

## Individual Agency/ Network Focus

From the presentation today, list at least 1 issue you see in your organization that must be addressed prior to conversion to a case rate financing system, for each of these categories:

### 1. Administrative Issues:

- ◆ organizational structure
- ◆ leadership
- ◆ administrative staff qualifications
- ◆ interagency partnerships you have vs. those you will need
- ◆ a political or community situation or barrier that need to be resolved

(Forget budget, you all will have resource issues, like not enough \$ to support changes needed.)

### 2. Clinical Issues:

- ◆ leadership to manage change
- ◆ assessment instrument: uniform screening criteria
- ◆ case mix, % high users
- ◆ engagement and retention: staff productivity, capability to manage no shows and wait lists
- ◆ clinical staff qualifications: e.g. experience with telephone pre-authorizations
- ◆ average length of stay by modality, % completion

### 3. Financial/ IT issues

- ◆ staff qualifications and motivation
- ◆ ability to track key indicators
- ◆ payer mix, dependence on DCF, ability to analyze costs for each revenue source
- ◆ Medicaid eligibility determination at intake
- ◆ ability to link clinical and financial data
- ◆ clinical staff access to service and financial data
- ◆ ability to summarize IBNR