

National Learning Community

Network Development Cohort Kick Off


December 14, 2022

The Business Institute

The mission of the Aging and Disability Business Institute (Business Institute) is to successfully build and strengthen partnerships between community-based organizations (CBOs) and the health care system so older adults and people with disabilities will have access to services and supports that will enable them to live with dignity and independence in their homes and communities as long as possible.

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RESOURCES ASSESSMENT TOOLS PARTNERSHIPS IN ACTION NEWS AND EVENTS ABOUT BLOG

Getting Started

Everyone needs some help with taking that first step. For aging and disability community-based organizations, *Getting Started* provides a collection of business acumen resources to help those beginning their journey toward partnerships and contracts with the health care sector. Start here if you are looking for the basics, or if you need a refresher on health care contracting fundamentals.

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Featured Content

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The
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SCRIPPS GERONTOLOGY CENTER

Our work



Training



Technical Assistance



Resource Development



Information Gathering



Consulting Services



Thought Leadership

Learn More About the Business Institute

- Visit our website to learn more about the Business Institute:
[aginganddisabilitybusinessinstitute.org](https://www.aginganddisabilitybusinessinstitute.org)
- Learn more about our Consulting Program:
<https://www.aginganddisabilitybusinessinstitute.org/about/consulting-services/>
- Still have questions? Email us:
BusinessInstitute@usaging.org
- Stay connected, sign up for our bi-monthly newsletter:
eepurl.com/gg2JGL

Agenda for Today

1. Welcome & introductions
2. ACL updates
3. Curriculum overview
4. Development goals
5. Break out groups
6. Report out
7. Wrap up

ACL Updates

Technical Assistance

- [TA Community Site](#)
 - Resources
 - Meeting Materials
 - Discussion board

Peer Dialogue meetings

- Beginning in February 2023
- Two weeks following Network Development track meetings
- Opportunity to learn from and ask questions of peer CCHs
 - To recommend a topic for an upcoming meeting, please email CommunityCareHubs@acl.hhs.gov

Additional Technical Assistance support

- Beginning in the 2023, CCHs will be able to request individualized support from subject matter experts
- TA requests will be fielded through a TA request form

Meeting Schedule 2023

- | | | |
|------------------------------|-------------|----------------------------|
| 1. | January 25 | Network leadership |
| 2. | February 22 | Establishing service lines |
| 3. | March 22 | Network admin & operations |
| 4. | April 12 | Network admin & operations |
| 5. | May 24 | Financial acumen |
| 6. | June 28 | Financial acumen |
| 7. | July 26 | Network management |
| 8. | August 23 | Building the business case |
| <i>Pre-recorded session:</i> | | <i>Network Engagement</i> |

Curriculum Overview

Topic	Focus Areas	Learning Outcomes
Network leadership	<ul style="list-style-type: none"> Roles and responsibilities Staffing, expertise State agency engagement 	<ul style="list-style-type: none"> Identifying key roles and responsibilities and the need for specific skill sets. Developing clear statements for building buy-in.
Establishing service lines	<ul style="list-style-type: none"> Design service lines and delivery models to fulfill prospective health care contacts. 	<ul style="list-style-type: none"> Bring a program to scale under contract <ul style="list-style-type: none"> Criteria used to determine viability of that service offering. Considerations for determining how and when to expand a service. Methodology for bundling services. Implementation tips for offering a new service under contract.
Network admin & operations	<ul style="list-style-type: none"> Infrastructure, start up capital, managing contracts. Compliance, billing and payment. 	<ul style="list-style-type: none"> Developed process for identifying and addressing financial, risk management, legal, mediation, and other contracting issues Develop well-defined and controlled activities ensure accurate, timely, and convenient data reporting and quality. Develop billing and paying processes that seamlessly and accurately connects the network's encounter data to billing and claims management portals for payment, and is integrated into the NLE's enterprise information system
Financial acumen	<ul style="list-style-type: none"> Costing. Pricing, bundling 	<ul style="list-style-type: none"> Develop ability to distinguish between fixed and variable costs, ability to conduct break even analysis <ul style="list-style-type: none"> Be able to determine impact on per-unit cost with variation in volume. Understand pricing methodology that consistently accounts for breakeven volume, costs, competition, and value of its services. <ul style="list-style-type: none"> Develop position process for anticipating and plans for future opportunities and threats. Use a methodology to make a business case

Curriculum Overview Cont.

Topic	Focus Areas	Learning Outcomes
Network management	<ul style="list-style-type: none"> Insurance and legal liability Downstream provider contracting Credentialing Antitrust/COI 	<ul style="list-style-type: none"> Understanding of how to determine insurance coverage your network needs to hold to meet contracting requirements. <ul style="list-style-type: none"> Understand how to avoid pitfalls in managing downstream provider contracts. Identify what types of credentialing your network lead entity and/or network members may need to obtain for contracting with health care. <ul style="list-style-type: none"> Have a high level understanding Antitrust and COI concerns and firewalls necessary to ensure your network developments.
Building the business case	Partnership development, value propositions	<ul style="list-style-type: none"> Developing successful value propositions <ul style="list-style-type: none"> Outreach and marketing strategies Primed health care audiences to target
Network Engagement	Members' roles and responsibilities are, and what the members think their roles are (and what's in it for them)	<ul style="list-style-type: none"> Be able to identify and differentiate between roles and responsibilities held by the NLE and those that need to be detailed and articulated to network member providers. <ul style="list-style-type: none"> Be able to communicate the value of being a network member organization.

Cohort Goal Alignment



Break Out Rooms

& Report Out

Wrap Up

Next meeting: January 25, 2023, 2pm ET

- Topic: Network leadership
 - Kathy Vesley, Bay Aging, Virginia

TA Online Community site:

<https://www.ta-community.com/category/cch-national-learning-community>