National Learning Community

Network Development Cohort Kick Off

December 14, 2022



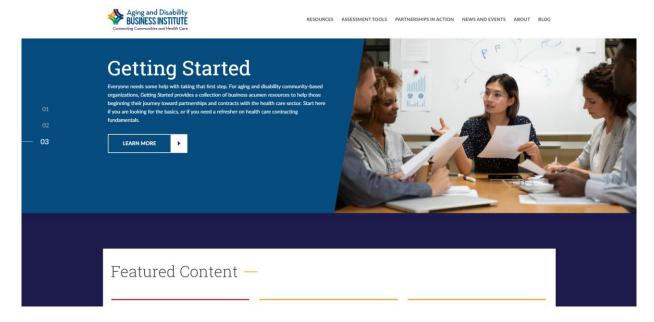
The Business Institute

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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Business Institute Funders and Partners

Business Institute Funders







Business Institute Partners















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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
- 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 <u>CommunityCareHubs@acl.hhs.gov</u>

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

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

Pre-recorded session: Network Engagement



Curriculum Overview

Topic		Focus Areas		Learning Outcomes
Network leadership	•	Roles and responsibilities	•	Identifying key roles and responsibilities and the need for specific skill sets.
	•	Staffing, expertise	•	Developing clear statements for building buy-in.
	•	State agency engagement		
Establishing service lines	•	Design service lines and delivery models to	•	Bring a program to scale under contract
		fulfill prospective health care contacts.		 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 &	•	Infrastructure, start up capital, managing	•	Developed process for identifying and addressing financial, risk management, legal,
operations		contracts.		mediation, and other contracting issues
	•	Compliance, billing and payment.	•	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,
			L	and is integrated into the NLE's enterprise information system
Financial acumen	•	Costing.	•	Develop ability to distinguish between fixed and variable costs, ability to conduct break
	•	Pricing, bundling		even analysis
				 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.
				 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	 Insurance and legal liability Downstream provider contracting Credentialing Antitrust/COI 	 Understanding of how to determine insurance coverage your network needs to hold to meet contracting requirements. Understand how to avoid pitfalls in managing downstream provider contracts. Identify what types of credentialling your network lead entity and/or network members may need to obtain for contracting with health care. Have a high level understanding Antitrust and COI concerns and firewalls necessary to ensure your network developments.
Building the business	Partnership development, value	Developing successful value propositions
case	propositions	 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)	 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. Be able to communicate the value of being a network member organization.





Cohort Goal Alignment

health care contracting agreement recruit member technology mental health capacity service-offering data capital revenues



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

