

Having trouble viewing this *OPEN MINDS Circle* e-mail? [View it in your browser.](#)

The OPEN MINDS Circle

The 'go to' place for market intelligence and best practice management solutions for the behavioral health and social service fields.

Related Resources

- [Meeting The Challenge With Health Homes](#) *all members*
- [Medical Home V. Health Home - Confused?](#) *premium members*
- [What Matters In Making Health Homes Sustainable](#) *all members*

More resources are available in the *OPEN MINDS Circle Library!*

[Help](#)

Saturday, February 23, 2013

Health Homes More Than Repackaging Case Management

On Thursday I looked at a big portion of the new value proposition sought by payers, presented at the 2013 *OPEN MINDS* Performance Management by Netsmart Executive Vice President Kevin Scalia (see [Accountable Care First, Integrated Care Second](#) *all members*).



The key? Recognize that it will take specific strategies to improve outcomes and reduce costs. The below graphic does a great job outlining the elements for improved outcomes and reduced administrative overhead:

The health and human service market is

CHANGING.

Can your team keep up?

Give your team the market intelligence and cutting-edge management models they need to stay ahead of the competition at [OPEN MINDS Executive Institutes!](#)

For an investment of 8 value-packed days a year, your executive team can get all the market knowledge and management fine-tuning they need to succeed:

June 11-13, 2013: [The OPEN MINDS Planning & Innovation Institute](#) (New Orleans, LA)

September 11-13, 2013: [The 2013 OPEN MINDS Executive Leadership Institute](#) (Gettysburg, PA)

October 24-25, 2013: [The 2013](#)

[OPEN MINDS Technology & Informatics Institute](#) (Philadelphia, PA)

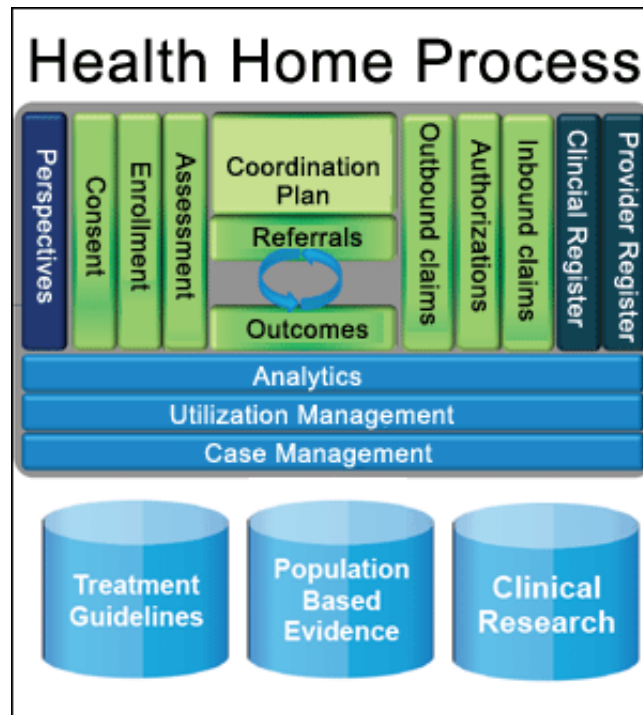
February 13-14, 2014: [The OPEN MINDS Performance Management Institute](#) (Clearwater, FL)



Early-bird registration discounts and promotions are now available. [Sign up your team today!](#)



But to do this, it is important that executives realize they aren't simply "repackaging" case management, and extended the same old service lines in a new integrated package. The process of creating and joining a health home requires organizations to add a variety of new processes, track new metrics, and manage new populations in ways most organizations have not previously managed. The below graphic from Mr. Scalia's presentation shows this process.



Creating a sustainable system requires executive teams to rethink all aspects of their organization. For a look at some great resources from the *OPEN MINDS Industry Library* on doing that, see [Thinking About Integration? Seven Measures To Create A Sustainable System](#) *premium members* and [Six Challenges To Primary Care Integration](#) *all members*.

Sincerely,
Monica E. Oss
Chief Executive Officer, *OPEN MINDS*

[Back to top](#)

For another free resource, see: [Seven Strategic Implications For Specialists In An Integrated World](#) *all members*. This resource is free for the next sixty days to all registered *OPEN MINDS Circle* members.

[Back to top](#)

© 2012 *OPEN MINDS*, Behavioral Health Industry News, Inc. All rights reserved. [Click here for advertising information.](#)

Not a member of *The OPEN MINDS Circle*? Basic membership is free! [Click here for more information.](#)