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Value Network and Safety-Net IPA Announce First of Its Kind Partnership

Organizations Align to Foster a Healthy Community and Drive Cost-Efficiency in Healthcare System

Buffalo, NY, January 10, 2024 – Value Network (VN) and Safety Net Association of Primary Care Affiliate Providers (SNAPCAP) IPA announce today a unique partnership that focuses on assisting people served within their two Independent Practice Associations (IPAs) with Medicaid insurance to connect with social care services in the community. This partnership is the first of its kind in Western New York between two IPAs. They have been working together in various collaborations since 2015, mostly focusing on primary care and behavioral health integration efforts and streamlining processes for people receiving Medicaid insurance, ensuring that they have the appropriate primary care and behavioral healthcare supports in the WNY Community.

With the release of the NYS Health Equity Waiver (NYHER), Governor Hochul has announced a focus on health equity and promoting partnerships among essential healthcare providers to promote the positive health and well-being of New York residents who are often underserved and who have chronic physical and behavioral health conditions.

Ray Ganoë, CEO at Evergreen Health Services and Board Chair of SNAPCAP IPA mentioned that “Our organizations have been working together to improve health outcomes for Medicaid patients in WNY for years. The formation of this company is the next step toward a stronger partnership that focuses on health equity and truly making a positive impact on the underserved.”

Elizabeth Woike-Ganga, President and CEO of BestSelf Behavioral Health, Value Network LLC, IPAs Board President stated “Through strategic initiatives aimed at positively impacting health outcomes and addressing the needs of high-risk people, we’re fostering a healthier community and driving cost-efficiency within the healthcare system. This collaborative effort has already laid the groundwork for substantial savings, and we’re enthusiastic about continuing this alliance to promote health equity and improve the overall well-being of our community, while optimizing healthcare resources.”

Bobbie Hangen, SNAPCAP IPA’s executive director stresses “There is an important connection between primary care and behavioral health; when they work closely together, we see better long-term health outcomes, higher rates of preventative care, and lower healthcare costs. The partnership is a win for primary care, behavioral health, patients, health insurance companies, and the community.”

Andrea J. Wanat, Value Network CEO, notes the importance of this partnership “working together, we can collectively serve the highest need people in our community and focus on their whole health,

which includes physical, behavioral, and social health care needs. We are grateful to Governor Hochul for the opportunity to focus on the social care needs of the vulnerable populations we serve through the resources that will be forthcoming under the Waiver."

About Value Network (VN)

Value Network is a robust behavioral health care collaborative (BHCC) independent practice association (IPA) that was established in 2018 to develop and implement integrative clinical solutions to address inefficiencies and communication gaps in our healthcare system. Our goal is to improve behavioral healthcare outcomes in the WNY community through an integrated network that advances health equity, innovation, and transformational strategies. VN is comprised of multiple behavioral healthcare agencies as well as community-based service providers. The service array includes 24 network-level members (mental health, substance abuse treatment or community-based service providers), and over 35 affiliate-level member agencies which include hospital systems, health home providers, primary care IPA's and Federally Qualified Health Centers, and various community-based organizations. The Network provides the majority of behavioral health services in WNY, serving patients across all eight (8) counties. For more information visit www.valuenetworkwny.org

About The Safety-Net IPA

The Safety-Net IPA is made up of ten SNAPCAP members; are all NYSDOH-certified Article 28 clinics providing care to patients who are traditionally underserved, including who: receive Medicaid or are un-or under-insured; are living in poverty; have complex chronic disease or disability; are members of racial, ethnic, or cultural minority communities. In the current landscape of healthcare delivery system and Medicaid payment redesign/reform, it is essential that SNAPCAP members build on established trust and working relationships to move toward deeper clinical integration and joint contracting with managed care organizations. To accomplish this, SNAPCAP members formed an Independent Practice Association (IPA) to provide the structure within which to develop joint capacity for managing populations and performance and for securing value-based payment (VBP) contracts. For more information visit <http://snapcapwny.org/>

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