

# Winning a Place in the Value-Based Ecosystem

A pragmatic guide to solidifying your market position as a reliable and valued home care partner.

## Setting the Stage for Success

There are three thematic “superpowers” shared by providers who have achieved success in their value journey. These characteristics serve as the foundation for every strategic decision and business initiative, helping to ensure that your organization can fully realize the benefits of the five principles and practices that follow.

- 1. Accountability:** the ability to blend clinical and analytic insights with financial risk to take responsibility for-- and deliver on-- patient outcomes
- 2. Salability:** the ability to bring successful outcomes-focused offerings to market through clearly defined value principles and commercial relationships with health systems, payers and other risk-bearing entities.
- 3. Scalability:** the ability to drive total cost of care impact across broad populations by leveraging local and regional market power with highly efficient operations.

## Activating a Value-Based Approach

The creation of industry value depends on five core themes:

- 1. Prioritizing Clinical Expertise:** Recognizing the foundational role of clinical proficiency must be considered a top strategic priority and essential to long-term success.
- 2. Investing in People:** To support clinical expertise, investing in people at every level of your organization is crucial to achieving both improved clinical outcomes and financial success
- 3. Standardizing Data:** Disparate and siloed data subverts the value proposition; standardized data on a seamless platform is vital to achieving consistency and scale.
- 4. Creating a Care Continuum:** An integrated approach to the patient's journey throughout the system of care is essential for accountability and ownership.
- 5. Enhancing Market Visibility:** Developing effective partnerships with others in local healthcare ecosystems can help increase your impact and deliver a competitive edge.

## Lead the Way to Value for Your Organization

The Home Care 100 Intelligence Group is an advisory group that accelerates initiatives and makes strategic plans a reality. With expert advice and experiential input from the peer community, the Intelligence Group is a powerful catalyst that sparks innovative thinking and brings ideas to life. Wherever you are on your value journey, Home Care 100 Intelligence Group advisors are here to help you take the next step.

Call Tiwi Remi at 630.776.6553  
to get started.