



MINNESOTA'S PERFORMANCE INCENTIVE PAYMENT SYSTEM: Submitting a Successful RFP

PHONE CONFERENCE
Thursday, November 29, 2007 – 9:30 - 11 a.m.

Purpose

Nursing facilities have an opportunity to contract with DHS to earn Performance Incentive Payments (PIP) **up to five percent of their operating payment rate**. In fact, **over \$20 million in total funding is available for this round of PIP awards!** So how can you get involved? DHS has issued an RFP to solicit applications from nursing facilities that propose specific strategies to improve their performance. The deadline for applications is December 31, 2007. This phone seminar will help providers “fine tune” their applications, gather additional information and ask questions that will increase the likelihood of their proposal being selected.

Why You Should Participate

- Review the expanded financial opportunities for nursing facilities presented by the current round of Performance Incentive Payments so you know what types of resources are available.
- Re-familiarize yourself with the RFP including the goals that proposals should address, criteria for an acceptable submission, DHS' priorities for this round, and what the state is looking for regarding specific and measurable goals for the project so yours can match up.
- Become acquainted with an example of a successful proposal that combines a truly innovative project with a strong provider partnership. Understand the projects' outcome measures--and how they are used as a foundation for rate and contract negotiations--so your organization has a clearer understanding of the type of proposal DHS is looking for.
- Gain critical insights and useful strategies on how to develop the strongest possible application to increase the likelihood yours will be successful.

Who Should Participate?

LTC administrators, COOs, corporate office staff, other interested staff and LTC consultants.

Presenters

VALERIE COOKE, Project Director, Alternative Payment System, Continuing Care, Minnesota Department of Human Services

LISA EDSTROM, Principal, Portfolio Health Management, LLC, Roseville

LORI MEYER, Senior Vice President of Members Resources, Minnesota Health & Housing Alliance, St. Paul

CEUs

None applied for. This is an informational, but informal exchange of ideas and resources.

Cost

MHHA Members - \$90 per facility **Non-Members - \$145** per facility.

Minnesota Health & Housing Alliance
2550 University Avenue West, Suite 350S
St. Paul, MN 55114-1900

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REGISTRATION FORM

Minnesota's Performance Incentive Payment System: Submitting a Successful RFP
A phone conference: November 29, 2007 – 9:30 - 11 a.m.

Name of Contact Person _____

E-mail Address of Contact Person to receive handouts and instructions: _____

Company Name _____

Address _____ City _____ Zip _____

Phone _____ Fax _____

Phone number to be used to dial into conference call _____

(This can be a direct line, a general organization line, etc. Information needed to document participation. One line per facility only included in registration fee.)

Payment:

Visa MasterCard AmEx Credit Card # _____ Exp. date _____

Name on card _____ Cardholder's signature _____

Or check here to be invoiced (MHHA members only)

MHHA Members - \$90 per facility. Non-Members - \$145 per facility.
Register online at MHHA.com (click on Events) or Fax this registration form to 651-645-0002.

You will receive an e-mail confirmation for this program, followed by a separate email with dial-in information and handouts.
Registration cut-off date/cancellation notice: Wednesday, November 28, 2007 at 12:00 noon (to ensure handouts and other participation information reach you in time for the program.) Cancellations are subject to a \$25 fee. "No calls" will be charged the full registration fee.

Registration form and fee (payable to): MINNESOTA HEALTH & HOUSING ALLIANCE,
2550 University Avenue West, Suite 350 South, St. Paul, MN 55114
Attn: Accounting # 8607