



ISSUES IN PROVIDER/PAYER PARTNERSHIPS

Mady Chalk, Ph.D.

Treatment Research Institute

August, 2008

Assumptions

- Partnerships between payers and providers are necessary to create change at the delivery system level
- Adopting and employing evidence-based practices crosses organizational boundaries vertically and horizontally

The Need for Partnerships

- Currently, there is significant misalignment between and among:
 - Treatment provider system structures
 - Evidence-based treatment practices
 - Payment policy
 - Accreditation approaches, and
 - Financing mechanisms

Why Mis-Alignment?

- Because of historical structures and systems
- NOT – because of motivation

What Do Payers Need to Consider?

- How to revise the State infrastructure so that it can integrate multiple funding streams to support best practices
- How to implement joint purchasing strategies with other State agencies
- How to evaluate unintended consequences of funding and regulatory practices
- How to retool information technology to implement best practices at the treatment level

What Do Providers Need to Consider?

- How provider change goals align with agency goals and fit into the larger system
- Which business systems need to be strengthened
- New technologies that need to be employed to improve results
- Inter-organizational barriers to achieving individual and collective goals

At Both the Payer and Provider Levels

- Identify committed leadership
- Establish a collaborative relationship focused on clear change goals
- Identify the business case at the State and provider levels around which collaboration can be built
- Identify barriers to adopting new administrative, financing, regulatory, and clinical practices

At Both the Payer and Provider Levels

- The consumer experience of care and how to ensure that consumer's expectations are met
- The current limits and flexibility offered under state and federal regulations that govern use of funds
- How to implement a continuous feedback and monitoring system at both levels to ensure accountability to stakeholders

Title:
Partnering for Large-Systems Change: *Developments in the Advancing Recovery program*

8:30 – 9:15	<p>Advancing Recovery Program</p> <p>Purpose and design: <i>Victor Capoccia</i> Components and framework for systems change: <i>Todd Molfenter</i> Payer/provider partnerships: <i>Mady Chalk</i></p>
9:15 – 9:45	<p>Payer/Provider Partnership Case Example</p> <ul style="list-style-type: none"> • <i>Terri Morris Missouri's MAT Project</i>
9:45 – 10:00	<p>Break</p>
10:00 – 10:20	<p>Finding the Systems Gaps in Medication Assisted Therapy (<i>An Interactive Exercise</i>) <i>Facilitator: Todd Molfenter</i></p>
10:20 – 10:30	<p>Partnering Across State Agencies: <i>Victor Capoccia</i></p>
10.30 – 10:50	<p>Forging New Directions & Partnerships with Medicaid</p> <ul style="list-style-type: none"> • <i>Joe Hill Arkansas AR Project</i>
10.35 – 10:55	<p>Wrap-up: <i>Mady Chalk</i></p>