

# State Health Insurance Exchanges

A mixed bag of results or accidental innovation?

# State IT is no longer apolitical.

- Beltway political conflict follows fed money.
  - Vendors can't bank on all 50 states taking the federal bait.
  - IT takes on the partisan implications of the programs they support.



**2014 MIDYEAR CONFERENCE**

MAY 6-9, 2014 | HILTON BALTIMORE | BALTIMORE, MD

**Bringing  
It All Together:  
Mapping The Journey**

# The Decline of State Exchanges

- In 2009 most governors signed on for HIXs.
- In 2010 Rs swept into the governors mansions.
- States interested in building their own HIX decreased from nearly forty to 14 (plus DC).
- Millions in planning grants wasted.

# A Troubled Rollout

- Half launched cleanly or with minor hiccups.
- Half stumbled out of the gates. Two regained their footing.
- Eventually, six of them “failed” (by Deltek’s estimation).

# Root Causes

- Poor IT project oversight
- Muddled political/governance environment
- Speculative sustainability models
- A distracted federal overseer dealing with the very same development issues

# Key Takeaways

- The determinants of success or failure were entirely localized.
  - All states could have succeeded.
  - Vendors succeeded and failed in different states.

# A silver lining?

- Failed states will look to successful HIXs for replacement systems.
  - Some states on the fed HIX are looking to deploy an HIX of their own.
  - Post-audits and reviews will improve governance and funding models.