

VBP Implementation: Community Based Organization (CBO)

For more information please visit:
https://www.health.ny.gov/health_care/medicaid/redesign/dsrip/vbp_reform.htm

As a CBO, what should I be doing right now to support my transition to VBP?



Governance

It is important that a CBO understands if it meets the **Tier 1, 2, or 3 definition**. (VBP contractors are required to contract with at least one Tier 1 CBO).

Tier 1 – Non-profit, non-Medicaid billing, community based social and human service organizations

Tier 2 – Non-profit, Medicaid-billing, non-clinical service provider

Tier 3 – Non-profit, Medicaid-billing, clinical support service provider



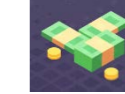
Business Strategy

- Select the **VBP arrangement(s) aligned with your organization's business strategy**—the type of care/support you provide.
 - E.g. A CBO providing prenatal support services, education around infant/maternity care, and lactation consulting may elect to support the Maternity Care arrangement instead of the IPC arrangement
 - E.g. A CBO providing supportive housing with air conditioning for asthmatics during summer months may elect to support the Integrated Primary Care (IPC) arrangement since asthma is a chronic condition included in IPC.
- **Understand your value proposition:**
 - Understand the standards of the NYS VBP Roadmap, and how they support your inclusion in VBP. **VBP Contractors must include at least one Tier 1 CBO in all level 2 & 3 arrangements** (starting January 2018). Tier 1 CBOs may either contract with a payer or subcontract with a VBP Contractor in order to satisfy the Tier 1 CBO inclusion standard for level 2 & 3 arrangements.
 - **Understand the key drivers of poor health and cost in your area** and identify how you can help combat those key drivers. This is part of your value proposition to VBP contractors, seeking to improve population health.



Stakeholder Engagement

- **Engage large provider groups and systems** to explore opportunities for CBO inclusion in VBP arrangements.
- **Engage payers** that may have knowledge of lead VBP contractors seeking CBOs.
- **Engage your Performing Provider System (PPS):** Work with your PPS as centers for collaboration to identify interested contracting parties.



Finance

- Per the VBP Roadmap, **CBOs participating in VBP arrangements will be incentivized** by payers for addressing SDH (VBP Roadmap, p. 42).
- **CBOs should understand the potential financial impact of entering into a VBP arrangement**, based on the population served. CBOs may consider:
 - How participating with a VBP contractor as part of its network could mutually benefit both organizations.
 - How your services may address potentially avoidable complications.
- **Understand if your organization is capable of taking on risk.** If so, consider including risk sharing in your value proposition. Tier 1 CBOs are not required to enter into a risk sharing agreement to satisfy the Tier 1 CBO contracting requirements in Level 2 & 3 arrangements.
- **Leverage data sources** to support your business strategy and value proposition.



Data

- CBOs may support **Lead VBP Contractors** in collecting and reporting metrics related to one (or multiple) SDH intervention(s).
- The State has made available best-practice guidelines to support successful SDH interventions:
 - [Social Determinants of Health Intervention Menu](#)
 - [SDH and CBO Subcommittees Recommendation Reports](#)
- Engage Lead VBP Contractors, PPS and Payers to support access to data.

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Value Based Payment