

A Blueprint for a Collaboration Model

Early College for Aspiring
Healthcare Workers in High
School

M.S. Hall & Associates
December, 2022

**Statewide Hospital-Home Care Collaborative
for COVID-19 and Beyond**



Support for this statewide collaborative training is provided through a generous grant from the Mother Cabrini Health Foundation.

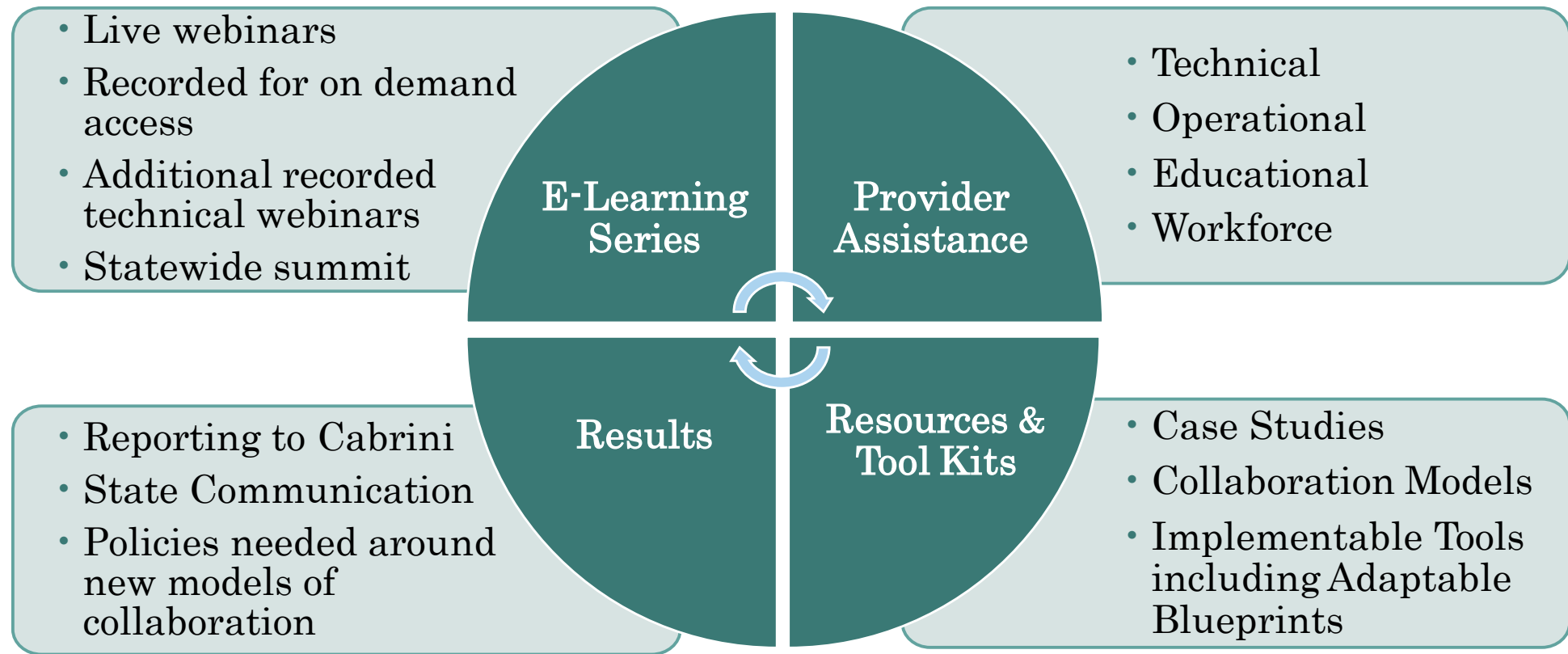
Acknowledgement

Support for this statewide initiative is provided through a grant by the Mother Cabrini Health Foundation.

Thank you to the Foundation for its generous support.

Overall Goal and Components of Grant

Creation of a Hospital-Home Care Collaborative to advance statewide systemic collaboration in pre-acute and post-acute care for COVID and beyond.



A Blueprint of a Collaboration Model

Early College High School: Health Sciences Program

Outline

- Blueprint:
 - Business model canvas
 - 9 elements of the blueprint
- ECHS Collaboration model blueprint
- Key Takeaways



Blueprint

Business Model Canvas

- A visualization of how an organization systemically creates, delivers, and captures value for the people it serves
- Creates a shared language
- Comprised of 9 elements:
 - Beneficiaries
 - Value proposition
 - Buy-in & Support
 - Channels
 - Mission Success
 - Key Resources
 - Key Activities
 - Key Partners
 - Cost Structure

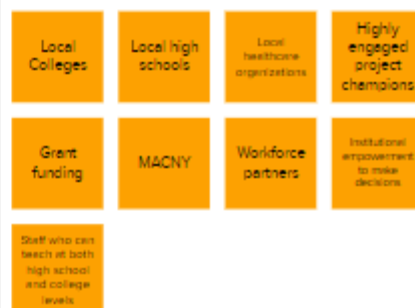
KEY PARTNERS



KEY ACTIVITIES



KEY RESOURCES



VALUE PROPOSITION

30+ college credits towards a healthcare related college program

Career path opportunities that were never outlined before

Facilitated and highly supported network of peers and teachers/staff - belonging

Environment and process for self-assessment, knowledge, & empowerment

Highly skilled, motivated, & prepared healthcare workforce

BUY-IN & SUPPORT



CHANNELS



BENEFICIARIES

9-12 grade public school students, especially first generation college & socio-economic differentiated students

Students from the program who continue into college & healthcare workforce

Families of students

Healthcare system

COST STRUCTURE



MISSION SUCCESS



- ECHS Collaboration model
blueprint

Beneficiaries



- Definition: the different groups of people an organization aims to reach and serve
- Model: 9-12 grade public school students, families of students, healthcare systems
- *How did the team agree on these groups of beneficiaries?*

Value Proposition



- Definition: the services or bundle of services you provide your beneficiaries
- Model: 30+ college credits towards a healthcare related college program; Career path opportunities that were never outlined before; Facilitated and highly supported network of peers and teachers/staff; Environment and process for self-assessment, knowledge, & empowerment; Highly skilled, motivated, & prepared healthcare workforce
- *How did the team develop this value proposition?*

Buy-in & Support



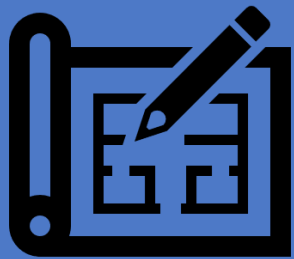
- Definition: recognition and reinforcement from internal and external stakeholders for the success of the mission
- Model: Students themselves; Families of students; Administration and other decision-makers with all settings; Staff members at all levels
- *How collaborative did the team have to act to get buy-in and support from all levels?*

Channels



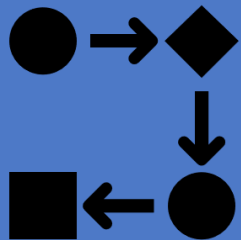
- Definition: how an organization communicates with and reaches its beneficiaries to deliver its Value Proposition
- Model: Fellow students; Students' parents
- *Why are students' stories and experiences so vital to this project?*

Key Resources



- Definition: the most important assets required to make a model work
- Model: Highly engaged project champions; Institutional empowerment to make decisions; Local Colleges, high schools, and healthcare organizations
- *How did you cultivate a culture of collaboration as the foundational resource for this project?*

Key Activities



- Definition: the most important actions an organization must do to make its model work
- Model: Recruitment and selection of students; Early connection to college space & workforce experience
- *Why was it integral to start with proper student population identification and connect them to the college and workforce spaces?*

- Key Takeaways

Key Takeaways



- Make your model visible
- Technical solutions and adaptive challenges
- Know your beneficiaries!
- Communicate, communicate, communicate!

Thank you!

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Important Links

RESOURCE PAGE

<https://hca-nys.org/statewide-hospital-home-care-collaborative>

<https://www.iroquois.org/hospital-homecarecollaboration/>

https://www.hanys.org/quality/patient_safety/

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CORE PARTNERS



Support for this statewide collaborative training is provided through a generous grant from the Mother Cabrini Health Foundation.

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