

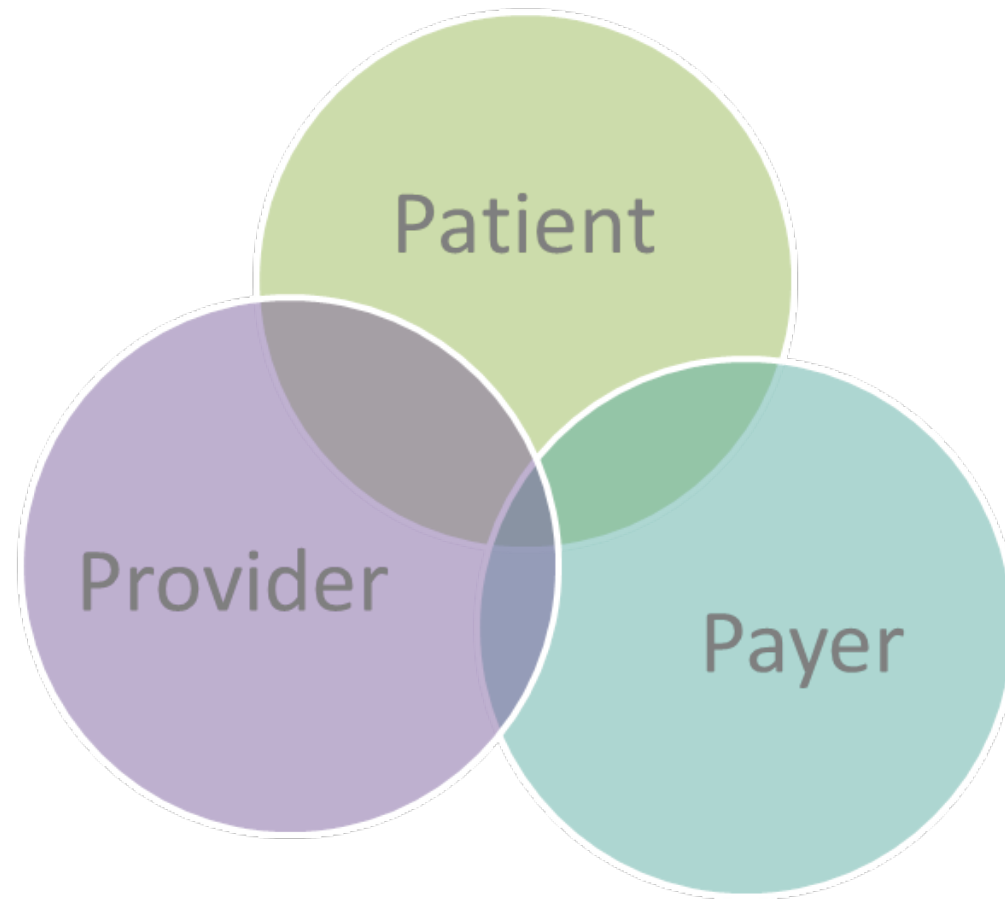
# Path Forward: Collaboration & Resources

## Partnering with Payers

April 29, 2021

Laura Sankey, Principal

Payer/Provider  
Relationships  
Impact Health



# Identifying and Securing Partners for SDOH

## Top Needs

- Use data to inform and identify the top SDOH barriers for your patient populations

## Brainstorm

- Who shares an interest in solving the same problems?
- e.g. MCOs, Dept. Public Health, Hospital Systems, CBOs, Local/National Businesses

## Outreach

- Introduce yourself. Pick up the phone or send an email
- Schedule a fact-finding call.

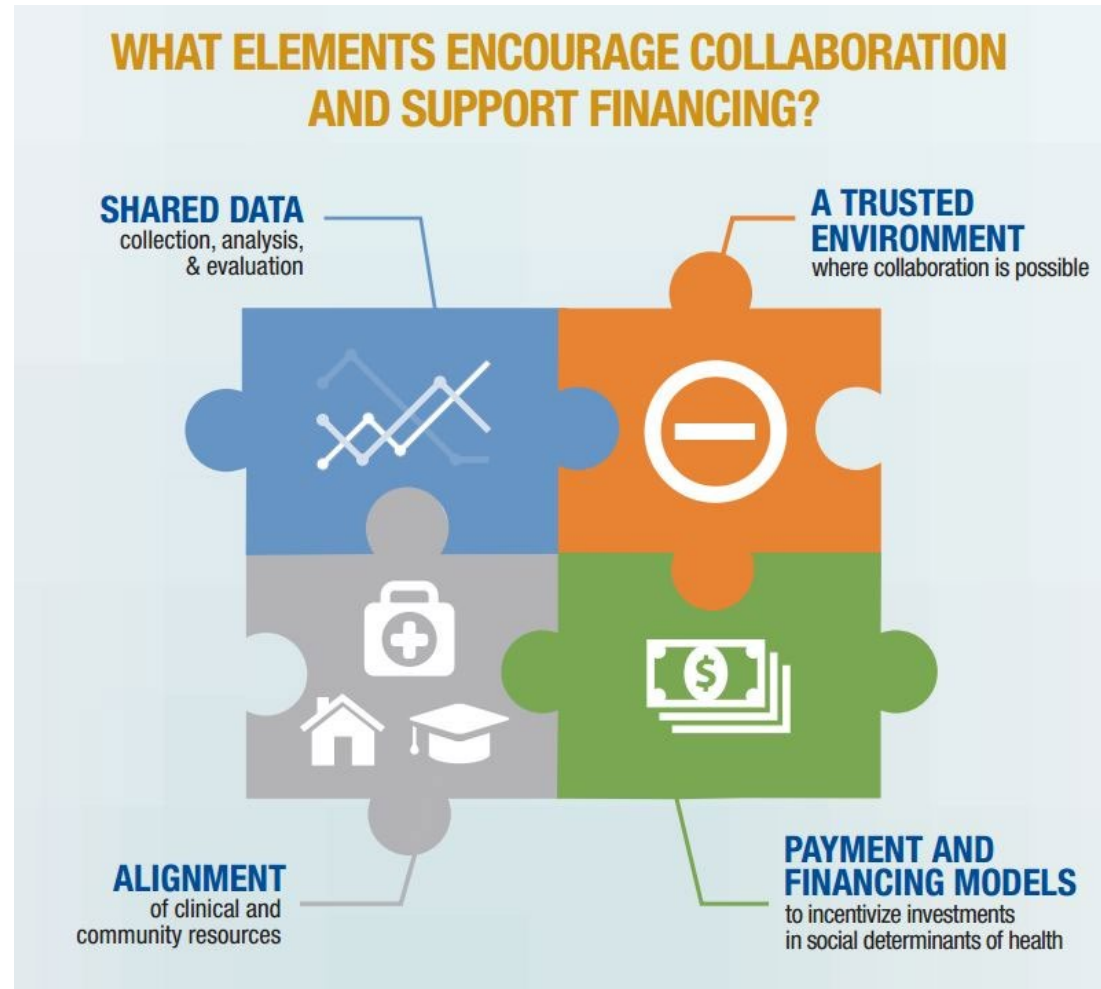
## Assets

- Map out each partners' assets. What does each partner bring to the table and how can they be maximized by working together?

## Outcomes

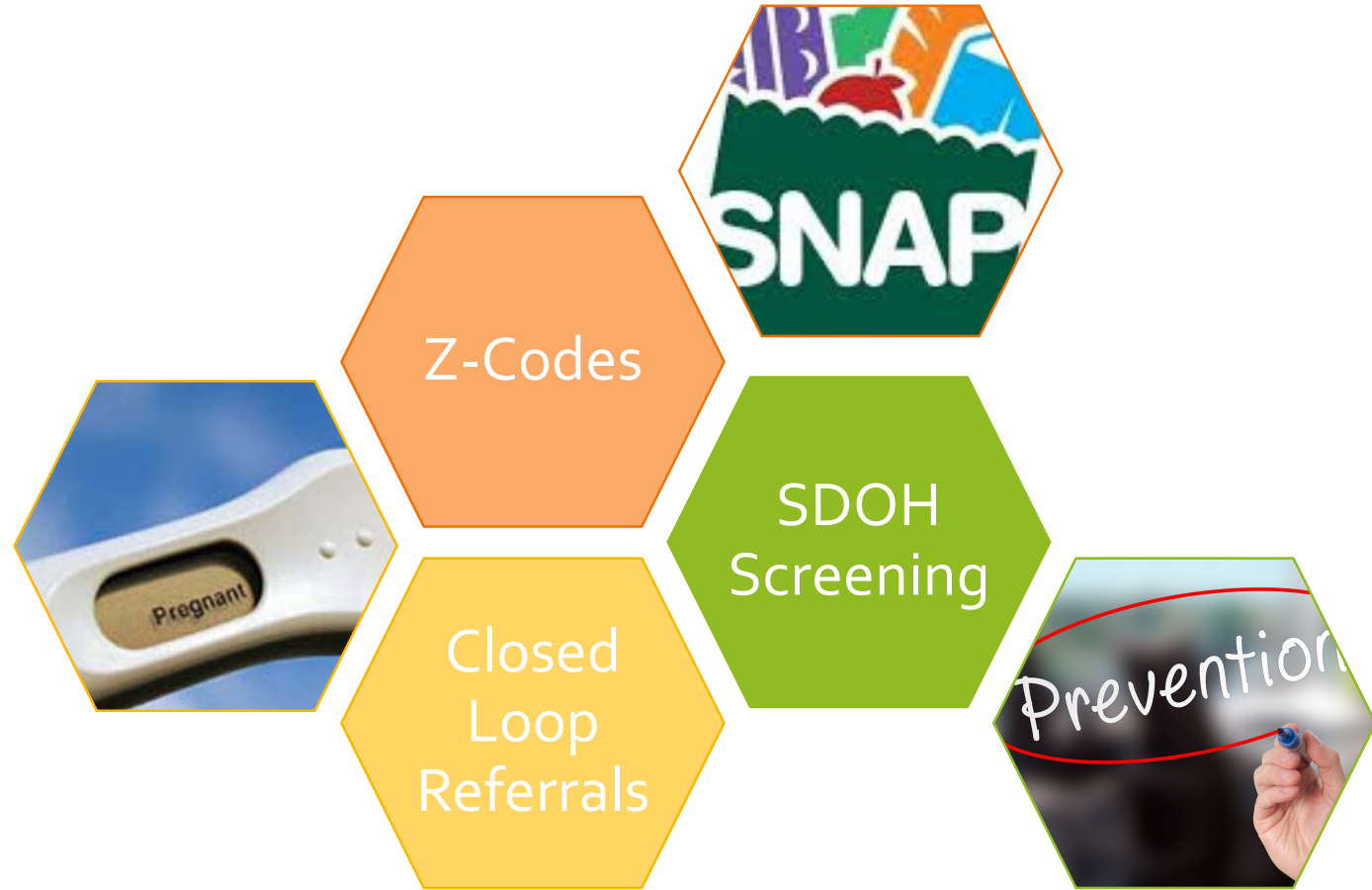
- Identify the measures of success and assign a value to achieving them

# Funding SDOH investments



<https://academyhealth.org/about/programs/payment-reform-population-health>

# Creating Value



# Staying Connected with Payers

## JOC Meetings

- Meet monthly/quarterly with set agenda (metrics review, probing questions about new tools/partnerships)
- Invite multi-level staff input/attendance

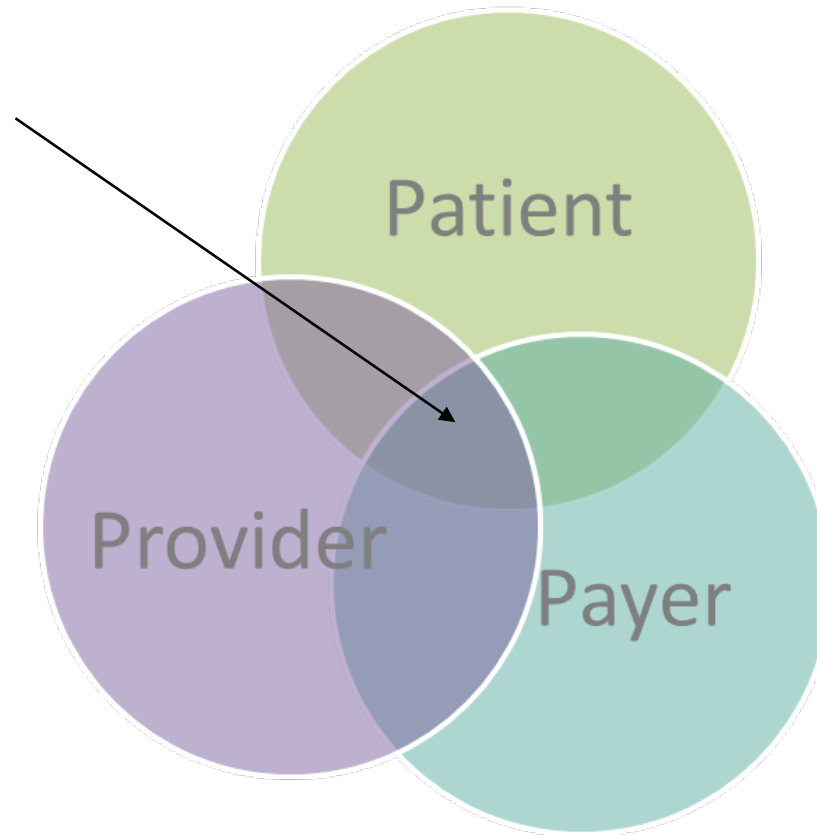
## Provider Portals

- Use MCO provider portals for communication
- Be vocal about areas for improvement

## Collaborative Partnerships

- Bring forth other partners like Unite Us to facilitate data sharing and payment
- Identify gaps and seek new partners to increase impact

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Questions?

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