



# 2017 New York State Value Based Payment Bootcamp

## Event Overview

VBP bootcamps are a regional learning series created by the New York State Department of Health with the goal to equip VBP contractors and interested parties such as Managed Care Organizations, Providers, Associations, and Community Based Organizations, with the knowledge necessary to implement payment reform across the State.

## Course Descriptions Opening Remarks

**Intended Audience:** This session is intended for all Value Based Payment (VBP) Bootcamp participants.

**Session Description:** New York State Medicaid Director, Jason Helgerson, will give an overview of New York’s approach to VBP and set the stage for the day ahead. He will discuss the overall strategy for VBP implementation across the State and how VBP will lead to high-quality and financially sustainable healthcare.

9 - 10AM
Jason Helgerson Opening Remarks
Keynote Presentation and VBP 101

## VBP Bootcamp Finance Courses

**Intended Audience:** The finance course (consisting of three separate classes) is intended for payors, providers and community based organizations (CBOs). Some of the content will be directly relevant for payors, such as how MCO adjustments or stimulus adjustment will occur. Finance classes will also benefit providers and CBO’s and will help each party understand key financial considerations within the context of VBP, and what those considerations mean for their organization. This period of instructions will touch on performance adjustments based on efficiency and quality and social determinants of health interventions. The second finance class will host a payor and/or provider feedback session and will touch on lessons learned and best practices from the field. The course’s intended audience may include, but not be limited to, CFOs, Medical Directors and legal representatives. Clinicians and front line service providers may also benefit from the course in that they will gain a better understanding of how their everyday actions affects the overall VBP model.

**Course Description:** The VBP Finance course will focus on the key financial considerations for plans, providers and CBO’s when developing their VBP contracts. Specifically, three classes will be offered that address the following concepts:

1. Top 10 things providers should know when discussing the finance aspects of their VBP arrangements.
2. Payor and/or provider led discussion focusing on key financial considerations in the context of VBP
3. A deeper dive into MCO adjustments using practical examples.

**Class 1: Introduction to VBP Finance Topics**

This class will highlight the top 10 things providers need to know related to financial incentives in their VBP contracts. It will also expand on the MCO adjustments, including stimulus and penalties, and what they mean for providers in their contracts. The class will illustrate how adjustments, stimulus and penalty adjustments are determined, so providers have an idea of the incentive payments made to MCOs, which inform the overall financing structure of their VBP arrangement.

10 - 10:30AM	10:30 - 11AM
Introduction to VBP Finance Topics	

**Class 2: Payer/Provider Led Discussion**

Class 2 will consist of a provider and/or payer led discussion focusing on lessons learned and best practices when engaging in discussions and negotiating the financial aspects of a VBP arrangement. The class will review how providers and payers are able to move forward to successfully negotiate a VBP agreement.

1 - 1:30PM	1:30 - 2PM
Payer & Provider Led Finance Discussion	

**Class 3: MCO Adjustments Deeper Dive**

This class will take a closer look at the incentive payments and financial considerations of a contract negotiation. Class 3 will use a practical example to engage attendees and perform mock contract discussions.

2 - 2:30PM	2:30 - 3PM
MCO Adjustments Deeper Dive	
Room: 20 (2 <sup>nd</sup> floor)	

**VBP Contracting Courses**

**Intended Audience:** The contracting course (consisting of two classes that will cover the same content) are intended for payers, providers and CBOs. Since payers and providers must contract together, the contracting course content will be beneficial for contracting parties and is intended primarily for payers and providers organizations, which intend on functioning as a lead VBP contractor. The course’s intended audience may include, but not be limited to, individuals responsible for a payer or provider’s contracting functions.

11 - 11:30AM	11:30 - 12PM	2 - 2:30PM	2:30 - 3PM
Contracting Best Practices, Lifecycle & Checklist		Contracting Best Practices, Lifecycle & Checklist	

**Course Description:** This course will inform the audience of key contracting concepts that payers and providers may take into account, as they negotiate and submit their VBP contracts. The course will focus on the top 10 key contracting considerations for providers. The course will also review contracting best practices – what to do and what to avoid. Class discussion will also review the contract lifecycle and core components of an “on menu” and “off menu” contract.

**Social Determinants of Health (SDH) Courses**

**Intended Audience:** The SDH course (consisting of two classes covering different topics) are primarily intended for providers and community based organizations. Specific provider types that may want to attend this course include:

- Community based organizations (CBOs) at all tiers
- Providers interested in implementing Social Determinant of Health (SDH) interventions
- VBP Contractors (providers) who want more detail on implementing SDH interventions and contracting with CBOs
- Plans that may want more clarification on how to report SDH and Tier 1 CBOs to the State

**Course Description:** This course will provide attendees with a refresher on the VBP program requirements related to Social Determinants of Health (SDH) and Community Based Organizations (CBOs). The course will expand on those requirements to discuss CBO contracting strategies, SDH intervention best practices, and resources available to implement SDH interventions. The course aims to have representation from providers in the field, sharing their experiences and lessons learned from their VBP engagement activities.

**Class 1: SDH/CBO Roadmap Requirements and SDH Strategies**

This class will highlight the top 10 things providers should consider related to CBO contracting and SDH intervention. The class will also review VBP Roadmap requirements and what they mean for providers. The class will also explore examples of SDH interventions and strategies for implementation.

11 - 11:30AM	11:30 - 12PM
<b>SDH/CBO Roadmap Requirements and SDH Strategies</b>	

**Class 2: CBO Contracting and Provider Led SDH Discussion**

Class 2 will further explore methods for contracting with CBOs, from both the CBO and MCO perspective. This class will also review the process for reporting the inclusion of SDH interventions in a VBP contract to DOH. The class will conclude with knowledge sharing session with provider(s) from the field.

2 - 2:30PM	2:30 - 3PM
<b>CBO Contracting and Provider Led SDH Discussion</b>	

**VBP Arrangements and Associated Measure Sets Courses**

**Intended Audience:** The VBP Arrangements and Associated Measure Sets course (consisting of two classes covering different topics) is structured to strengthen a provider and CBO’s understanding of the VBP arrangements and review key considerations when contracting an arrangement. Payers may also find the class helpful, to better understand the structure of an “on menu” VBP arrangement and considerations for how they may be successfully implemented.

Individuals who may find this course beneficial include, but not be limited to:

- Medical Directors
- Clinicians
- Finance (to understand how performance, taking into account quality measures, may be impacted)

**Course Description:** This course will review the core components of each VBP arrangement and will highlight key considerations a provider may take into account, when contracting an arrangement. The course will also discuss the types of providers that may be best positioned to implement each arrangement. The course will review measure sets associated with each

arrangement and will also present the measure set development and maintenance cycle, so that providers are aware of performance periods and key timelines.

**Class 1: VBP Arrangements and Associated Measure Sets:  
VBP Arrangement Exploration**

This class will highlight the top 10 things providers should consider related to VBP arrangements and quality measures. The class will also explore the core components of each arrangement and key considerations a provider should keep in mind, when implementing an arrangement. The discussion will cover the quality measure sets of each arrangement and what the measures mean for providers.

10 - 10:30AM	10:30 - 11AM
<b>VBP Arrangements and Associated Measure Sets (VBP Arrangement Exploration)</b>	

**Class 2: VBP Arrangements and Associated Measure Sets:  
Timelines & Quality Measure (QM) Considerations**

The class will review performance periods and timelines and provide an overview of quality measure reporting. This class will conclude with a review of key considerations when negotiating quality measures.

12 - 12:30PM	12:30 - 1PM
<b>VBP Arrangements and Associated Measure Sets (Timelines &amp; QM Considerations)</b>	

**Managed Longer Term Care (MLTC) VBP Course**

**Intended Audience:** The MLTC course (consisting of one class) is intended for MLTC plans and long-term care providers transitioning to VBP.

**Course Description:** This course is intended to prepare participants to enter into an entry level VBP arrangement for MLTC. The course will review the key principals of a level 1 arrangement for MLTC and will include a review of quality measures, financing and examples of an MLTC VBP arrangements. This class will highlight the top 10 things providers need to know related to MLTC in VBP. Additionally, the class will review the key principals of a level I VBP arrangement. The class will also explore examples of an MLTC VBP arrangement, as well as MLTC quality measures. In addition, the class will present MLTC contracting guidance and example contracting scenarios for providers looking to contract VBP and discuss, at a high level, financing for the MLTC arrangement.

2 - 2:30PM	2:30 - 3PM
<b>MLTC Design &amp; Quality Measures</b>	

**Closing Remarks and Q&A Session**

**Intended Audience:** This session is intended for all Bootcamp participants.

**Description:** This session will be hosted by NYS Medicaid Director, Jason Helgerson. The session will provide a forum to review outstanding questions and answers. He will also focus on the 10 key considerations that attendees should walk away as they continue their transition to VBP.

3:00 PM	4:30 PM
<b>Jason Helgerson Closing Remarks and Q&amp;A Session</b>	