

# Successful Ingredients for Innovative Practices

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# Partnerships

## □ Successful Ingredients:

- Leadership—decision-makers that had a vision and were willing to take risks
  - Real work—planning period was short and implementation required tangible activities and products
  - Accountable relationships—beyond money, time and other resource commitment
  - Engaging the field—planning and communications
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# Practices

## □ Successful Ingredients

- Focus on customer first, processes second
  - Consensus—who will be the focus of the services
  - Clarity—well defined practices
  - Trust—provider partners will perform well
  - Guidance—new approaches to providing technical assistance
  - Excitement—communicating value
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# Performance

## □ Successful Ingredients

- **Prioritize**—outcomes first, process second
  - **Shift**—developing services and improving practice versus developing programs
  - **Eliminate**—bad practice, re-engineer old practice and install new practices
  - **Reward**—provide opportunities to improve performance
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# Purchasing/Financing

## □ Successful Ingredients

- Evidenced Based—extends to administrative, regulatory and financing
  - Fairness in pricing—being cheap will get you poor practice and poorer access
  - Simplicity—payment mechanisms were traditional
  - Economize—review regulations, what's relevant?
  - Creative—pay for performance
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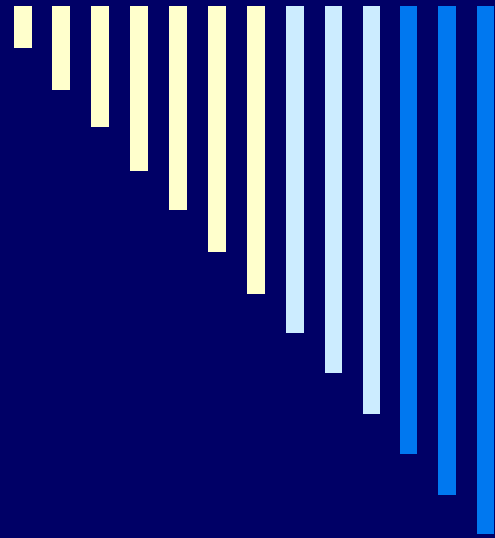
# Recycle versus Reinvention

## □ Approaches

- Contracts
- Risk based Environment
- MOAs/MOUs

## □ Tools

- Assessment and Other Protocols
  - State Plan Amendments/waivers
  - Reimbursement Methodologies
  - Service Definitions
  - Decision Support
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Thank You!!!!