

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

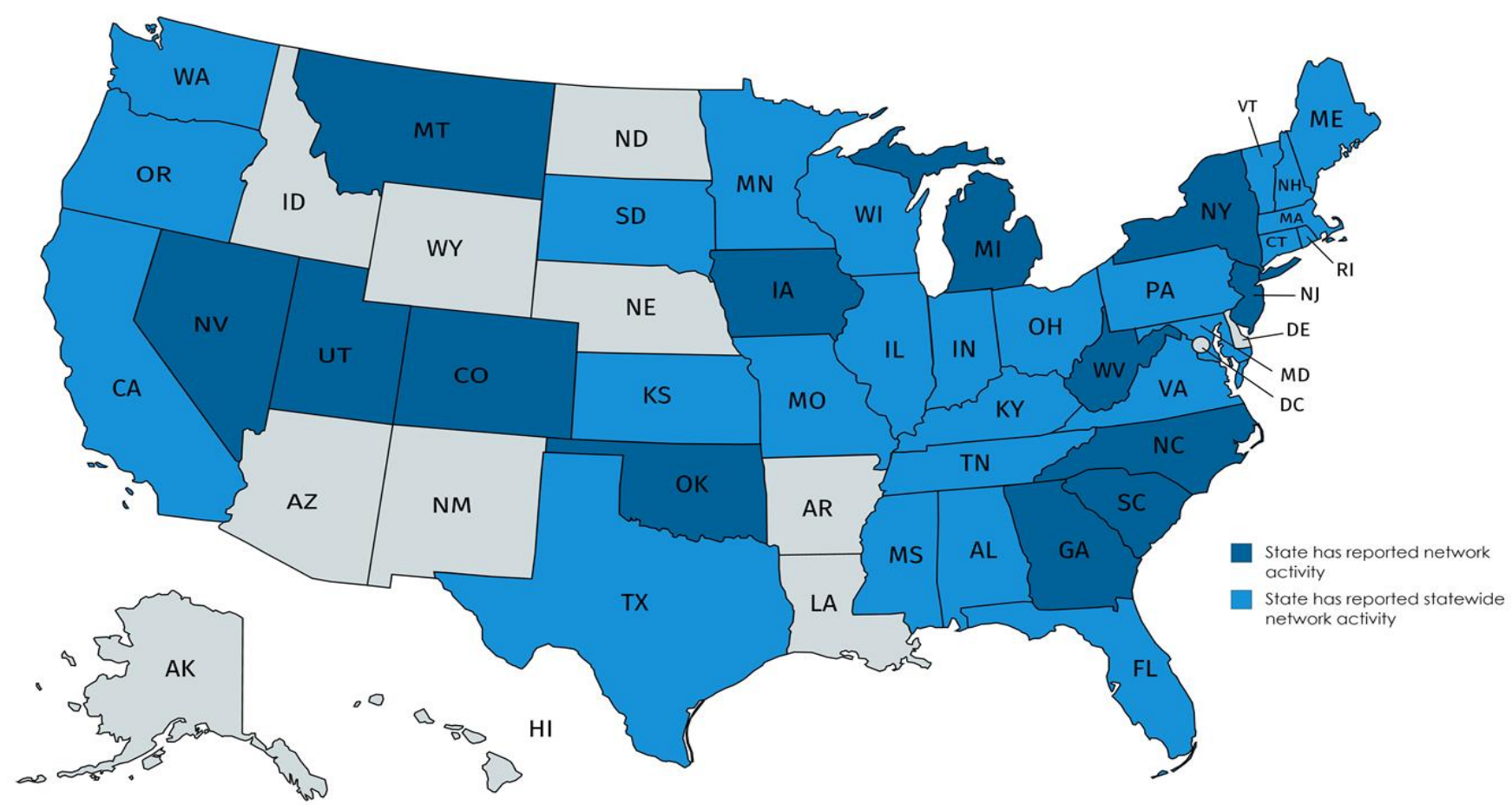
- Program Specialist, Center for Healthy Aging, NCOA

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.

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.

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?



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](#)

Contact

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Thank you for joining us!