



**SAE & Associates**

The Behavioral Health Experts

280 Madison Avenue, Suite 1208, New York, NY 10016



# SAE & Associates: HCBS Consulting Services Overview

Contributors to the Presentation

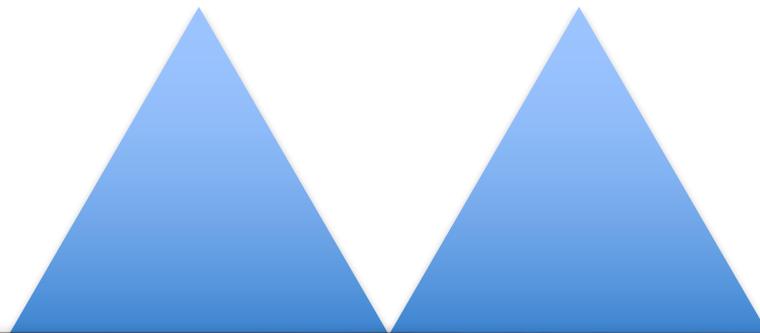
**Loan Mai, PhD, *Director of Population Health Management***

**Amanda Estrine, MBA, *Director of Finance***



## SAE's Targeted and Tailored HCBS Approach

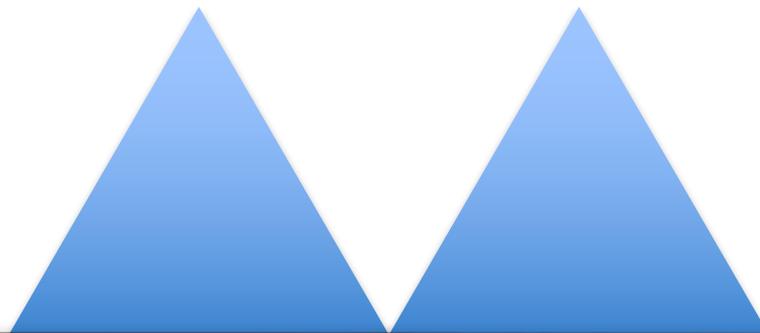
- Operational and solution focused for launching your HCBS program.
- Considers provider specific functional needs for administrative, clinical, and financial infrastructure changes.
- Provides a roadmap with tailored steps for each process change.





## SAE's Targeted and Tailored HCBS Approach

- Successful experience with launching new HCBS service awards for small, mid to large size organizations.
- Works directly with your team to build knowledge and skills in a structured format related directly to the HCBS service awards being launched.





## Financial Services Overview: Financial Viability

- Customized and detailed financial plans are provided that merge HCBS implementation requirements with your current financial operations.
- Includes revenue and expense projections, units of service, FTEs required and start-up budgets.
- Utilizes a conservative approach to service launch, minimizing expenses and maximizing revenue.

*As part of our services, we will draft the financial information needed for your Agency Viability Plan.*



## SAE's HCBS Financial Services Deliverable:

- A *personalized financial plan* that reflects your organization's needs and sensitivities.
  - Quantitative reports analyzing your HCBS launch.
  - Indicates when course corrections are required.
  - Identifies unanticipated growth opportunities.
  - Works with your program and finance staff to “fine tune” your financial plans.



## Clinical, Administrative and Utilization Management Overview:

- SAE provides *an HCBS-specific clinical mapping tool* developed by SAE to identify current administrative, clinical and staff transition needs to new HCBS activities.
- *Step-by-step guidance* on infrastructure development supporting the provision of HCBS services and MCO documentation needs.
- Considers current staff training needs, agency's treatment culture, unique engagement strengths, current service population needs, and development needs for *performance outcome of new HCBS activities*.



## SAE's Clinical Management & Utilization Review Deliverable

- A personalized *change process approach* for your clinical, administrative and IT/UM departments.
  - *Defines new* clinical service activities.
  - *Trains staff and departments* on new activity requirements, evidenced based practices and the fit of Individual Service Plans with Plans of Care.
  - *Provides solutions to gaps* in documentation and IT value capture for QI and UM functions.
  - A tailored Viability Plan narrative *templated to your agency's abilities and function.*



**SAE & Associates**

The Behavioral Health Experts

280 Madison Avenue, Suite 1208, New York, NY 10016



### **EAC Network on working with SAE:**

*Thank you for your input and expertise in the HCBS viability planning process. I appreciated how organized your approach was, and everyone I worked with at SAE on this project responded to all of our questions quickly and with helpful information. This is especially valuable in the current landscape of HCBS, where the guidelines are still developing. The exercise was a partnership in comparing and contrasting our thinking around the programs with your understanding of the topics. When we did run into a question that you couldn't answer, you provided us with other sources to query. While we started this process to satisfy a state requirement, the in-depth process of looking at both our workflow and our financial needs has allowed us to feel confident in our path moving forward with these programs.*

Angie Malone  
Division Director, Health Services  
EAC Network



**SAE & Associates**

The Behavioral Health Experts

280 Madison Avenue, Suite 1208, New York, NY 10016



**Person Centered Care Services on working with SAE:**

*I want to take a moment to thank you for your training, support and guidance over the last few months. Launching our HCBS Adult Behavioral Health program would not have gone as seamless without the knowledge and expertise of your staff. We received training that was practical and hands-on, ensuring we are prepared for our clients as they come to our doors. We look forward to working with you again in the future.*

Alexa Donnelly, LMSW

Associate Executive Director of Operations

Person Centered Care Services



**SAE & Associates**

The Behavioral Health Experts

280 Madison Avenue, Suite 1208, New York, NY 10016



**YMCA on working with SAE:**

*We enjoyed working with your team. It was wonderful to be able to have the knowledgeable SAE team steer the ship and guide the sails. We truly appreciated the willingness to receive feedback and shift course while keeping in mind the importance of maintaining quality service delivery.*

Jacqueline Filis

Executive Director

YMCA of Greater New York | Counseling Service Branch

Let SAE's experienced HCBS consulting team help launch your HCBS program!

Email [info@saeassociates.com](mailto:info@saeassociates.com) or call 212.684.4480 if you would like to schedule an individual discussion on your agency's HCBS growth and service launch needs.