



**New York State One-Day Sessions**  
2019

**Buffalo, NY**  
**Northland Workforce Training Center**  
**2-Oct-19**

8:30 AM Breakfast & Registration

9:15 AM Opening Remarks

**9:30 AM VBP Readiness**

**Helgerson Solutions Group**

The shift toward Value-Based Care is one of the most important global trends in the health sector, presenting challenges but also huge opportunities. Instead of rewarding volume, new value-based payment (VBP) models reward better results regarding cost, quality, and outcome measures. Helgerson Solutions Group will help your organization better understand some very key questions: What does VBP mean for the organization? What role should the organization play in a VBP engagement? Does the organization have the right partners? Is the organization ready for any risk? Does the organization have a culture and community health strategy that fit a VBP model?

10:30 AM Break & Discussions

**11:00 AM Operations and Value Proposition**

**CCNY**

Focus on how CBOs can identify their value proposition to the healthcare delivery system and ensure they are maximizing their operational efficiency in preparation for value-based arrangements. In this session, CCNY will provide leaders with unique and important insight into understanding the value their organization create's beyond it's mission and how well defined measurements and improvements can lead to better interventions and sustained financial success.

12:00 PM Lunch

*Open Discussion with Moderator*

**1:15 PM Importance of Data & Technology**

**rprt / HCBiz**

As your organization begins to evaluate and then enter into the health care continuum you must be prepared for technology integration, data sharing, and effective reporting mechanisms. rprt will help you understand how to better utilize the technology you curently have, the data you already create, and potential new software. We will also discuss how to work with other organizations regarding data sharing and its key importance to driving effective interventions, improving decision making, and getting a full picture of your community.

2:15 PM Break & Discussions

**2:30 PM Contracting Overview**

**Green & Healthy Homes**

VBP Forward is working with our partners at Green and Health Homes to design an interactive contracting session specifically for CBOs. This session will cover areas of concern for CBOs as they look to contract with providers, payers, and the government. We will touch on areas such as taking on risk, understanding where your service may play a role in their Value Based Payment arrangement, and what it might look like to potentially start your own Value Based Payment arrangement.

**3:45 PM CBO Consortium of Upstate New York Roundtable hosted by CCSI**

An open forum for the members of the CBO Consortium of Upstate New York to discuss the day's content, adding membership value, and consortium building activities. If you are not a member and would like more information please visit <http://cboconsortium.org/>