

Coffee and Contracts:
A Social Needs Contracting Community of Practice

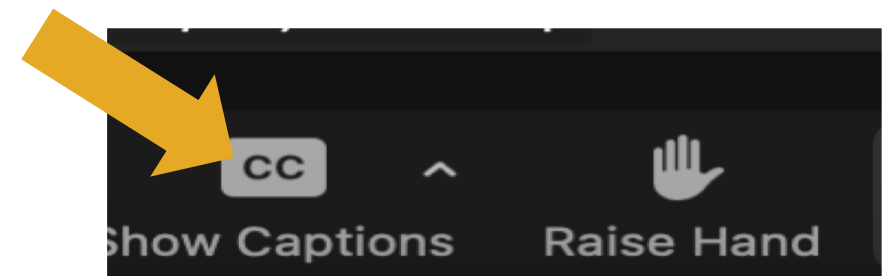
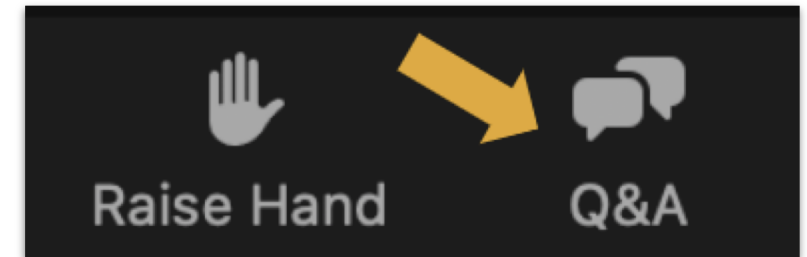
Preparing Yourself to Approach Contracting

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February 13, 2024 | Noon-1:00 p.m. ET

Administrative Notes

- ✓ This meeting will be recorded and shared with registrants and posted on the Partnership website after the session.
- ✓ This session is about learning and creating partnerships. You drive the conversation.
- ✓ Please engage in the discussion on any level you prefer and are able to!
- ✓ Closed captions are provided for this session, can also click “Show Captions” to display automated captions



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Antitrust Statement

Aligning Social Care Planning Group

Antitrust Compliance Statement

It is the policy of the Aligning Social Care Planning Group (“ASCPG”) to conduct all its activities in compliance with federal and state antitrust laws.

During ASCPG meetings and other association activities, including all informal or social discussions among ASCPG members, each member shall refrain from discussing or exchanging competitively sensitive information with any other member. Competitively sensitive information includes, but may not be limited to:

- Prices, premiums, reimbursement, charges or payment rates, charged or paid, for any products or services
- Prices paid for or discounts received for significant expense items, such as major equipment or purchases, information systems, medical records systems, etc.
- Discounts provided to patients, payers or enrollees
- What products or services will be offered to enrollees, patients or payers
- Shares of geographic or product markets
- Plans to select, reject or terminate any payer, service or customer contract
- Salaries of professional and executive staff
- Any other information a member reasonably believes to be competitively sensitive information

In addition, ASCPG members shall not engage in any discussions with any other member regarding any of the following:

- Allocation of patients, enrollees, sales territories, sales of any product or service or contracts with providers or payers
- Refusal to deal with any provider, payer, or vendor, or any class or group of providers, payers or vendors

If you have any questions or antitrust concerns related to ASCPG programs, meetings, or activities, please consult with ASCGP legal counsel or your own legal counsel.



Preparing Yourself to Approach Contracting

Market Awareness

- What populations do I understand and can bring value to?
- Which providers (either health or social care) serve my target populations?
- Do I understand the priorities and pain points of the provider I seek to contract with?

Developing the Value Proposition

- What value do we bring to the contracting partner?
- Impact on quality measures
- Cost savings

Management & Operational Readiness

- Data
 - Quality assessment and improvement
 - Process and Performance Measures
 - Volume control
 - Infrastructure
 - Impact on existing culture
-
- **Chat question:** For those of you who are contemplating contracting, what management or operational tasks will be most challenging?

Risk Tolerance

- **Do I have the appropriate risk tolerance?**
- Financials
- Board/leadership
- Staff



Discussion

Discussion questions: Breakout Rooms

- What are your current reflections on current readiness to begin contract outreach?
- **Market Awareness only:** How will you engage the voice of the community in understanding your market?
- **Management and Operational Readiness only:** What are the management and operational components you need to explore? Data and technology? QA and QI? Financial acumen? Insurance (cyber and other)? Other?
- **Value Proposition only:** What experiences have you already had in developing your value proposition?
- **Risk Tolerance only:** What does success need to look like in building your contracting capacity?
- What other questions do you have around getting ready to contract?

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The next coffee and contracts will be on
March 12

Coffee and Contracts: A Social Needs Contracting Community of Practice



2nd Tuesday of each month in 2024 @ Noon ET
Attendee Limit 300

- *Peer to peer learning about contracting between CBOs, CCHs, and healthcare organizations*
- *Engage new members to Partnership to Align Social Care*
- *Support new CCHs that are funded through ACL COE*
- *Generate new learning which can be packaged in new products (briefs, guides, blogs, webinars)*

Stay Tuned for Details

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Closing Poll

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Thank You!

Get in Touch!

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How to Get Involved in the Partnership...

- Sign up for our email list: <https://www.partnership2asc.org/sign-up/>
- Follow the Partnership on social media:
 - 
www.linkedin.com/company/partnership-to-align-social-care
 - 
[@partnership2asc](https://twitter.com/partnership2asc)
- Reach out directly to:
 - ✓ *Support the Partnership*
 - ✓ *Ask about getting involved in leadership/workgroup activities*
 - ✓ *Share your expertise/experiences*