

VBP TOOLKIT OVERVIEW

September 18, 2023

Presented By:
Suzanne Daub, LCSW

The source of funding for this grant award is District appropriated funds earned based on the American Rescue Plan Act (ARPA) of 2021. The obligated amount funded by Grantor shall not exceed \$999,000 in the first year per year, and one option year of up to \$500,000 unless changes in the obligated amount are executed in accordance with ARTICLE XV of this agreement.



PRESENTER



Suzanne Daub, LCSW
Principal
Health Management Associates
sdaub@healthmanagement.com

AGENDA

- I. How to use the toolkit
- II. Toolkit elements

Learning Objectives

1. Identify ways to use the toolkit
2. Be able to easily access toolkit contents

TOOLKIT OVERVIEW

- » Value-Based Purchasing (VBP) is an approach that ties payment to the quality and efficiency of healthcare services delivered.
- » The VBP toolkit is a set of resources, tools, and guidelines designed to help healthcare organizations, providers, and stakeholders navigate and implement value-based payment models.
 - » [Business Transformation VBP Toolkit | Integrated Care DC](#)

USING THE TOOLKIT

»» The VBP toolkit supports the transition from traditional fee-for-service healthcare payment models to value-based payment models. It could be used to guide:

- Assessing VBP Readiness
- Education and Training
- Understanding Contracts
- Data Collection and Analysis
- Identifying Key Performance Metrics
- Developing Collaborative Agreements and Alignment
- Continuous Quality Improvement
- Benchmarking
- Preparing the Workforce

TOOLKIT ELEMENTS



Terms and Definitions

- A list of the terms commonly encountered in VBP with foundational definitions of terms. It serves as an initial framework for understanding.



LAN Framework

- Introduction to the LAN Framework and the steps to succeed along the glide path to advanced alternative payment models.
- Helps healthcare organizations assess their readiness to:
 - (1) contract for basic and more advanced alternative payment models (APMs),
 - (2) identify gaps in readiness, and
 - (3) develop a strategic plan to address those gaps.



VBP Readiness Assessment

- Designed to gain an understanding of your organizational readiness to guide successful engagement in payment reform models.
- 12-item survey posits critical elements for success in value-based models and provides a basic description of the components of what readiness might include.



Your Value Proposition

- Steps to developing a clear and compelling statement that outlines the unique benefits, advantages, and outcomes that a particular healthcare service offers to patients, providers, or other stakeholders.

TOOLKIT ELEMENTS



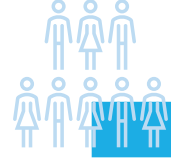
Cost of Care

- Identifying the main drivers or largest cost categories of total cost of care for patients in your practice
- How the cost of care differs between patients with disabilities vs. those without disabilities



Technology Infrastructure

- As providers transition from VBP models centered around quality performance to models with cost of care accountability, providers will need to have a new perspective on infrastructure and technology needs to be successful. Presentation considers new infrastructure and technology needs.



Understanding Your Population

- Healthcare at a macro level involves a variety of determinants.
- Understanding your population must go beyond clinical and claim data.
- Data analysis can assist in providing an understanding of your population, favorable and unfavorable outcome performance, disparities, and areas of necessary focus.



Quality Measurement for BH Providers

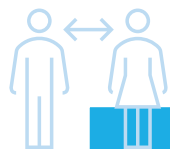
- Measurement and the metrics that are incentivized are core elements of successful and sustainable VBP arrangements for behavioral health providers.
- Metrics help prove that your quality strategy and intervention deployment is supporting objectives, providing insight into what is generating immediate value to the organization and where you expect to deliver future value.

TOOLKIT ELEMENTS



Provider Partnership Agreements

- Identifies why partnerships are central to VBP and the continuum of partnerships.
- Lists types and components of care compacts and how to set up a care compact.
- 10 key questions to ask during negotiations.
- Sample compact language.



Payer-provider Partnerships

- VBP/VBC's proactive, data-driven approach means providers, patients and insurance companies are better aligned in the goals of keeping patients healthy and keeping costs down over time.
- Being able to define and articulate the value you bring as a behavioral health provider is essential to positioning your organization



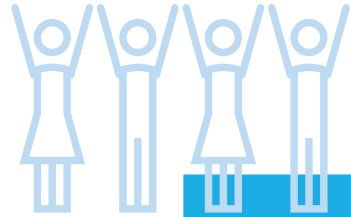
Creating a VBP presentation for payers

- Tips for demonstrating the value add of your VBP plan through a presentation.



Contracting

- Covers key areas of contracting including
 - What is a Contract?
 - Anatomy of a Contract
 - Limitations on Arrangements with Other Providers
 - Antitrust and Other Legal Considerations
 - Risk Management
 - Contract Management Across the Contracting Lifecycle
 - How to Read a Contract
 - Negotiating a Contract



Involving Your Workforce in VBP/VBC

- How to engage the workforce in designing and implementing:
 - VBP Objectives
 - VBP Risk
 - VBP Contract development
 - VBP Design
 - VBP Process Improve

WRAP-UP/NEXT STEPS

BRIEF EVALUATION

1. Overall rating:

1. Poor

2. Fair

3. Average

4. Good

5. Excellent



2. Content Level:

1. Too Easy

2. Just Right

3. Too Advanced

3. Which TA modalities are you interested in for additional TA? *(Select all that apply)*

1. Webinars

2. Individual Coaching

3. Group Coaching

4. Which domains are you interested in receiving additional TA in? *(Select all that apply)*

1. Financial

2. Clinical

3. Legal

4. Business

UPCOMING SESSIONS & MORE INFORMATION

Visit the **Medicaid Business Transformation DC web page** for more information and upcoming events:

www.integratedcaredc.com/medicaid-business-transformation-dc/

Don't miss this chance to elevate your practice and make a lasting difference in the lives of your patients. **Subscribe to our newsletter today** and embark on a journey towards delivering exceptional care through Integrated Care DC.

<https://www.integratedcaredc.com/newsletter/>



Suzanne Daub, LCSW

Subject Matter Expert

sdaub@healthmanagement.com

[*Link to Bio*](#)

Caitlin Thomas-Henkel, MSW

Project Director

cthomashenkel@healthmanagement.com

[*Link to Bio*](#)

Amanda White Kanaley, MS

Project Manager

akanaley@healthmanagement.com

[*Link to Bio*](#)

Samantha Di Paola, MHA, PMP

Project Coordinator

sdipaola@healthmanagement.com

[*Link to Bio*](#)