Government of the District of Columbia
Department of Health
HIV/AIDS, Hepatitis, STD, and TB Administration

2015 Grantee Forum

Business Model Transition

Objectives

- Inform participants about HAHSTA's transition to fee for service (FFS)/pay for performance (P4P) model
- Gather feedback from earlier presentation
- Overview of the timeline for the transition
- Discuss methodology
- Communication strategy
- Open discussion/questions

Discussion

Feedback from GW Presentation

Why FFS/P4P?

- Transparency in how RW funds are spent
- Consistent with new health care models
- Better provision of services
- Parity throughout the EMA
- Payor of last resort
- Reward quality care
- Regional Planning

Grant vs. FFS

Grant

- Pays salaries
- Invoiced monthly
- Grant year budget required
- Grant agreement required
- CAREWare reports required

FFS

- Paid for service units provided
- Billed per service unit
- No budget required
- Human care agreement required
- CAREWare reports required

Timeline

- Summer/fall 2015 – planning, dialogue with stakeholders
- Winter 2015/2016 – focused communication, 75/25 waiver, solidify rates/service categories
- Spring 2016 – vetting of plan with stakeholders, finalize rates/service categories, FFS seminars
- Summer 2016 – New NOFA
- Fall 2016 – RFA/HCA process
- March 2017 – Start FFS

Methodology

- Service Categories
  - Phased approach over several years
  - Starting with established units of service
  - Both prevention and CARE
  - Utilizing best practices from other RW Grantees

Methodology

- Rate Setting
  - Exploring all current rates, different sources, different parts of the EMA
  - Understanding components included in current rates throughout the EMA
  - Understanding all of the components needed to provide the service

Methodology

- Administrative mechanism
  - Scanning other RW Grantees
  - Support services may be different than Core services
  - FFS billing processes consistent with current billing processes

Communication

- Key to successful transition!
- HAHSTA wants to ensure all stakeholders are included and heard through this transition
  - Suggestions for successful communication
    - Who?
    - When?
    - Where?
    - How?

Discussion

Key Takeaways

- Business model will change
- Prepare for the change
- Participate in the process
- Capacity building/TA opportunities

Presented by Clover L. Barnes, RN, BSN, MBA
Chief – CARE, Housing, and Support Services Division, HAHSTA
clover.barnes@dc.gov, 202-671-4823