

# Friends Life Care Partners

## CCAH CONFERENCE SUB-CONTRACT OR OWN?

Friday, May 13, 2016

# Friends Life Care Partners

## Our Lessons Learned

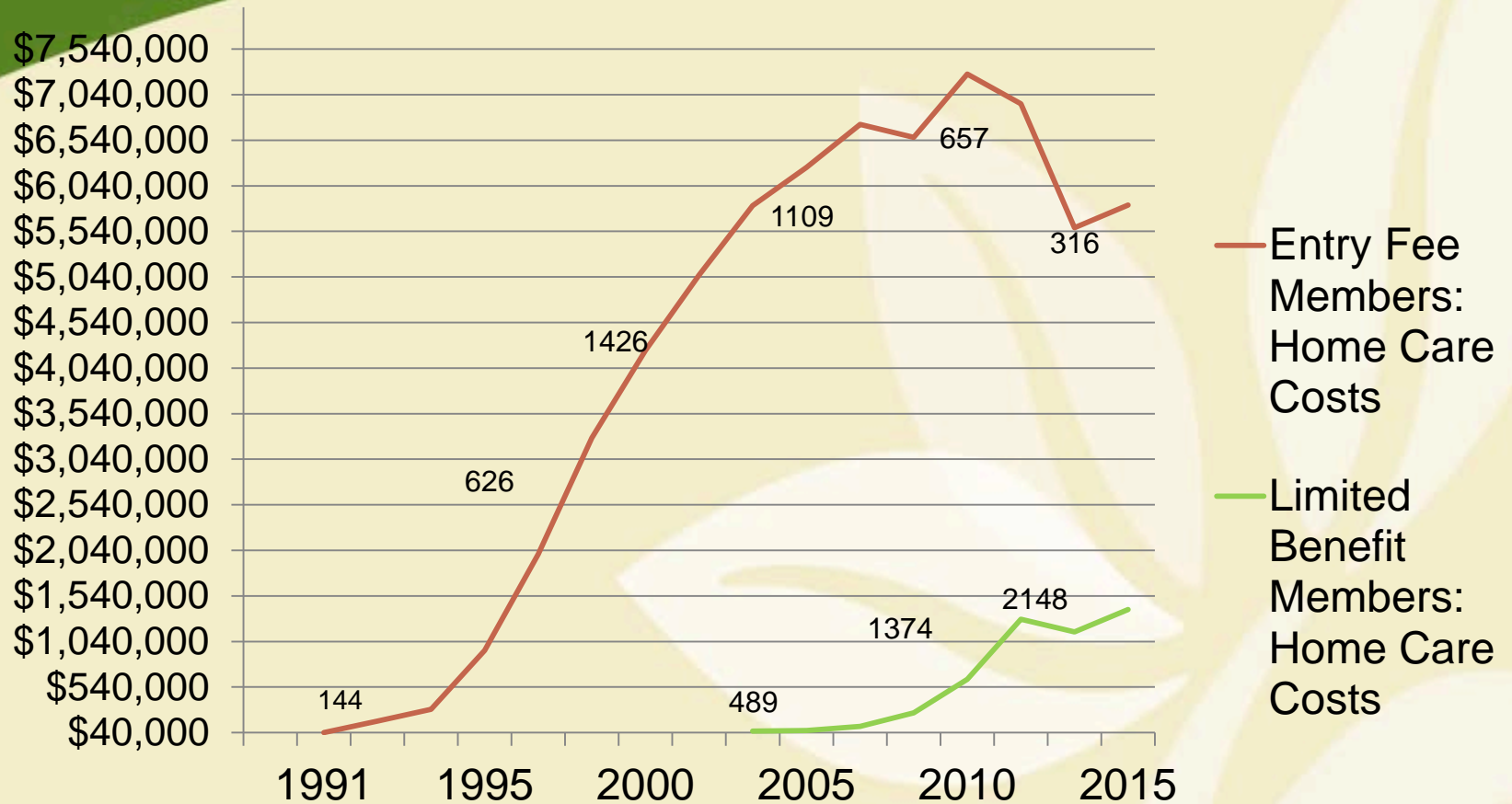
- The original vision for service provision for CCAH
- 1990-2000: Subcontract strategy
- 2000-Present: Subcontract AND own strategy
- Vision for the Future

# Friends Life Care Partners

Our commitment to the members of Friends Life Care is to provide them with the highest quality care at the lowest price.

# Friends Life Care

## Home Care Costs Graph



# Friends Life Care Partners

## **The Economics of the Decision to ‘Buy’**

- Leverage
- Costs incurred by Friends Life Care
- Costs not incurred by Friends Life Care

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## **The Quality Component of the Decision to 'Buy'**

- Pros
- Key components of the relationship between Friends Life Care and the Provider
- The critical role of Friends Life Care

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## **Buying Home Care**

### The Provider's Perspective

# Friends Life Care

## The Provider's Perspective



### 10<sup>th</sup> Annual Best of Friends Awards Ceremony



# Friends Life Care

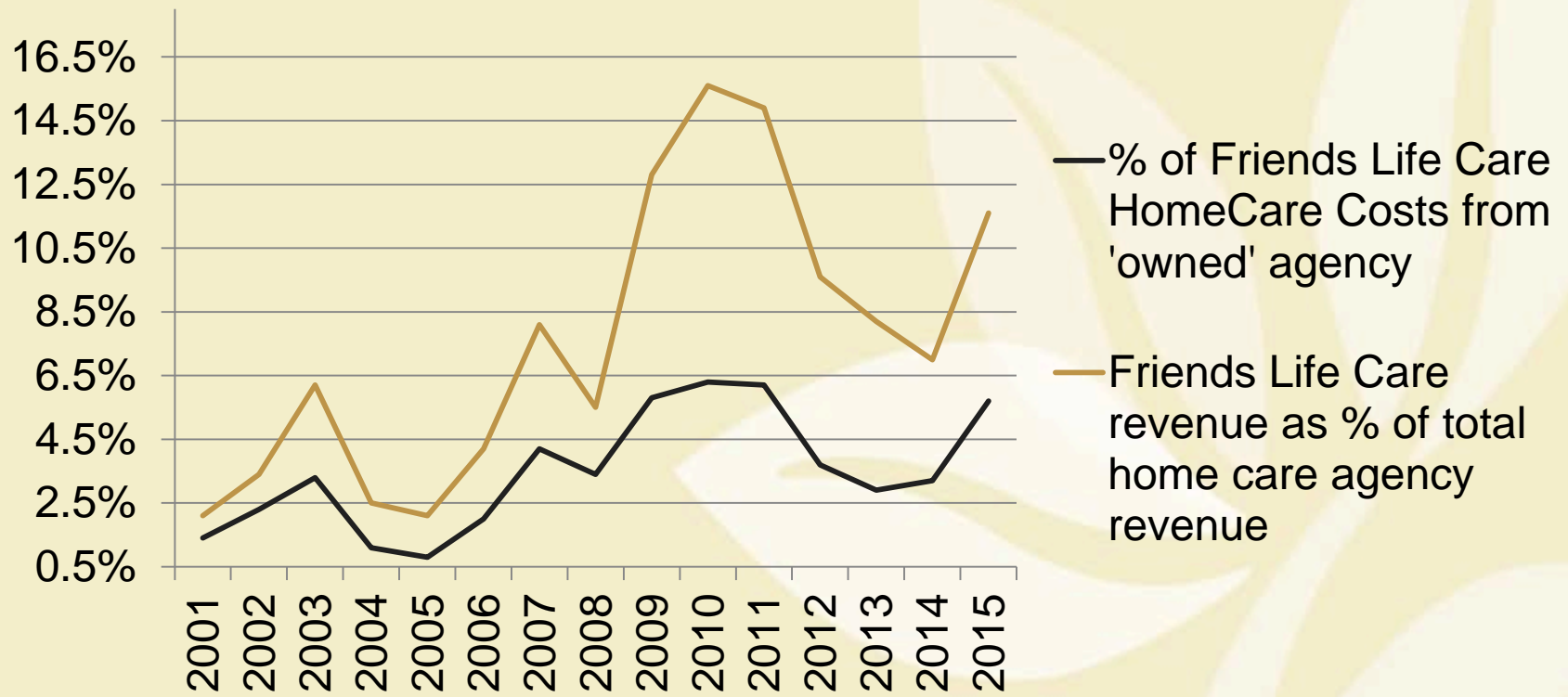
## **Purchase of Care Management/Home Care Agency**

2000

Purpose of Purchase: to complete our continuum/serve people ineligible for FLC (both care management and home care)

# Friends Life Care

## Home Care Costs from 'owned' agency and FLC revenue as % of total home care agency revenue



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## **Owning a Home Care Agency**

- **Pros**
- **Challenges**

# Friends Life Care

## **Vision for the Future**