



Leadership Through Change Learning Collaborative

Topic 6: Joining, Building, and Utilizing Networks

Pre-Session

Frequently the impetus for a provider to join or develop a network is to fill gaps in service or operational capacity. As you think about the District's efforts to increase value-based payment approaches through Medicaid managed care, please think about the gaps in your organization's readiness that you may be able to address through collaboration in a network. Identification of those gaps will help you to make informed decisions about the network that makes strategic sense for your organization.

Programmatic gaps (i.e. outpatient substance use disorder services, primary care)

- 1)
- 2)
- 3)
- 4)
- 5)

Operational/administrative gaps (i.e. health informatics, MCO contract negotiation)

- 1)
- 2)
- 3)
- 4)
- 5)

Post-Session

Following our meeting, you should have some ideas about what you might be looking for in a network partner. Ultimately, a partnership is only as good as the partners involved. Think about what organizations share your values and fill the gaps in your service continuum you identified before our session. Consider the benefits of both horizontal and vertical integration as well as your infrastructure needs.

Possible network partners

- 1)
- 2)
- 3)
- 4)
- 5)