

Domain 3 - Clarifying the Strategic Implications of VBP to your Organization

Resource (hyperlink)	Description
<u>A Matter of Mindset: CBOs Must Master “Outside-In” Thinking to Partner Up and Deliver Quality, Cost-Efficient Care</u>	<p>The “inside-out” approach, in contrast, is driven by the belief that the organization’s strengths are the foundation for a sustainable future. If organizations intend to be successful in marketing their services to the medical sector, they will need to shed the inside-out mindset. This prescription stems from recent work The SCAN Foundation has undertaken to build the business acumen of a dozen CBOs. The four symptoms of an “inside-outside” organization are described.</p>
<u>10 Principles of Leading Change Management</u>	<p>The following list of 10 guiding principles for change can help executives navigate the treacherous shoals of transformation in a systematic way.</p>
<u>Overview of Preparing Community-based Providers for Successful Health Care Partnerships</u>	<p>The SCAN Foundation</p> <p>Stage One: Planning and promoting the services and making the business case</p> <p>Stage Two: Delivering the services successfully and profitably</p> <p>Stage Three: Evaluating the services</p> <p>While efforts are underway to improve care transitions and coordination, there is a dearth of information on how best to build partnerships between community-based long-term services and healthcare systems. Both sectors are tackling the issue of care coordination and good care transitions but have been doing so in silos. To better understand specific opportunities for these partnerships, the Foundation developed this series of background briefs.</p> <ul style="list-style-type: none">• Strategic orientation• Innovative thinking

	<ul style="list-style-type: none"> • Relationship building and maintenance • Building effective teams • Change: Building enthusiasm for it and overcoming resistance to it • Achievement & Performance Orientation • Analytical, data-driven decision-making • Communication skills • Negotiation skills
<p><u>Supporting Health Care and Community Based Organization Partnerships</u></p>	<p>Excellent Review Article</p>
<p><u>Working Together Toward Better Health Outcomes</u></p>	<p>Across the country, health care organizations and community-based organizations (CBOs) that provide human services are increasingly partnering to address both the clinical and the social determinants of health. The Partnership for Healthy Outcomes — a project of the Center for Health Care Strategies, Nonprofit Finance Fund, and the Alliance for Strong Families and Communities — sought to capture and analyze lessons from these emerging cross-sector partnerships. The project was made possible through support from the Robert Wood Johnson Foundation.</p>
<p><u>Partnerships for Health: Lessons for Bridging Community-Based Organizations and Health Care Organizations</u></p>	<p>Case Studies - examining the strategic, operational, and financial approaches that drive the success of HCO and CBO partnerships</p>
<p><u>Environmental Scanning for Community-Based Organizations</u></p>	<p>Aging & Disability Business Institute</p> <p>Environmental scanning is a key first step in the development of a business plan for your organization. This process can help your organization identify internal and external factors that will affect your long-term sustainability. Who</p>

	<p>are your potential Competitors, Comparatives, Complements, and Collaborators, and how does this information help your organization accomplish its goals?</p> <p>In this webinar, participants in the National Council on Aging’s Network Development Learning Collaborative present their insights on and experiences with environmental scanning.</p>
<p><u>A Provider’s View of VBP – Key Principles</u></p>	<p>Published article from American Academy of Family Physicians (AAFP)</p>
<p><u>Value-Based Payment Planning Guide For a Behavioral Health Provider Practice</u></p>	<p>Value-Based Payment Planning Guide For a Provider Practice</p> <p><u>Care Transitions Network</u> for People with Serious Mental Illness</p> <p>This planning guide is an example and provides one possible framework for your strategic plan. It is designed to help you and your team outline, prioritize and determine an agreed upon roadmap and timeline to prepare for value-based payments (VBPs).</p>
<p><u>Home Health VBP: These 20 Measures Will Determine the Fate of your Agency</u></p>	<p>Home Health VBP: These 20 Measures Will Determine the Fate of your Agency</p>