



# How LHCSAs Can Survive and Thrive in a VBP World: Upstate Edition

## HOME CARE SURVIVAL BOOTCAMPS

**Dec 4**

**9:30am – 12Noon**



**December 4, 2017**

Location:

**The Centers at St. Camillus  
813 Fay Road  
Syracuse, NY 13219**

9:30 to 10:00am

**REGISTRATION AND  
CONTINENTAL BREAKFAST**

10:00am to 12:00 Noon

**PROGRAM**

Presented by:

**NANCY SEVER, PRINCIPAL  
HINMAN STRAUB**

The New York State Department of Health (DOH) is requiring that all managed long term care (MLTC) contracts with LHCSAs (CHHAs and nursing homes too) include Value Based Payment (VBP) provisions by December 31, 2017. HCA has been working with our MLTC and provider members to assist you in preparing for VBP.

This program will examine your LHCSA's role as a "VBP Contractor" and focus on successfully working with MLTC partners in navigating the path to the VBP world. The program will include a valuable discussion on MLTC contracting, types of VBP arrangements, payment models, quality measures, data compilation and actions LHCSAs can take to meet applicable metrics.

*Nancy Sever is a Principal at Hinman Straub and a member of the Firm's Health Law Department. Her practice focuses primarily on representation of a broad range of health care clients including health maintenance organizations, insurers, third party administrators, independent practice associations (IPAs), physicians and facilities. Prior to joining the firm, Ms. Sever was Assistant General Counsel at a Medicaid/Medicare managed care plan based in Pittsburgh, Pennsylvania and, most recently, was the Chief Legal Officer for a large, multi-specialty, physician practice group in New York's Hudson Valley.*

*Ms. Sever is a member of the New York State Bar Association and the American Health Lawyers Association. Ms. Sever has been a board member of the Greater Hudson Valley YMCA and was a charter Member of the United Way of Pittsburgh Women's Committee. Ms. Sever received her Bachelor's degree at SUNY Oneonta, her Master of Public Administration degree at the Rockefeller College of Public Affairs and Policy and earned her Juris Doctor degree at the University of Buffalo School of Law.*

### REGISTRATION – (Deadline Nov 27<sup>th</sup>)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Agency: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Ext. \_\_\_\_\_

Email: \_\_\_\_\_

Cancellations received by Nov 27<sup>th</sup> are refundable less a 25% administrative fee. Cancellations must be received in writing via e-mail to [info@hcanys.org](mailto:info@hcanys.org). No refunds after that time or for no shows. Substitutions are permitted.

In accordance with the Americans with Disabilities Act or special meal needs, please let us know how we can accommodate you:

### REGISTRATION FEE

HCA Members \$99 \_\_\_\_\_ Non-Members \$199 \_\_\_\_\_

### PAYMENT

\_\_\_ MasterCard \_\_\_ VISA \_\_\_ American Express \_\_\_ Check\*

\*Make checks payable and mailed to: HCA Education and Research  
388 Broadway, 4<sup>th</sup> Floor, Albany, NY 12207

Credit Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

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Name and/or Company Name on Card

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Billing Address of card (including City, State and Zip Code)

\_\_\_\_\_  
Authorized Signature

**FAX TO: (518) 426-8788**