Navigating Network Partnerships

Business Acumen Office Hour

July 21, 2021
Agenda

Welcome

Value of CBO Collaboration on Network Development

Discussion

Resources
Welcome!

Please share your organization and location in the chat box to say hello!

Today's Facilitators:

Sharon R. Williams
• CEO, Williams Jaxon Consulting, LLC
• NCOA Consultant

Laura Plunkett
• Program Specialist, Center for Healthy Aging, NCOA
Network Development: An Essential Element for CBO Sustainability

- Business Development Strategy
- Enhance Marketability
- Resource Management
- Capacity Building
- Strengthen Success Quotient
n4a Community Integrated Health Networks Map
Definitions*

Network Lead Entities (NLE)

Network Lead Entities offer one-stop contracting for multiple proven interventions and services that maintain independence and can be conducted in an individual’s home, in a person-centered fashion. The NLE serves as the hub for coordinating the services of the wider network, providing a unified and consistent approach to program delivery across a geographic area. It also provides the business operation and administrative oversight of the network and takes the lead in network governance responsibilities.

*As defined by ACL in the Scaling Network Lead Entities RFP (HHS-2021-ACL-CIP-NWPG-0065)
Definitions*

Community Integrated Health Network (CIHN)

CIHNs are defined as coordinated groups of visible and trusted CBOs lead by a NLE that have entered a formal partnership with health care organizations. These network structures provide a common pathway for private health care entities to contract with multiple community-based service organizations that are supported by the policy, technology development, and resource allocation within a state’s NWD System.

*As defined by ACL in the Scaling Network Lead Entities RFP (HHS-2021-ACL-CIP-NWPG-0065)
Poll Question

Is your organization seeking to serve as an NLE or join a CIHN as a provider?
Network Development Considerations

• Organizational assessment
• Organizational Business Culture Alignment
• Network Business Model
  • Roles/Responsibilities
  • Fiscal Management
  • Start Up Capitalization
  • Heterogeneous/Homogeneous Network Partners/participants
  • Strategic Plan
  • Covered Services
  • Network Standards
• Disclosure Among Partners
Poll Question
What is the impetus for your organization's interest in network expansion?
Network Composition

- Participation Standards
- Augmenting Network Capacity
- Heterogeneous v Homogeneous Partners/Delivery System
Discussion

What challenges have you encountered while forming/participating in a CIHN?
‘If you want to go fast, go alone; If you want to go far, go together.’

--African Proverb
Network Development Resources

• Community Integrated Health Networks: An Organizing Model Connecting Health Care & Social Services
• Five Key Steps to Building Community-Integrated Health Networks
• How to Build Referral Systems for Community-Integrated Health Networks
• NCOA Partnership Assessment Tool
• Opportunities to Improve Data Sharing to Support Community Health
• Showcasing Community-Based Organization’s Innovative Response to COVID-19 with Evidence Based Programs
• Maximizing Data and Partnerships to Enhance Evidence-Based Program Sustainability
Thank you for joining us!