than one agent or broker meets these criteria, Help On Demand directs the referral to the agent or broker who is geographically closest to the consumer based on proximity by center of zip code.
- » Requests for support by consumers are collected on HealthCare.gov and individual referral volumes to agents and brokers are not controlled by CMS.









For further resources, visit the Help On Demand resource page located here:

<u>Help On Demand</u> <u>Resources Page</u>

https://www.cms.gov/CCIIO/Programs-and-Initiatives/Health-Insurance-Marketplaces/Help-On-Demand-for-Agents-and-Brokers.html

For questions about Help On Demand, email the Agent/Broker Email Help Desk at <u>FFMProducer-AssisterHelpDesk@cms.hhs.gov</u>.



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#### **Webinar Session Survey**



CMS welcomes your feedback regarding this webinar and values any suggestions that will allow us to enhance this experience for you.



Shortly after this call, we will send a link to you for a convenient way to submit any ideas or suggestions you wish to provide that you believe would be valuable during these sessions. **Please take time to complete the survey and provide CMS with any feedback.** 





Agents and brokers are valued partners to all of us at CMS for the vital role you play in enrolling consumers in qualified health coverage.

We thank you for the trusted advice, support, and assistance you provide throughout the year and wish you continued success during this OEP and beyond!

