

A Place for SBHCs Within the New Era of Alternative Payment Models in Medicaid

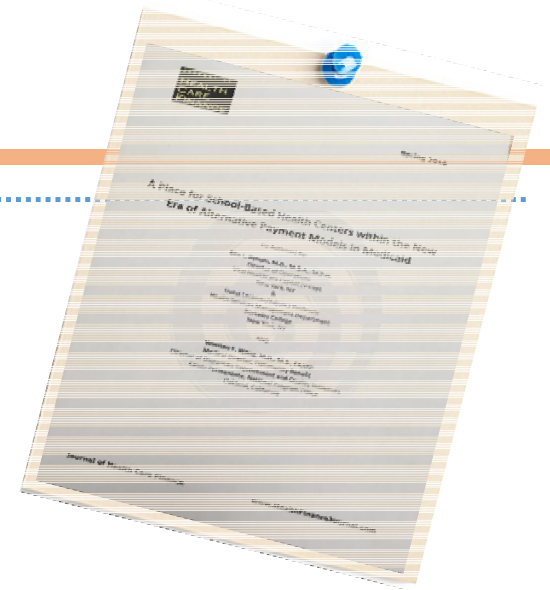
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Agenda / Order of Presentation

- Welcome and Introductions
- Purpose – Why Engage Alternative Payment Models?
- Background Information
 - What are Alternative Payment Models (APM)?
 - What We Know About APMs & How APMs Relate to SBHCs
- Key Differentiators Among Current Alternative Payment Models
- Key Players in SBHC Alternative Payment Models
- Upcoming Publication of Part 2 – A Call for L.A. County SBHC Case Studies



Board Members of National School- Based Health Alliance

Ben L. Bynum, M.D.



- Background in healthcare focused Impact Investing
- Former research lead at Impact Investing consulting shop acquired by Goldman Sachs
- Currently Director of Operations & Colorado Coordinator at Vital Healthcare Capital (V-Cap) and Adjunct Professor at Berkeley College
- Recently launched the statewide Strengthening Primary Care program in Colorado
- Chair of Outreach and Engagement Committee at The Alliance

Winston F. Wong, M.D.



- Board certified physician
- Former Medical Director at a federally qualified health center (FQHC) and HRSA CMO, Region IX
- Currently Medical Director, Community Benefit and Director, Disparities Improvement and Quality Initiatives at Kaiser Permanente
- Board Member of The California Endowment
- Chair of Policy and Advocacy Committee at The Alliance

APMs Will Change Health Care Financing



CMS goal to shift from FFS to Value Based Purchasing (APMs)



Offer opportunities to capture new revenue streams for existing services



Pilot demonstrations bring new tools to payor conversations



Proactively shape tomorrow's reimbursement policies towards better financial sustainability

APMs : A Spectrum of Non-FFS Arrangements

Reimbursement that ties \$\$\$ to populations and performance...

Per member per month (PMPM) payments for services

- Quality add-ons
- Care coordination
- Patient navigation



Global and/or partial capitation payments offer a flexible alternative to encounter based billing



Shared savings and Pay for Performance (P4P) programs align the financial incentives of payors and providers



Bundled payments allow providers to capture some of the upstream savings created by their high quality care



Can SBHCs Better Serve Kids through APMs?

When financially sustainable, SBHCs can serve as medical homes...



Sustainable and stable source of revenue for services

Emphasis on prevention and proactive encounters for teens



Optimize behavioral health and counseling services

Enhance alignment with ACOs, and capitated systems of care



Broaden relationships with both public and private payors

SBHCs: Who are the Players & What are the Challenges?



Robust data sets and performance metrics



Coordinated linkages between SBHCs and “mother organization”



Efficient and accurate coordination and referral services



Financial management and billing systems



Medicaid contracts/arrangements that account for the SBHC model



Multi-disciplinary care team which is stable and committed to APMs

SBHCs are Engaging APMs in Thoughtful Ways

Goal: Publish Second SBHC Article that Showcases Several SBHC Models Leveraging Alternative Payment Models



Oregon Based FQHC

- County health department run FQHC network
- SBHC model is part of county's delivery system for medical and social services
- Coordinated Care Organizations (CCOs) lead innovation for high need patient populations throughout the state
- Monthly capitated payment for 500+ at-risk youth to have access to primary care services



Colorado Based Nonprofit Clinic

- Nonprofit clinic with 80% Medicaid payor mix
- SBHC model serves 7,000 kids physical, behavioral and oral health services
- Medicaid payment stream through statewide entities, Regional Care Coordination Organizations (RCCOs)
- PMPM payment for care coordination of 17,000 at-risk youth

How to Contact Us if You Are Interested in Being a Case Study!

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