



NWD SYSTEM: BUSINESS CASE TOOLKIT

Section 4: Managing Finances and Evaluating
Contracts



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Section 4. Managing Finances and Evaluating Contracts

Overview



Financial management and contracting skills are critical to successful partnership. It is not enough to have a good message. You need to take the message to action, deliver value to the partner, and advance the financial health of your NWD System so you can expand reach and move closer to your vision. While the ten business case grantees did not engage in dialogue or work during the Business Case Collaborative to price the services they would like to offer to various partners, costing and pricing your services, contracting, and financial management are critical to success. [The Aging and Disability Business Institute](#), funded in part through ACL, offers guidance and tools to states and their local/regional networks on the basics of cost and pricing strategies and how to take the basics to action when engaging in partnerships within integrated health and social service environments.

Do this!



1. Take time to explore the Aging and Disability Business Institute's Guide as referenced below to identify how you can support your local/regional networks in pricing services, adapting to the marketplace through contracting, and ensuring overall financial growth and stability across the state's NWD System.
2. Seek technical assistance by [exploring the Frequently Asked Questions and contacting the Institute](#).

Additional Resources



- [Aging and Disability Business Institute: Resource Guide: Pricing CBO Services in a New Health Care Environment](#): This resource provides guidance to CBOs to help build competitive pricing models for contracting with healthcare payers. It also explains the differences between common types of payment arrangements, such as per-member per-month (PMPM), per episode, and capitation.
- [Aging and Disability Business Institute: Cost-Modeling CBO Services for Health Care Partnership Success](#): This webinar highlights the importance of and process for cost-modeling and pricing strategies for CBOs.
- [Aging and Disability Business Institute: How CBOs Contract and Receive Reimbursement for HCBS in Medicaid Arrangements](#): In this webinar, an expert panel provides strategies for expanding access to services, working with state Medicaid programs, contracting with Managed Care, and ensuring sufficient reimbursements.
- [Aging and Disability Business Institute: Managing Finances](#): This link provides access to a variety of business acumen resources that address healthcare financing, including pricing, capacity, and scalability.
- Aging and Disability Business Institute: Contracting 101: [Part 1](#) | [Part 2](#) | [Part 3](#)