

VOI Accelerator

Healthcare Partnerships:
Value on Investment (VOI) for CBOs



DATES

January 30 - March 12, 2024



EARLY REGISTRATION DEADLINE: December 6
FINAL REGISTRATION DEADLINE: January 16

OVERVIEW



The **HealthBegins VOI Accelerator** is a **6-week, online program** that will equip staff at **Community-Based Organizations (CBOs)** with the resources and best practices to effectively negotiate sustainable healthcare partnerships to help Medicaid beneficiaries. At program completion, participants will have the necessary skills and pre-work completed to **effectively approach a healthcare partner to negotiate a sustainable financial partnership** or to renegotiate a prior financial partnership to become more sustainable. This includes the ability to:

- Articulate a business case including the broader value of your services
- Calculate ROI for a partnership with a healthcare organization
- Understand drivers of healthcare financial decision-making
- Understand healthcare metrics & components needed for an effective negotiation

WHO SHOULD PARTICIPATE

Staff at Community-Based Organizations responsible for developing or negotiating healthcare partnerships should participate. We invite our healthcare partners to fund participation for their CBO counterparts. Please let us know if you would be interested in healthcare-specific training!

WHAT'S INCLUDED

Teams achieve milestones with support from::

- Facilitated live online learning sessions
- Drop-in office hours with expert faculty
- Access to a dedicated online community of peers
- A curated resource guide
- An Organizational Self-Assessment and Report
- An Action Plan template and a Test of Change Tracker

PROGRAM COST & REGISTRATION

Early bird discount (register by December 6):

\$2,000 (individual); \$5,000 (team of 3 from same organization)

Regular rate (register December 7 - January 16):

\$2,500 (individuals); \$5,500 (team of 3 from same organization)

Scan the QR code below or [fill out this interest form](#) to get a link for the early bird registration.

For questions, please email accelerator@healthbegins.org.

Date	Topic & Learning Event
Week 1	Healthcare Financing 101: What revenue or benefits will a healthcare entity receive if they partner with our CBO? What Medicaid policy changes may be coming that might support sustainability of healthcare investments?
Week 2	Maximizing ROI: How do we calculate ROI and how do we improve the reliability of our ROI calculations? Office Hours 1
Week 3	Moving from ROI to VOI: What are limitations of ROI? How can we apply a Value on Investment (VOI) approach?
Week 4	Building a Business Case: How do we effectively build a business case for our social service? Office Hours 2
Week 5	Predicting and Overcoming Barriers to Contracting: What can we anticipate in the contracting process and how do we prepare?
Week 6	Preparing for Implementation: How do we build in evaluation and reporting to ensure we can measure actual ROI and VOI in our program?



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