

Coffee and Contracts:  
A Social Needs Contracting Community of Practice

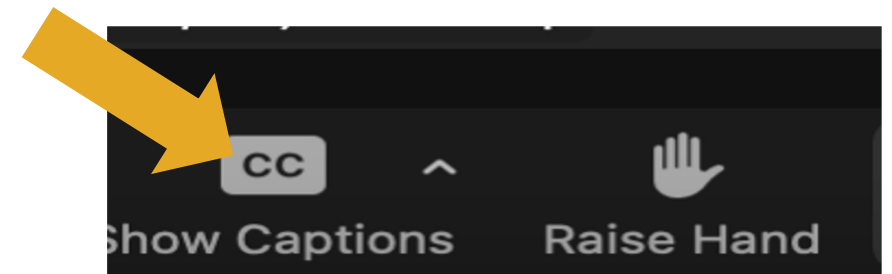
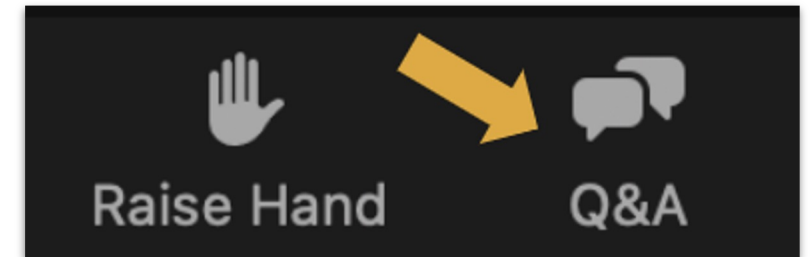
# What to Expect From Negotiations

Nikki Kmicinski, Executive Director, WNYICC

*April 9, 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



# Partnership to Align Social Care

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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.



# What to Expect From Negotiations

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Join us on Tuesday, May 14 @ Noon ET!

## Coffee and Contracts: A Social Needs Contracting Community of Practice



2<sup>nd</sup> 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

# Coffee & Contracts Session Resources

Be sure to catch up on previous Coffee & Contracts conversations!

Check out all the recordings and summaries at:

[www.partnership2asc.org/coffee-and-contracts](http://www.partnership2asc.org/coffee-and-contracts)

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# Closing Survey

# Partnership to Align Social Care

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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](https://www.linkedin.com/company/partnership-to-align-social-care)



@partnership2asc

- Reach out directly to:

- ✓ *Support the Partnership*
- ✓ *Ask about getting involved in leadership/workgroup activities*
- ✓ *Share your expertise/experiences*



# Discussion

# Discussion questions/topics: Breakout Rooms

- What is one lesson you have learned in the contracting process?
- What is one thing that you are struggling with right now in the contracting process?
- In your experience, what is the line between what is negotiable and non-negotiable? Were there things you assumed were non-negotiable that you later learned were negotiable (and vice versa)?
- Let's get specific about dollars and cents... What has been your experience negotiating the financial components of a contract? Any lessons or tips?
- What have you learned about the sequencing of negotiations? What gets decided by “business” folks before contracting/legal gets involved? How do you incorporate members if you're a CCH?