Self-Assessment Tool - MLTSS Opportunities

This self-assessment tool is designed to help the AAA leader build and prioritize their business plan through a self-assessment of non-medical services and support programs as business opportunities for marketing to managed care organizations (MSOs), hospitals, ACOs, employers, and other potential payers in the community.

NOTE: Assessments should focus on your agency's ability to drive positive, metric-driven financial, behavior-change, or health outcomes.

Key Terminology:

Existing: This is an existing program or service offered at this time.
- **Basic:** The service is very basic, has been used in only limited circumstances, is available, but dormant, or is brand new.
- **Robust:** A successful, quality product or service we offer currently.
- **Marketable:** A robust product or service that you believe to be marketable to businesses in your area.
- **Contracted:** A robust product or service you are currently under contract to provide to one or more businesses.

Potential: A program or service that you believe to be a viable, potential product offering.
- **Rapid:** Can be developed for rapid deployment.
- **Long Term:** Can be developed for deployment, but it will take time (> 1 year to develop and deploy).

Scalable: A product or service that is scalable for predicted business volumes.

Positive ROI/Quality Improvement: Based on what you know today, assess the potential for this to deliver desired, positive results.

Ranking: Force rank the **top three** projects you believe have the greatest potential for success. Number from 1-3 and transfer these three to your 3x5 ca

	Existing 1 (Basic)	Existing 2 (Robust)	Existing 3 (Marketable)	Existing 4 (Contracted)	Potential 1 (rapid)	Potential 2 (long term)	Scalable	Projected ROI/QI	Priority Ranking
Activity Programs - Well Being	☐	☐	☐	☐	☐	☐	☐	☐	☐
Assessment - In-Home	☐	☐	☐	☐	☐	☐	☐	☐	☐
Assessment - Initial Needs	☐	☐	☐	☐	☐	☐	☐	☐	☐
Benefits Counseling	☐	☐	☐	☐	☐	☐	☐	☐	☐
Care Coordination *(non-medical)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Care Transitions Programs *(Hospital Readmission reduction)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Education Programs - Health *(EX: Nutrition)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Education Programs - Training Programs *(EX: Caregiver)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Enrollment Assistance *(Auto-enrolled programs only)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Evidence-based - CDSMP	☐	☐	☐	☐	☐	☐	☐	☐	☐
Evidence-based - Falls Prevention	☐	☐	☐	☐	☐	☐	☐	☐	☐
Information and Referral	☐	☐	☐	☐	☐	☐	☐	☐	☐
Medication Review and Management	☐	☐	☐	☐	☐	☐	☐	☐	☐
Network Management *(Contracting/Managing Svc Providers)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Ombudsman	☐	☐	☐	☐	☐	☐	☐	☐	☐
Services - Home Repair/Modification	☐	☐	☐	☐	☐	☐	☐	☐	☐
Services - Homemaker/Chore/Personal *(Hands On/Off)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Services - Monitoring *(PERS/Health status/Care Center)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
Services - Nutrition/Meal Delivery	☐	☐	☐	☐	☐	☐	☐	☐	☐
Services - Respite/Caregiver Supports	☐	☐	☐	☐	☐	☐	☐	☐	☐
Services - Transportation *(Medical/Non-medical/Urgent)*	☐	☐	☐	☐	☐	☐	☐	☐	☐
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