



COPE Health Solutions Helps Secure Federally Qualified Health Center Look-Alike Designation for Valley Health Partners

NEW YORK, NY, September 27, 2021—[COPE Health Solutions](#) has helped [Valley Health Partners](#), a spinoff of Allentown, PA-based Lehigh Valley Health Network, achieve designation as a Federally Qualified Health Center (FQHC) Look-Alike from the U.S. Health Resources & Services Administration. The FQHC Look-Alike designation is a major milestone in Lehigh Valley Health Network's strategic plan and collaboration with Valley Health Partners to expand medical care to Medicaid recipients, the uninsured and medically underserved people in its communities.

FQHC Look-Alikes like Valley Health Partners offer a sliding fee scale for care based on the patient's ability to pay, increasing access to care. In turn, the health centers receive enhanced Medicaid and Medicare reimbursement based on actual costs as opposed to negotiated fees.

In addition to comprehensive primary care, dental and mental health/substance abuse services, FQHC Look-Alikes are reimbursed for addressing social determinants of health and providing enabling services including transportation, interpreters and care management. Valley Health Partners also is now eligible for 340B drug pricing and financial incentives for meeting quality indicators.

"The heart of this new organization is partnering with our community's most vulnerable to improve their health and wellness," said Veronica Gonzalez, Chief Executive Officer of Valley Health Partners. "COPE Health Solutions was instrumental in ensuring we were prepared to stand up the new organization and meet the HRSA program requirements to become an FQHC Look Alike."

Growing Interest in FQHC Look-Alikes

As traditional Medicaid fee-for-service reimbursement continues to decline, provider interest in creating FQHC Look-Alikes is rising. "With shrinking Medicaid fees, health systems across the country are looking for alternatives that make it financially viable to care for more Medicaid patients as well as uninsured and medically underserved people," said Kathy Walker, COPE Health Solutions Executive Consultant who is serving as Valley Health Partners' interim chief financial officer. "There are no fast or easy options, but FQHC Look-Alikes offer a long-term solution to both better serving these populations and alleviating provider financial challenges for treating Medicaid and vulnerable populations."

Lehigh Valley Health Network brought in COPE Health Solutions about three years ago to design and implement a financially sustainable strategy that expanded whole-person care for Medicaid members and medically underserved people. As part of this initiative, COPE identified eight of Lehigh Valley's health centers that could form the nucleus of a FQHC Look-Alike, which the health system transitioned to Valley Health Partners to meet the criterion that FQHC Look-Alikes are independent entities.

"COPE Health Solutions' expertise and experience has been critical in helping us develop a financially sustainable path forward that enhances care for Medicaid members and all people in

our communities,” said James Demopoulos, MHA, Senior Vice President and Chief Operating Officer of Lehigh Valley Physician Group.

About COPE Health Solutions

COPE Health Solutions is a national healthcare consulting leader in population health management, value-based care and payments, workforce development and data analytics. We offer the experience, tools, services and advice that health plans and providers need to meet strategic goals and thrive in the complex and uncertain health care environment. We are driven by our passion to help transform healthcare delivery, align financial incentives to support population health management and build the workforce needed for value-based care.

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