

Request for Applications: Strategic Restructuring for California Community Clinics

Informational Webinar

Tuesday, October 12, 12:00 PST



Agenda

- Purpose
- Eligibility
 - Applicants
 - Potential Partners
- Assessment Process
- Consulting Team
- Expectations
- Logistics
- Q&A



Purpose



Improve service delivery and operations among nonprofit primary care clinics in California by supporting the **exploration** and **development** of strategic restructuring efforts among interested organizations.

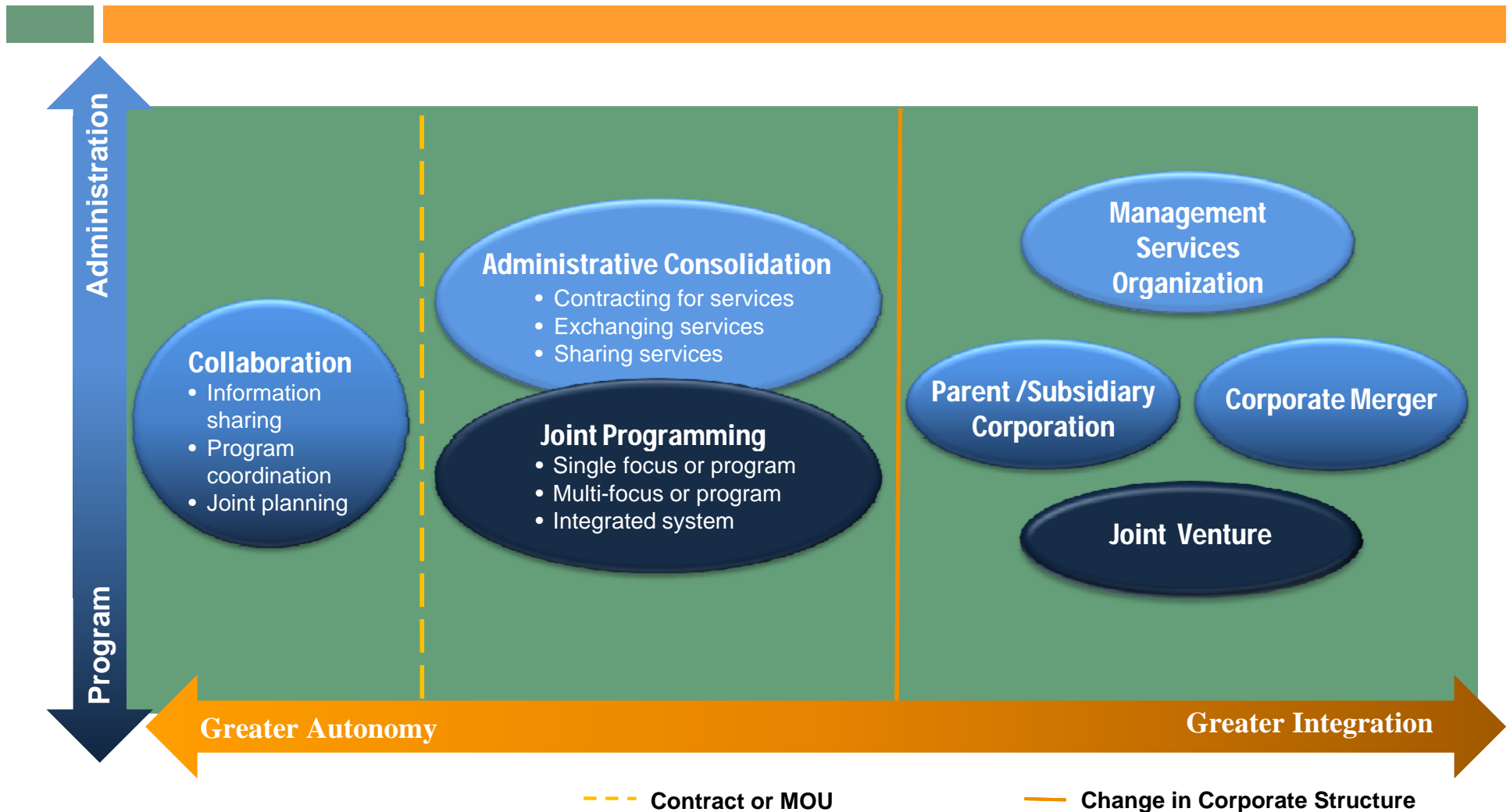
Focus: *collaborative strategies*

What is Strategic Restructuring?



- A continuum of partnership options available to nonprofits, including
 - Programmatic collaboration / consolidation
 - Administration collaboration / consolidation
 - Merger

The Partnership Matrix



What can be shared?

- **Clinical Services and Programs**
 - Health education, disease management, pharmacy, electronic medical records, quality improvement
- **Managed Care Functions**
 - Credentialing, contracting
- **Administrative Functions**
 - Human resources, purchasing, corporate compliance, communications
- **Finance**
 - CFO services, grants management, claims processing, accounting, billing
- **Information Services / Information Technology**
 - Chief Information Officer services, project management, training, help desk, Web design, infrastructure

Eligibility

- Nonprofit provider of primary care, based in CA
- Serving primarily underserved populations
- Eligible clinics include FQHCs, FQHC look-alikes, rural clinics, free clinics, county-operated clinics, and clinics owned and operated by critical access hospitals
- Consortia, depending on situation
- *Potential partners may be different*

Assessment



GOAL: Assess potential and organizational readiness for forming a strategic restructuring relationship

PROCESS:

- One or more phone conversations with leadership
- Consulting team: review of relevant documents
- Clinic: review and consideration of key questions, based on list from consulting team
- 1-2 day site visit

Consulting Team



- Heather Gowdy
- Vance Yoshida
- Melissa Mendes Campos

- Larry Garcia

- Steven Rousso

Expectations



- 2-3 days of staff time between November 29 and January 11
- Responsiveness to requests
- Participation in formal evaluation
- Willingness to share lessons learned
- Commitment from leadership: executive *and* board

Logistics



- Applicants notified: November 19th
- A member of the consulting team will be in touch immediately thereafter to schedule the site visit and preparatory calls

Questions?

