



Understanding MLTCs: Positioning Home Care for Success



November 17, 2011
Albany Marriott
189 Wolf Road, Albany NY

MLTCs – Everything You Need to Know As You Consider New Relationships with MLTCs



New York's home care service delivery system is quickly evolving. Managed Care, managed long term care (MLTC) plans, as well as other designated care coordination models, will play an increased part in this new system. As this shift in long term care delivery emerges, many home care agencies are being approached by MLTCs to discuss partnerships and new relationships. To best position your agency within this changing health care environment, it is imperative that home care providers understand how MLTCs work, and learn tips on how to position your agency in partnerships with them.

Don't miss this exclusive opportunity to understand better what the MLTC model is and how your agency or program can work successfully in a new environment. Please join us for this important program, as HCA supports you in your efforts to learn more about MLTCs, specifically:

- What an MLTC program is – how it is regulated, how its payments are established, what benefits are covered, how its program is structured, and more.
- How home care agencies can position themselves successfully in partnership with MLTCs and which tools and resources are needed for successfully positioning.
- How you as a provider can engage with potential partners and what data and information you need before engaging in a partnership.

Faculty:

- Key Health Department Policymakers
- Provider Agencies with MLTC Experience and Expertise
- Legal/Policy Consultants currently working in the MLTC policy environment

November 17:

AGENDA

9:00 – 9:15am

Welcome

Joanne Cunningham
HCA President

9:15 – 11:15am

Understanding MLTCs

Linda Gowdy
Director, Bureau of Continuing
Care Initiatives
NYS Department of Health

11:15 – 12:30pm

Expectations in Contracting
with MLTCs

Loeb and Troper, LLP (Invited)

12:30 – 1:30pm

Networking Lunch

1:30 – 3:00pm

Positioning Yourself for Positive
Negotiations with MLTCs

Panel:

Kate Rolf
President
VNA Central New York

Maura Bordas
Administrator
Community Programs
Hebrew Hospital Home, Inc.

Joseph Healy, Ph.D. (Invited)
Chief Operating Officer
Comprehensive Care
Management Corporation

3:00pm

Adjournment



