

A group of diverse children are playing on a playground. In the foreground, a young boy with dark skin and short hair, wearing a red and white striped shirt, is smiling broadly while holding a large, light-colored wooden stick. Behind him, several other children of various ethnicities are also smiling and looking towards the camera. The playground is outdoors with green grass, colorful equipment, and a building in the background under a clear blue sky.

**Health Equity, Better Outcomes, Lower Costs:
Value-based, Outcomes-driven Sustainability Planning
to Address Health-related Social Needs**



Quantified Ventures partners with pioneering organizations to design, capitalize, and scale bold, investible solutions that improve the wellbeing of people and the planet

Health and Human Services Group

Assembles purposeful partnerships to develop investible solutions that build community capacity to address human and social needs by moving capital to services that produce measurable improvements in population health, enhance health equity, and lower costs at scale



Value-based Contracting is a tool Quantified Ventures uses to create more investible solutions

What does Value-based Contracting mean to us?

A financing arrangement in which...



Payments are indexed to the value of expected outcomes rather than the cost of providing services

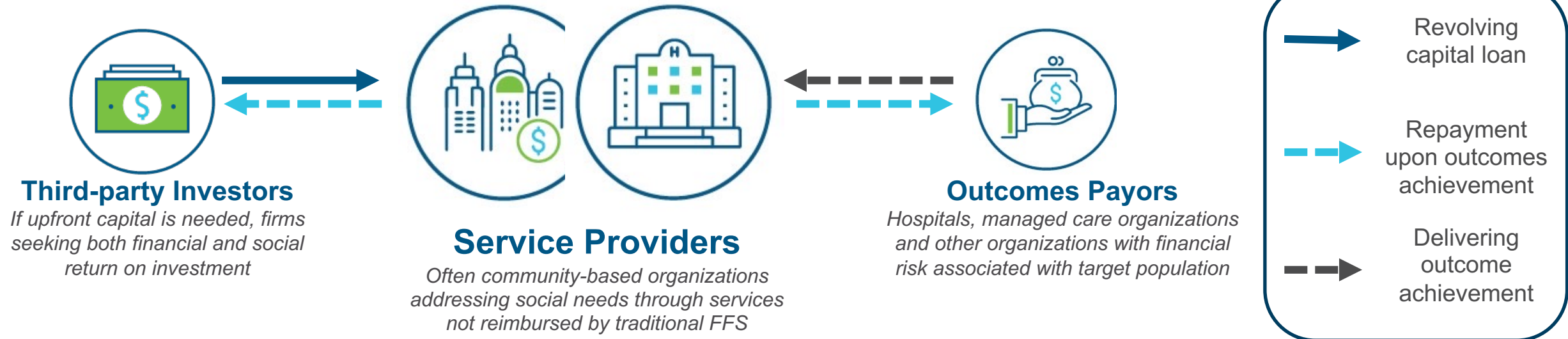


Payments are fully or partially conditional on achievement of pre-agreed outcomes



Outcomes-based Financing can be used to secure external investment capital to finance upfront costs

Benefits of Value-based Contracting and Outcomes Based Financing for Service Providers and Payors



Create **alignment** between service providers and payors to **incentivize high-value outcomes**

Gain access to outside capital to bring **successful programs to scale while transferring performance risk** of innovative projects to investors

Establish external accountability structures that foster commitment and support sustained partnerships

When successful, **ensure long-term sustainability of best-in-class intervention models**

We Can Help To:

- **Define and strengthen value** proposition to potential payors such as managed care plans, health systems, or government stakeholders
- **Compare program costs to the quantified value of programs** along with existing and potential revenue streams
- **Identify and engage** potential payors
- **Create the operating and contracting models** that are rooted in partners' shared understanding of the value of outcomes being created
- **Structure the financing required to close budget gaps, scale programs, and limit service provider risk** through outcomes-based financing



Appendix: Quantified Ventures Background

Our Nationwide Impact in Housing & Homelessness

California

- Partnering with a national health plan to implement recuperative care in multiple counties as part of CalAim implementation
- Partnered with Blue Shield Promise Health Plan to expand and scale recuperative care services for members throughout San Diego county

Kentucky

- Constructed innovative eviction diversion and medical respite strategies with Humana and Volunteers of America

Louisiana

- Partnered with Humana and local community-based organizations to develop a two-tiered medical respite program
- Designed an eviction diversion program with Humana and local legal advocacy organizations to provide services for members across Louisiana

Ohio

- Developing medical respite strategies to serve individuals experiencing homelessness in Cincinnati
- Designing investment strategies to increase Humana's affordable housing capacity and effective wraparound services in Cincinnati

Michigan

- Finalizing a first-of-its-kind outcomes-based financing deal to facilitate investment and development of a medical respite program as part of a broader healthy housing center

Washington, DC

- Partnered with Medicaid MCOs, Volunteers of America, and other service providers to implement and finance additional low-barrier medical respite capacity for DC residents experiencing homelessness

CASE STUDY:

Hope Has a Home Medical Respite Program in the Nation's Capital

Significant Expansion of DC Medical Respite Capacity



Project Goal

- Create new care model for AmeriHealth Caritas DC members experiencing homelessness and address broader community shortage of appropriate housing

Outcomes

- Hope Has a Home, a new 16-bed, low-barrier medical respite program launched in fall 2019 by Volunteers of America Chesapeake and Carolinas in partnership with Unity Healthcare and Pathways to Housing
- Reduced utilization of acute care services and associated costs
- Increased member connection to stable, non-shelter housing
- Total cost of care savings per member of more than \$14,000

Program Model

Hospital/ER



Medical Respite



Housing Support



Permanent supportive housing



Temporary housing, other social services

Respite services include:

- Clinical care
- Case management
- Room and board
- Peer support

Maryland Food Bank: Business Strategy Development for a Delivered Grocery Program

Project Goal:

- Create a financially sustainable program and organizational structure in Baltimore for home delivered groceries. Designed to address food insecurity service gap and provide local workforce development.

QV Role:

- Assess the Baltimore food assistance environment, identify opportunities and partnerships, and develop program design and operating model
- Create a sustainable financial model braiding healthcare and workforce outcomes payors with other novel payment streams

Targeted Program Outcomes:

- Reduced healthcare costs due to food insecurity
- Community Health Worker pipeline for individuals with barriers to employment

Program Model:

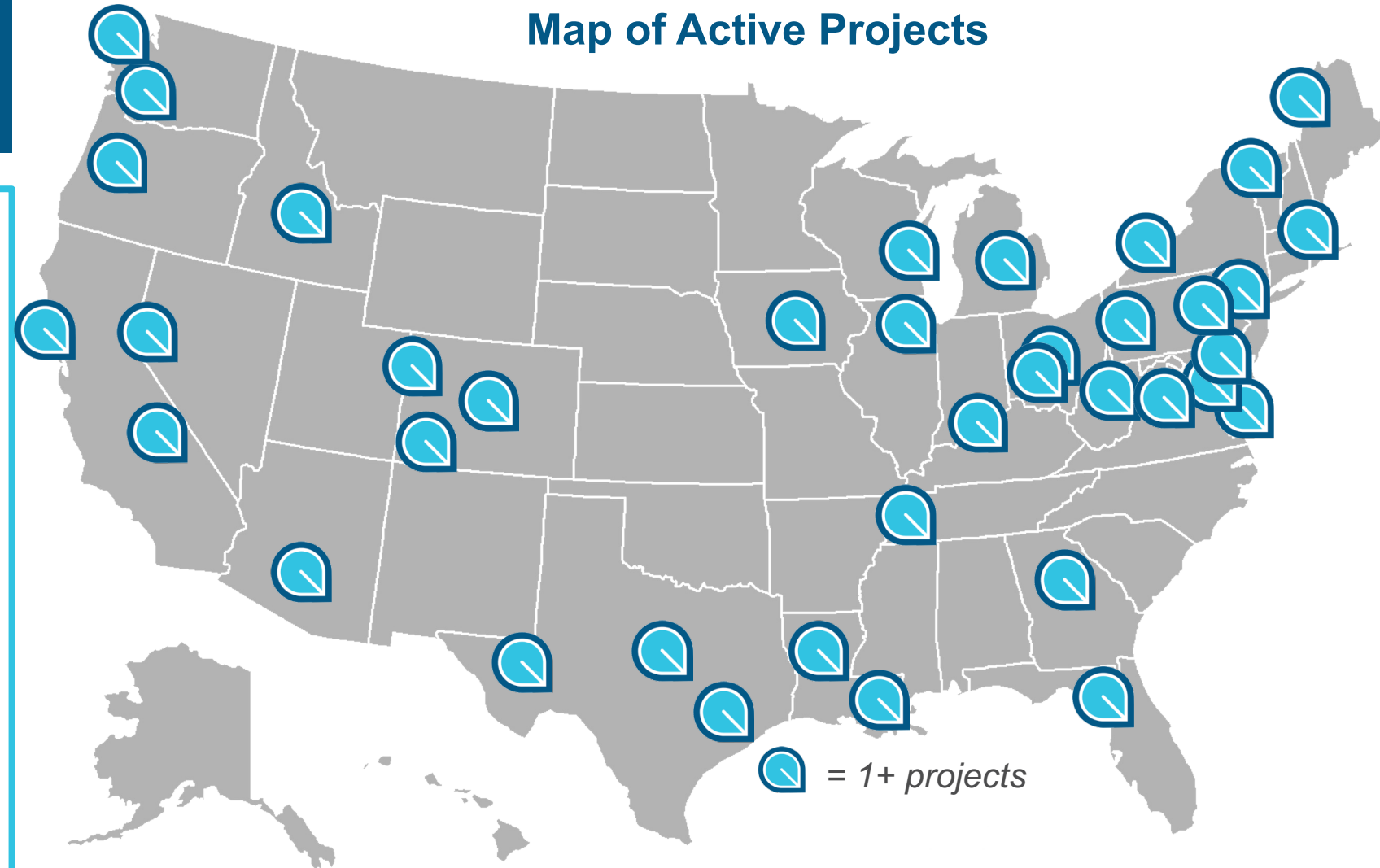


Financial Model:



We have a strong team with growing presence across the U.S.

- B Corp, founded in 2014
- 30+ employees, with diverse backgrounds in finance, management consulting, health and environmental policy, housing, economics, and law
- Based in DC, with additional staff in six states
- **35+** active client projects across the continental USA



We work with innovators, risk takers, pragmatists, and optimists

Governments



Environmental Organizations



Health and Human Services



Foundations



Corporate Partners

