

## Exhibit C

### Payment Model for Care Coordination Agencies

The North Sound ACH (“ACH”) has elected to be the lead agency to implement a Community HUB in the North Sound region. In turn, the ACH is contracting with selected Care Coordination Agency (CCA) partners. The HUB will align the efforts and ability to track health outcomes of individuals receiving care coordination across the North Sound region. Under the model being implemented, the HUB will pay Care Coordination Agencies for the completion of outcome-based interventions, and for specific start-up costs such as support for community health workers (CHW), care coordinators and care coordinator supervision. This Exhibit C explains the approach for 2019 CCA payments.

The 2019 CCA outcomes payment model uses assumptions specific to each CCA. The model assumes:

- An average client episode lasting 9 months.
- A caseload “ramp up” of 15 additional clients/ month until all care coordinators have full caseloads.
- A steady rate caseload = 90 clients (3 FTE @ 30 clients each).
- An OBU rate modeled to the amount which each CCA needs in order to break-even within their expressed cost structures, and caseload expectations.
- Projections go through 2<sup>nd</sup> quarter of 2020, based on best current information, and will be reassessed and recalibrated collaboratively with the Participant in first quarter of 2020.

#### Payment for CCA Staffing

Projections, based on the assumptions specific to the Participant, are included on the next page. Participant will report to the HUB on a quarterly basis the number of care coordination staff, and what percentage of those staff participated in the Participant activities related to the role as a CCA. There will be three reporting cycles in 2019, with payments issued based on the reported staffing, for the period encompassed in the report.

#### Payment for CCA Outcomes

Payments for outcomes are based on information that Participant reports in the CCS platform. HUB staff will pull information on closures\* from the CCS platform on a quarterly basis. The first report will be pulled by HUB staff from the CCS platform at the end of May 2019, then on a quarterly basis.

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\* For the purposes of this Addendum, the term “closure” includes the completion of a Pathway, an educational tool, or a checklist in progress between the CHWs and their HUB enrolled client. Completion of these tools trigger an outcome payment from the HUB to the CCA.

