

Coffee and Contracts:
A Social Needs Contracting Community of Practice

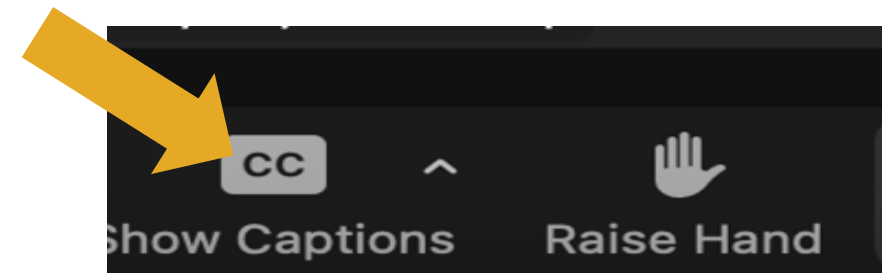
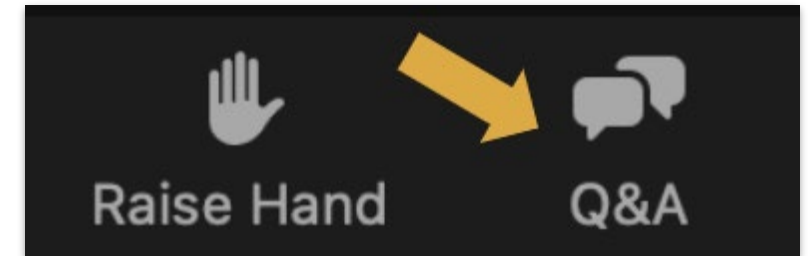
Starting the Contracting Conversation

Ann Hoskins-Brown, Director of Policy & Strategic Partnerships, MANNA
Catherine McCarron, VP, Clinical Programs, Jefferson Health Plans

March 12, 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.



Starting the Contracting Conversation



Discussion

Discussion questions/topics: Breakout Rooms

- Why can CBOs be more expensive to partner with and why is it worth it?
 - The value proposition of CBOs – connections to services and supports
- Discuss the importance of understanding expectations and how to meet them on both sides of the contracting relationship
- What types of community-level data can be shared to identify gaps when initiating partnership conversations?

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Join us on Tuesday, April 9 @ Noon ET !

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

Additional Learning Opportunities

✓ **Mark your calendar!**

Wednesday, April 3 @ Noon-1:00 p.m. ET

New Resource and Webinar on Community Health Integration (CHI) and Principal Illness Navigation (PIN) Medicare Codes

- The Partnership is developing resources to address the core concepts required to implement CHI and PIN services.
- This webinar will discuss the **first** of those resources, *A Primer: Understanding the Medicare Physician Fee Schedule Billing Codes for CHI, PIN, and PIN-PS Services*.
 - *PRIMER COMING SOON!*
- Webinar will include the **opportunity for questions and answers** to inform planning for and implementation of CHI and PIN services.

REGISTRATION LINK:

https://us06web.zoom.us/webinar/register/WN_1u0rbEqYQ7yop3dlv6lMxw#/registration

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Closing Poll

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Thank You!

Get in Touch!

Ann Hoskins-Brown – ahb@mannapa.org

Catherine McCarron – cmccarron@jeffersonhealthplans.com

Mark Humowiecki – mhumowiecki@camdenhealth.org

Partnership Contacts



Jeremiah Silguero – jsilguero@partnership2asc.org

Autumn Campbell – acampbell@partnership2asc.org

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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*