



Goal

Today's **Addiction Service Providers** will be prepared to take advantage of new business opportunities as a result of legislative healthcare reforms so that our current system of professionals will not only survive, but thrive with new revenue streams and increased capacity.

Transformation in Thought and Action

Social Service Agency ➔ **Business Providing Health Services**

Covered Topics

Affordable Care Act

Parity Regulations

Workforce

Trends

Threats

Opportunities

RCA Results

Integration

Leadership Models

System Changes

Patient Eligibility

Patient Enrollment

Health Homes

Value of Treatment

Technology

Contracting

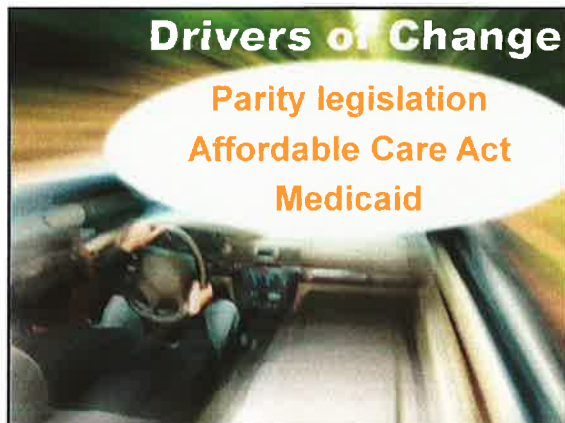
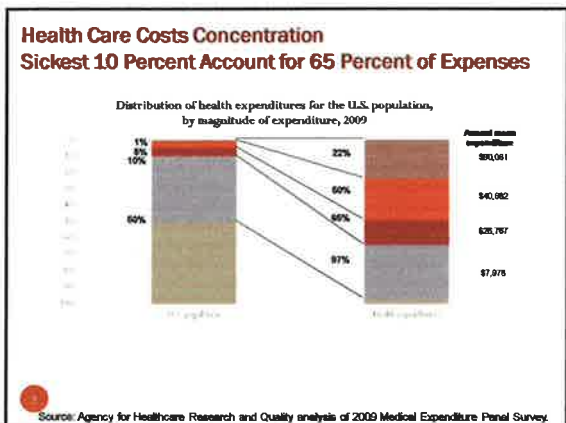
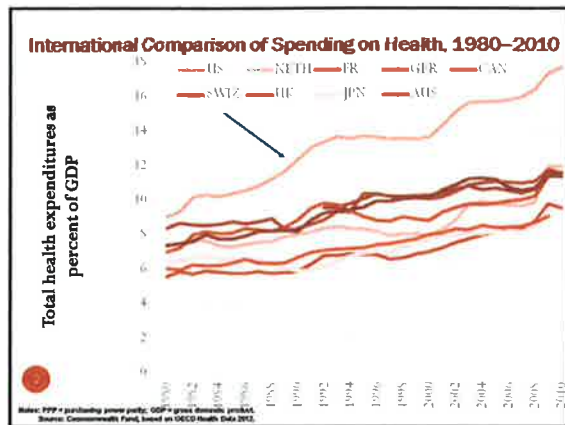
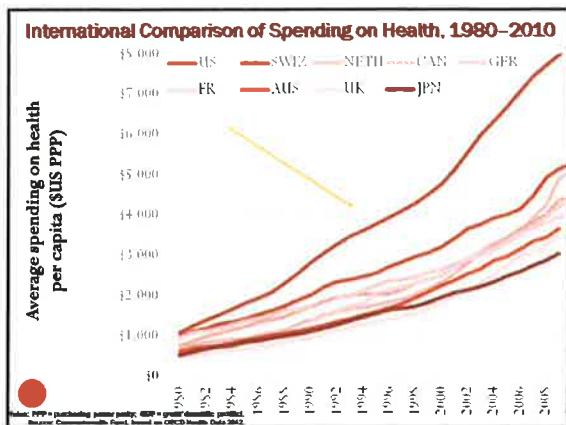
Medications

Strategies

Billing

Funding

Outcomes



Reduce/control cost of care

- Use resources more effectively
- Early assessment/intervention
- Promote recovery/resiliency
- Decrease ED use

Improve the health of the population

- Increase the number of people served
- Address health disparities for people with SUDs

Enhance the patient experience of care

- Move to community-based services
- Reduce stays in hospitals
- Increase access to primary care



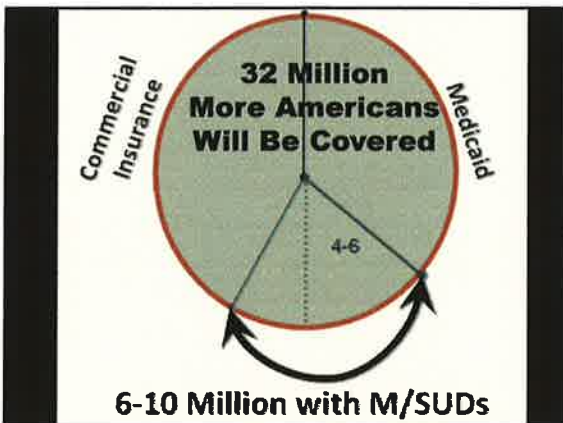
Impact of Change

- More people will have insurance coverage
 - More demand for qualified and well-trained BH professionals
- Medicaid (and States) will play a bigger role in BH, particularly SUD treatment
 - Better coordination between primary care and specialty care

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Impact of Change

- Major emphasis on home and community-based services
 - Increased priority on prevention of diseases and promoting wellness
- Focus on quality rather than quantity of care



- 33% of SUD and 20% of MH providers have no experience with third-party billing
 - Less than half of all BH providers have a nationally certified EHR
- Few have working agreements with health centers
 - Many providers lack staff with the required credentials

New expertise needed...

Eligibility and Enrollment

- Certified Application Counselors
- Navigators
- Assisters

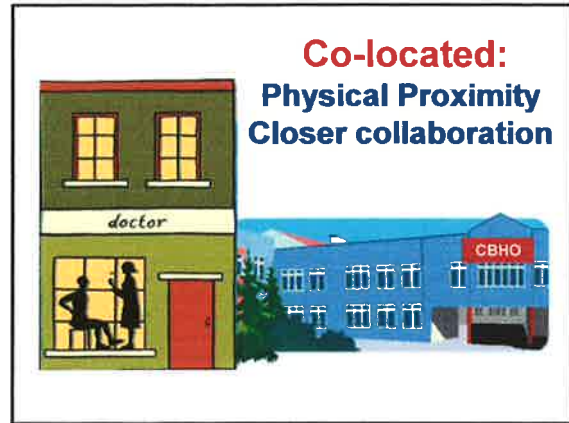
access

Integrated with Primary and other Chronic Disease Care

better outcomes

Specialty Providers

whole person



**SAMHSA-HRSA
Center for Integrated
Health Solutions**

www.integration.samhsa.gov

1. Innovations in Addiction Treatment:
Addiction Treatment Providers Working with Integrated Primary Care Services
2. A Standard Framework for Levels of Integrated Care

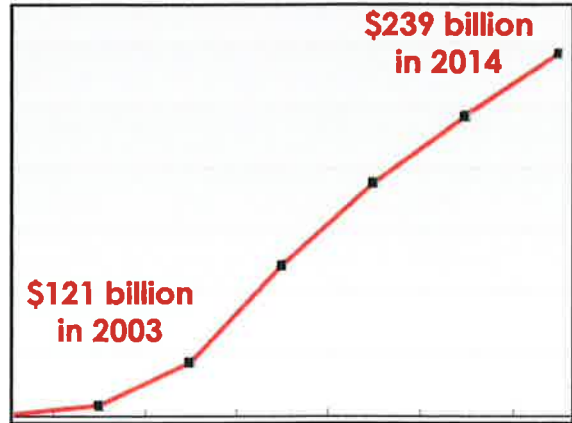
Returning **veterans**
 Earlier/more accurate **diagnosis**
Affordable Care Act
Essential Health Benefits
Medicaid Expansion
 Diverse **Payer** Mix
 Reduced **Stigma**
Demand has increased

Capacity

Public Providers	Private Providers
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There is an undeniable need (over 23 million people)...

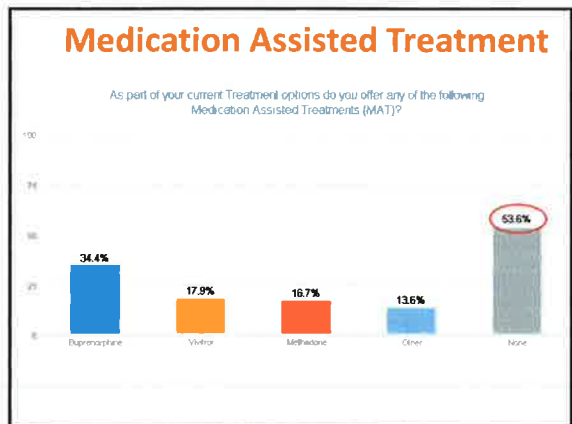
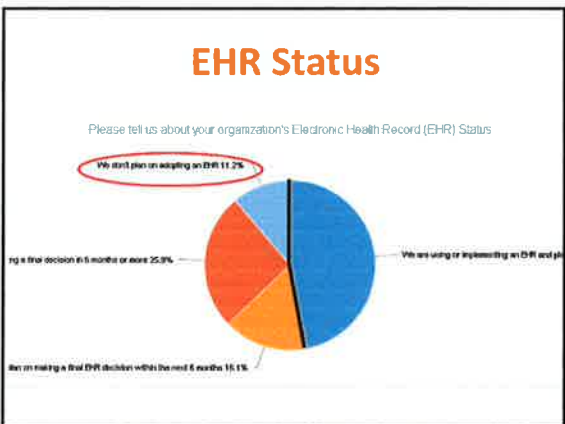
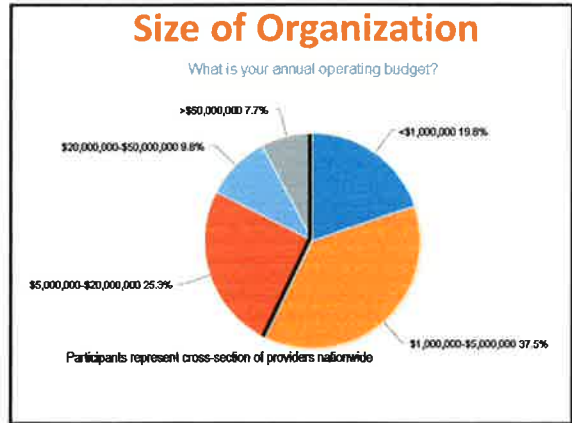
But if all this **demand** creates a void, **someone else** will step in and fill it.

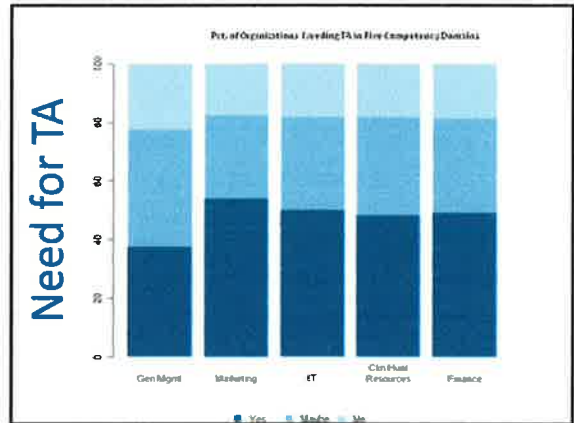
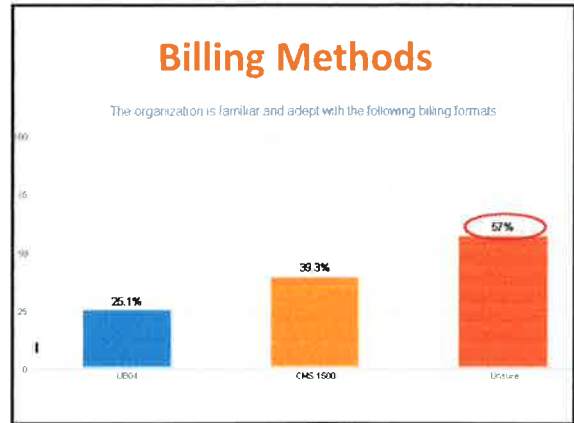


Concern led to **assessment**

Readiness and Capabilities Assessment (RCA) Survey includes

Clinical/Human Resources, General Management, Finance, Marketing, and Health Information Technology





BHbusiness PLUS Where Business Change Happens

Provider Learning Networks

- Strategic Business Planning
- Third-party Billing and Compliance
- Third-party Contract Negotiation
- Patient Eligibility and Enrollment
- Health Information Technology

SAMHSA **SAAS** **NATIONAL CENTER** **NIAT** **AIP**

A Guide for Providers, Communities, and States

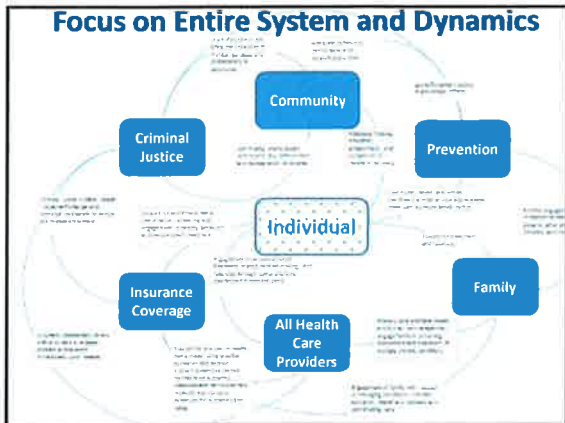
Maximizing Systems for a Change October 2011

Informing the Design of Statewide Substance Use Disorders Service Systems for Optimal Performance in the Era of Healthcare Reform

SAAS

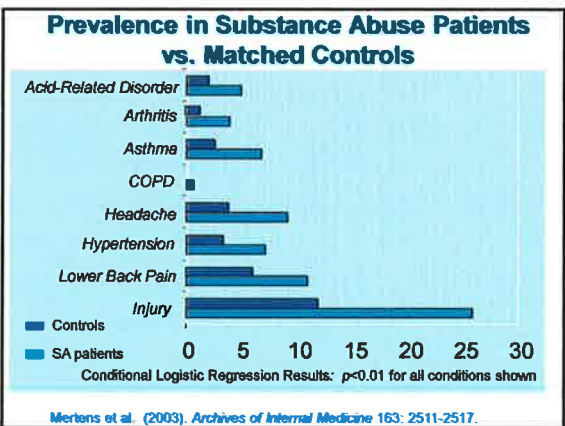
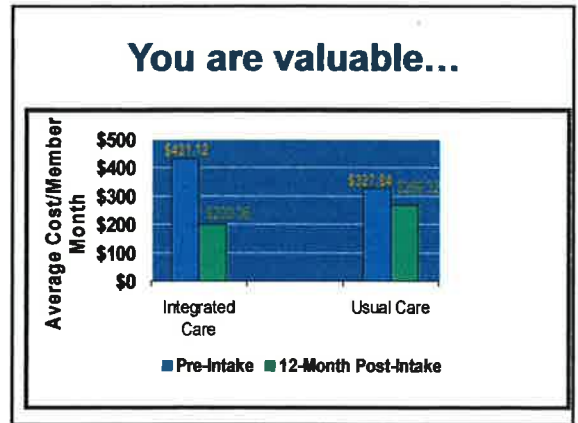
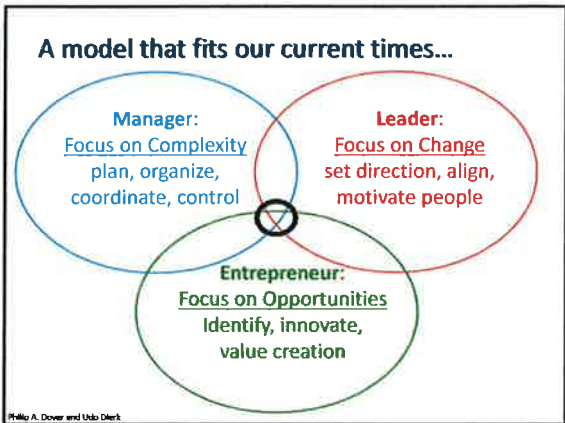
Presented by State Associations of Addiction Services (SAAS) and AIP Healthcare Solutions

AIP



Alphabet Soup

- ACA** Affordable Care Act
- SAMHSA** Substance Abuse/Mental Health Services Administration
- IOM** Institute of Medicine
- AHRQ** Agency for Healthcare Research and Quality
- NQF** National Quality Forum
- CWH** Coalition for Whole Health



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