Value Network

PARTNERSHIP AND INNOVATION FOR HEALTHCARE

Founding Members

Working Together!
• Long history in the community in our respective roles
• History of being competitors (especially with workforce) but also collaborators
• Shared values and mission
• Shared long term vision and goals
• Mutual respect
Partners in Healthcare - Other Factors

- Partner selection - due diligence re: organization capacity
- Compelling agenda - strategic intent
- Communication
- Teamwork
- Leadership - using individual strengths
- Trust
- Perception of quality and value
• BH Provider readiness to participate in VBP or incentive arrangements
• Development of health data collection, reporting, and analytics infrastructures
• Negotiate and manage value based contracts (VBP arrangements)
• Establish and implement “solutions” to improve operational processes and outcomes
• Reduce and streamline administrative overhead needed to reduce duplication, centralize effort, thereby reducing waste especially in the areas of UM, data collection, analysis and quality improvement.
• Eliminate the isolation, headaches, risks, and expense associated with VBP/incentive opportunities, while preserving independence of organizations.
Strategic Partnerships – 28 Network Members
Other Strategic Partners for Success
Strategic Partners- Hospital Systems

WHY??

- Transitions of Care
- Less costly services in community based system
- Access and availability
- Our expertise
- History of community mental health- Keep people out of the hospital.
Strategic Partners - Payors

Common and shared data

Shared views and goals - what are we seeing

Inform - why we are in a position to help

Community mental health vs. private practice
Strategic Partners-Keepers of Data

• We need to be the experts on our data.
• We need numbers to PROVE our value and the IMPACT we can have on COST and HEALTH outcomes.
Strategic Partners-FQHC’s and PMD practices

**Why??**
- Total cost of care arrangements
- We can help!
Strategic Partners - Population Health Providers

WHY??

- Essential to improve outcomes
- Ability to track progress and SHARE data with partners
- Helps identify best practices areas and areas in need of assistance
Strategic Partners- Other BHCC’s and PPS’s

WHY??

• Not competing with each other.
• Goal is system improvement
• Build on early work done by PPS
Contact Andrea J. Wanat
Vice President of Operations
awanat@valuenetworkwny.org