



## **Disability Network Business Acumen** **Learning Collaborative Application and Expectations**



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[www.nasuad.org](http://www.nasuad.org)

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# Disability Network Business Acumen Learning Collaborative

- Eight (8) to ten (10) state “teams”
  - A Medicaid agency or any operating agency\* that serves individuals with disabilities,
  - Community-based organizations (CBO) serving persons with disabilities (physical and/or intellectual or developmental),
  - Integrated healthcare entities and
  - Other organizations
- Develop and implement business-related strategies to state-specific challenges to integrating long term services and supports and healthcare services.

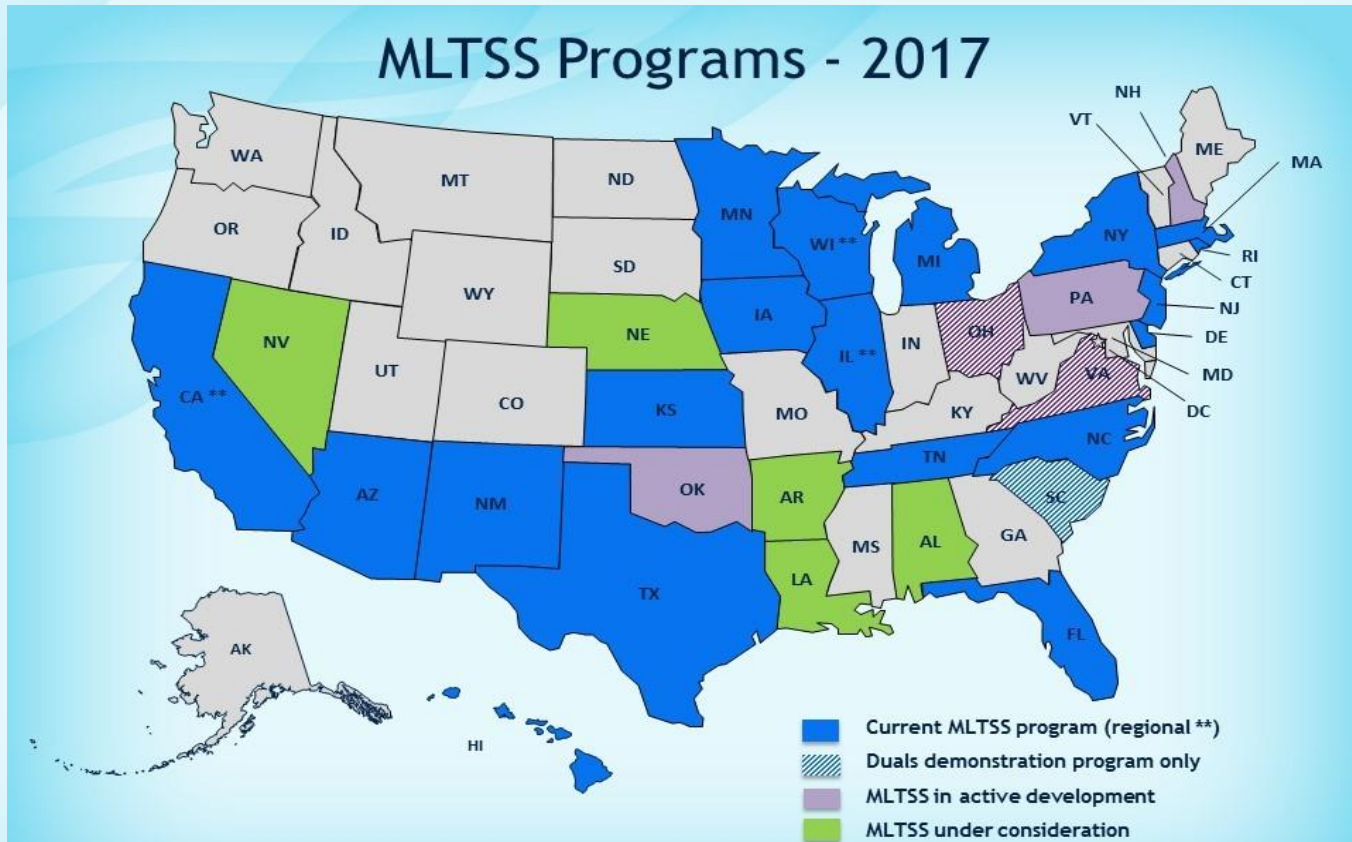
# Business Acumen Grant Partners



Funded by:



# States with Managed Long Term Services and Supports



# Opportunities for Collaboration

- Formulate and implement solutions to barriers that impede integration and coordination;
- Identify the opportunities and associated solutions that will resonate with integrated healthcare entities;
- Develop networks with other community based organizations or other partners;
- Collaborate on plans for implementation of new integrated care/service systems or improve the current delivery system.



# State Teams

- Eight (8) to ten (10) state “teams”
- Must include:
  - A Medicaid agency or any operating agency\* that serves individuals with disabilities – and –
  - Community-based organizations (CBO) serving persons with disabilities (physical and/or intellectual or developmental)
- May also include:
  - Integrated healthcare entities
  - Other organizations

# Core Partners in the State Team

## Medicaid agency

**Any operating agency that serves individuals with disabilities**

- Physical and/or intellectual & developmental disabilities

## Community Based Organizations (CBO)

- Centers for Independent Living
- Developmental disability organizations
- Aging and Disability Resource Centers
- Other local service providers for persons with disabilities



# Examples of Additional Partners may include:

## Community Based Organizations (CBO)

- Behavioral health organizations
- Protection and Advocacy Agencies
- Aging and Disability Resource Centers
- University Centers for Excellence in Developmental Disabilities Education, Research & Service
- Area Agencies on Aging
- Aging services organizations
- Faith-based organizations
- Native American tribal organizations (American Indian/Alaskan Native/Native Hawaiian)
- Nutrition program providers
- Other local service providers for older adults.

## Integrated Care Organizations

- Accountable Care Organizations (ACO)
- Health Homes
- Independent Practice Associations (IPA)
- Managed Care Organizations (MCO)
- Patient Centered Medical Home
- Prepaid Ambulatory Health Plan
- Prepaid Inpatient Health Plan

# State Teams must:

- Have a designated lead organization that will serve as the liaison between the state team and NASUAD;
- Target a significant geographic area or population base (of persons with disabilities);
- Demonstrate commitment from all partners (including executive leadership and their boards) to participate in this initiative; and
- Have one or more business objectives.

# Expectations of State Team Partners

- Participate in:
  - in-person meetings
  - monthly learning collaborative calls
  - monthly state team calls
- Contribute to the research, development and implementation of state team strategies formed through the learning collaborative
- Share challenges, successes and lessons learned with other state teams
- Develop and submit a short monthly summary report tracking progress on the state teams activities and results
- Draft documents appropriate for dissemination through the Business Acumen Resource Center

# Specific Activities Include:

- Define project goals and milestones
- Understand the market and environment in their community or state;
- Identify the needs of their partners and integrated healthcare entities in order to identify service and/or product lines responsive to those needs;
- Articulate the business case for CBO, integrated healthcare entities, and/or state partnerships;
- Address the organizational change needed to support these cultural shifts;
- Establish needed legal structures;
- Understand costs, pricing and cash flow;
- Build technology infrastructures; and
- Measure outcomes based on the state team's specific project goals.

# Technical Assistance and Support

- Peer-to-peer learning through regular calls, emails, online forums, and in-person meetings;
- Dedicated Business Acumen Resource Center coaches and subject matter experts available for monthly check-in calls to discuss progress, successes, and identify areas for additional support; and
- Broad-based learning through webinars and written materials from national experts.

# How do we apply?

- Formulate a team
  - Reach out to potential partners
    - (State, CBOs and others)
- Complete the application materials
  - Summary and Contact Information Form
  - Project Narrative
  - Letters of Commitment
    - [www.nasuad.org/initiatives/disability-network-business-acumen-resource-center/learning-collaborative](http://www.nasuad.org/initiatives/disability-network-business-acumen-resource-center/learning-collaborative)
- Submit the application and attachments to [businessacumen@nasuad.org](mailto:businessacumen@nasuad.org) by 11:59 p.m. eastern Friday, July 14, 2017

# Summary and Contact Information

- Overview
  - State
  - Opportunity or Challenge to be addressed
  - Approach to addressing that opportunity or challenge
  - Anticipated Outcome
  - Expected Measures of Success
- State Team Composition
  - State Team Project Manager (liaison)
  - State Agency
  - Community Based Organization(s)
  - Other(s)
- Letters of Commitment
- Disclaimer and Signature
- [www.nasuad.org/sites/nasuad/files/Learning%20Collaborative%20Application\\_Summary%20and%20Contacts.pdf](http://www.nasuad.org/sites/nasuad/files/Learning%20Collaborative%20Application_Summary%20and%20Contacts.pdf)



# Project Narrative

- Summary/Abstract
- Organizational Challenge and Opportunity
  - Why did your state team come together?
  - Why do you need the technical assistance that this learning collaborative will provide?
  - What opportunity or challenge will you work together to address?
- Business Capacities to be Built
  - What specific challenge(s) or area(s) related to business capacity would your state team like to work on during this initiative?
  - What types of integrated care entities will your state team seek to work with? (Please include specifics, where possible.)
  - How will your state team benefit from participating in this learning network? What major barriers do you anticipate encountering, and how will you seek to overcome those barriers?
- [www.nasuad.org/sites/nasuad/files/Business%20Acumen%20Learning%20Collaborative%20Application\\_Final.pdf](http://www.nasuad.org/sites/nasuad/files/Business%20Acumen%20Learning%20Collaborative%20Application_Final.pdf)

# Project Narrative Cont.

- Target Population(s) and Target Funding Source
  - Target population(s) that your state team will serve
  - Target organizations you will approach
- Development/Improvement Opportunity
  - Steps and activities your state team will need to conduct
- Goal(s)/Outcomes Anticipated
  - Short-term and long-term business targets
  - Short-term and long-term organizational outcomes for your state team.
- [www.nasuad.org/sites/nasuad/files/Business%20Acumen%20Learning%20Collaborative%20Application\\_Final.pdf](http://www.nasuad.org/sites/nasuad/files/Business%20Acumen%20Learning%20Collaborative%20Application_Final.pdf)

# Letters of Commitment

- Key Participating Organizations and Agencies (*the State Team*)
  - Specific
  - Indicate the potential role of the organization in the community-based network
  - Signed

# Review and Selection

- Review Panel
  - NASUAD
  - Grant partners
  - Grant Advisory Committee
    - includes health plan representatives
- Final Decisions
  - NASUAD
  - Administration for Community Living

# Learning Collaborative Timeline

- **July 14: Applications due**
- July 26: Applicants notified of their acceptance status and receive participant agreement for signature (expectations of participation)
- August 16 (est): Welcome/Introductory Webinar for Learning Collaborative Participants
- **August 27-31: Kick-off at HCBS conference**
- TBD: 2018 MLTSS Symposium

*State teams participating in the Disability Network Business Acumen Learning Collaborative will be expected to participate in the project for a minimum of nine (9) months. This time period may be extended to correspond with the specific goals and objectives of the state team and the resources available through the Business Acumen Resource Center.*

# Questions and Contacts:

[www.nasuad.org/initiatives/disability-network-business-acumen-resource-center/learning-collaborative](http://www.nasuad.org/initiatives/disability-network-business-acumen-resource-center/learning-collaborative)

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# Thank You!



<http://www.nasud.org/initiatives/business-acumen-disability-organizations-resource-center>





For more information, please visit: [www.nasuad.org](http://www.nasuad.org)

Or call us at: **202-898-2583**

