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Welcome

Developing and Managing Collaborations

The screenshot shows an Adobe Connect meeting window titled "PS15-1502 Pre-Application - Adobe Connect". The main content area displays a presentation slide with the CPN logo and the text "Building the Capacity of the Nation's HIV Workforce". The slide title is "How to use Adobe Connect".

On the left side, a "Meeting" toolbar is visible with the following options: Raise Hand, Agree, Disagree, Step Away, Speak Louder, Speak Softer, Speed Up, Slow Down, Laughter, Applause, and Clear Status. A red callout bubble points from the "Speak Louder" option to the text "Need us to speak louder? Let us know!".

The slide content includes:

- CPN** Building the Capacity of the Nation's HIV Workforce
- How to use Adobe Connect**
- Need us to speak louder? Let us know!** (indicated by a callout from the "Speak Louder" button)
- Just type in your question in the Q & A feature and click "enter".** (indicated by a callout pointing to the Q & A panel)
- Sound will be streamed thru your computer speakers, please make sure they are turned on and up!** (indicated by a callout pointing to the bottom of the slide)

On the right side, there is a "Q & A" panel with a text input field labeled "Type your question here!" and a "Send" button. A red callout bubble points from the "Just type in your question..." text to the input field.

The Windows taskbar at the bottom shows several open applications: "Inbox - christyc@um...", "How to use Adobe C...", "(5) Facebook - Googl...", "PS15-1502 Pre-Appli...", and "Presentation1 - Pow...". The system tray on the right shows "Desktop", system icons, and the time "2:06 PM".



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Pre-Application Webinar Training Series

October 24, 2014 2-4pm EST

Developing and managing collaborations and partnerships

October 27, 2014 2-4pm EST

Developing and implementing culturally competent HIV prevention programs

October 28, 2014 2-4pm EST

Behavioral risk screening for transmitting and/or acquiring HIV



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Developing and Managing Collaborations

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Introduction

- Revisit and redefine collaboration in the evolving landscape of HIV prevention and care.
- Identify gaps – which systems or providers of essential support services are missing?
- Identify potential stakeholders and strategies to engage them.
- Present best practices in establishing and sustaining effective collaborative relationships.





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Collaboration



- Program collaboration is a mutually beneficial and well-defined relationship, entered into by two or more programs, organizations, or organizational units, to achieve common goals.
- The collaborative relationship usually includes a commitment to mutual relationships and goals, a jointly developed structure, shared responsibility, mutual authority and accountability for success, and sharing of resources and rewards.



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Five Elements of Effective Collaboration

1. Shared Goal
2. Clearly Defined Vision and Desired Outcomes
3. Detail-Specific Agreements
4. Monitoring and Communicating Progress
5. Facilitative Leadership



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The need for collaboration in HIV prevention and treatment services

Not in HIV Care



Engaged in HIV Care

Engagement in Care Continuum



Source: HRSA. Outreach, engaging people in HIV care: Summary of a HRSA/HAB 2005 Consultation on linking PLWH into care.



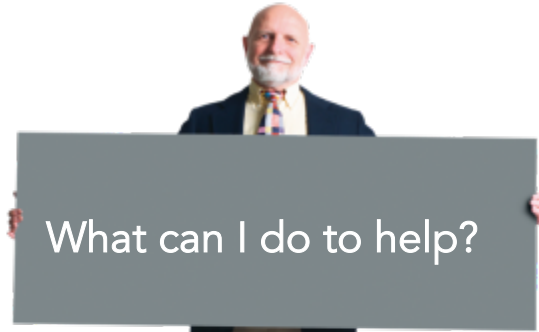
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Essential Collaborators in HIV Prevention and Treatment

- HIV Medical Care Providers
- Risk Reduction Education and Outreach
- Mental Health Service Providers
- Social Service Programs
- Substance Abuse Treatment Providers
- Housing
- Schools



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Identifying the Gaps





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Poll

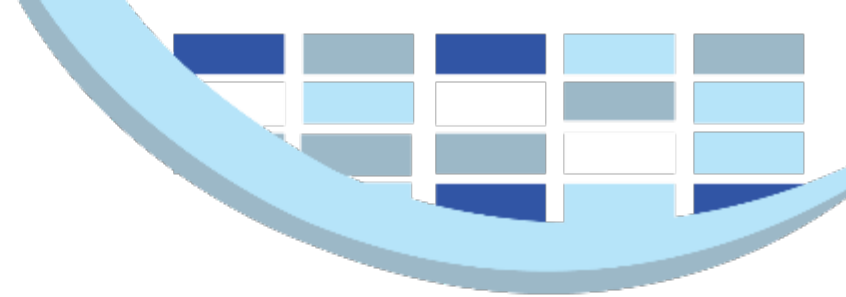
Think about the new partnerships or collaborations you need to grow. What type of partner are you most interested in developing?

- HIV Medical Care Providers
- Mental Health Service Providers
- Patient Navigators
- STD, Hepatitis, TB testing
- Insurance and Billing
- Substance Abuse Treatment Providers
- Housing
- Schools





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How are you feeling?





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How Connected Are You?

Do you have current capacity to	Fully in place	Need to enhance existing partnership	Need to identify new partnership
Ensure that Partner Services are initiated as soon as possible after + HIV test	<input checked="" type="checkbox"/>		
Link newly diagnosed HIV-positive persons to HIV medical care within three months (90 days) of diagnosis		<input checked="" type="checkbox"/>	
Provide screening and treatment for STDs, hepatitis, TB			<input checked="" type="checkbox"/>
Utilize internet and social media outreach to high risk HIV- individuals and groups		<input checked="" type="checkbox"/>	



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Engaging Potential Collaborators



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Shared Goal: High-Impact HIV Prevention

- Conduct HIV testing among persons at high risk for HIV infection.
- Identify persons with newly diagnosed HIV infection.
- Engage previously diagnosed in HIV medical care.
- Link HIV-positive persons to HIV medical care.
- Refer newly diagnosed HIV-positive persons for Partner Services.
- Refer HIV-positive and high-risk HIV-negative persons to prevention and essential support services.
- Distribute condoms to HIV-positive and high-risk HIV-negative persons.



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Strategic Collaboration

- Establish what functions or services are needed to support HIV prevention and treatment program goals.
- Build relationships with potential collaborators that have these functions or services.
- Ensure that these potential collaborators serve the same geographic area that you are serving.
- Work with the potential collaborators in establishing potential collaboration strategies.
- Develop process measures that meet mutual needs.



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How Connected Are You?

Partner Considerations

Can a partner...	Proximity / service area	Capacity & history with population	Client payment structure	Additional referral network	Appointment confirmation tracking
Provide transportation services (to and from medical appointments)					
Provide mental health counseling and services					
Deliver medication adherence intervention (HEART)					



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Formalizing Relationships

Documenting formalized collaborative relationships

- Memorandum of Understanding
- Memorandum of Agreement
- Service Agreement
- Other

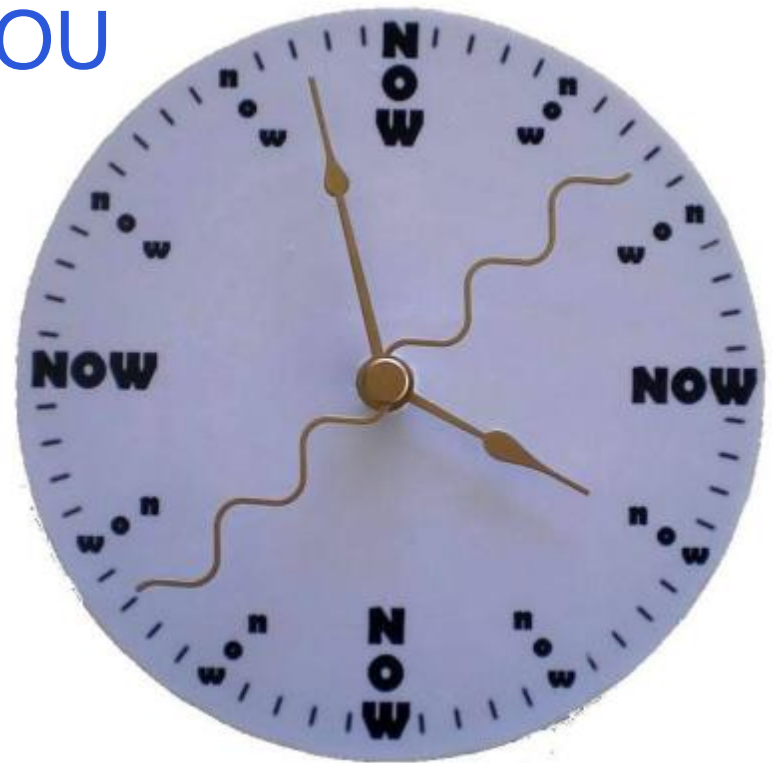


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Poll

What have you found to be most effective to include in an MOU or MOA?

- Roles
- Responsibilities
- Confidentiality
- Communication
- Conflict resolution
- Compensation





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Essential Components of an MOU/MOA



1. **Period/Duration of the Agreement**
2. **Organizations and Signing Officials**
3. **Common Goals and Objectives**
4. **Distribution of Functions**
5. **Services to be Provided**
6. **Payment Requirements and Patient Eligibility***
7. **Referral Process**
8. **Process for confirming attendance at the first medical appointment ***
9. **Confidentiality Statement (HIPAA)**
10. **Procedures for Resolving Conflict**
11. **Amendment**

** For medical service providers following federal, state and local policies.*



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Developing an MOU/MOA

- Define common goals and objectives
- Identify key business official who will sign the agreement
- Use simple language
- Use specific terms for services to be provided
- Agree on roles and functions
- Set realistic expectations
- Describe communication mechanisms
- Define process for referral and follow up processes



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Agreements with Medical Providers

- Capacity for and history in serving the intended service population.
- Service area, relative to intended service area.
- Payment requirements for services and accepted payment methods.
- Types of services for HIV+ and high risk HIV- persons.





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Sustaining Collaborative Relationships

- Communicate with collaborators regularly.
 - Honor their time and commitment by keeping them informed.
 - Be responsive. Follow-up and follow-through.
- Adapt and evolve. Be flexible.
- If you have meetings, plan them well. Make sure meetings are brief and productive.
- Review and evaluate the collaborative process periodically. Resolve issues expediently.



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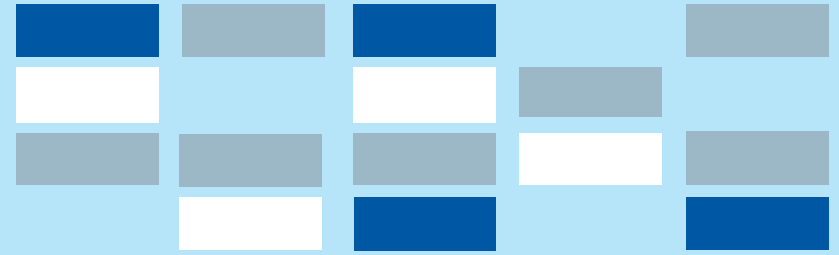
Resources

Collaboration Assessment Tool <http://www.surveygizmo.com/s3/1843071/CollaborationTool>

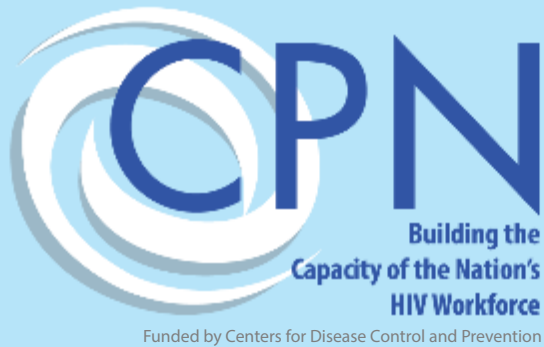
Community Impact Solutions, ETR www.etr.org/cis

Community Collaborative Partnerships: The Foundation for HIV Prevention Research Efforts by Mary M. McKay and Roberta L. Paikoff (June 2, 2007)

Program Collaboration and Service Integration: Enhancing the Prevention and Control of HIV/AIDS, Viral Hepatitis, Sexually Transmitted Diseases, and Tuberculosis in the United States, An NCHHSTP White Paper, 2009 http://www.cdc.gov/nchhstp/programintegration/docs/207181-C_NCHHSTP_PCSI%20WhitePaper-508c.pdf



ANY QUESTIONS???



Register for remaining Webinars: <http://bit.ly/1Dfx6i6>

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