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**Date:** 3/6/2014 10:05:57 AM  
**Subject:** Re: Agenda for SCDHHS/NFP Pay-for-Success Project Call

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I've added comments/items I plan to hit on during this call below and wanted us to review/discuss on our planning call today. Most of this comes from the larger presentation Erica put together and we discussed last week.

john

On Mar 5, 2014, at 6:47 PM, Erica Brown <Erica.Brown@scdhhs.gov> wrote:

SCDHHS/NFP Pay-for-Success Project  
Team Call (3.6.14)

- I.) Introduction
- II.) Key Participants

- Include roles/expectations

- III.) Project Overview & Critical Goals (DHHS/State's Perspective)

- Meet the needs of the Medicaid programs most at-risk pregnant women
- Build capacity statewide with a focus on known high-risk areas, rural areas
- Mix of expansion of existing high-performing sites and new sites
- Model of 7-year program, 4 groups of about 1,000 for 4 years
- Scale, sustainability out of project
- Community focus/benefit

- IV.) Funding/Financing Goals and Issues
  - a. Capital for capacity building

- Connect to expectations about rural building, full funding models (vs. in-kind/minimal costs)
- Expand and improve low-performing sites
- Build statewide "infrastructure" to support growth/oversight

- b. Payment for services rendered

- Work on various models and believe a model that pays in part for the service as/when delivered will be most effective
- Performance payment/incentive after 1 year
- Long-term for investor return

c. Federal participation

- Engaged with CMS, federal HHS on ways to support the program
- See 3 levels — service payment, performance payment, investor return

d. Philanthropic participation

- Try to eliminate/limit use in the contracting given the service payment
- Use for additional opportunities like long-term evaluation, model variation

V.) Action Items for 3/31 Meeting

a. Outline collaborative work plan

- Best approach is to have Erica and one or more from NFP team deep dive on data and work to date over next month

b. Develop project timeline

- Goal of October 1 launch, would like you to develop a timeline/project plan to get us there.

c. Agenda / plan for meeting

Through the work on (a) and (b) to develop a plan for our meeting at the end of the month

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