

Strong Center for Developmental Disabilities

Developmental & Behavioral Pediatrics

University of Rochester

| | | Functional Activities | | | |
|--------------------|------------------------------|--|-----------------------------------|--|--|
| | | Clinical | Training | Research | Community |
| Funding Mechanisms | Sponsored programs | Start-up Supplemental funds | LEND Program Trainee support | Behavioral treatments and interventions | Health literacy Health Disparities Employment Recreation |
| | 3 rd party payors | Patient care | | | |
| | Fee-for-service contracts | Regional clinical care Crisis intervention BIFF – family support | | | Technical assistance and Independent Education Evaluations (schools and agencies) |
| | Gifts | Family Navigation Quality Improvement | Family experience for trainees | Proof of concept | |

Strive for diversity: fill in every box

Missing: fee for service to individuals

Staffing: interdisciplinary and redundancy

Best Practices

- Use gift or community sponsored program funds to do a programmatic proof of concept that confirms demand, effectiveness and scalability
- Consider a variety of pricing plans
 - Fixed price (single price for all the work): best option when there is transparency about the amount of effort or resources required
 - Rate pricing (price per hour): best when project may have scope changes, but this costs more to implement
- Maintain sufficient infrastructure support
 - Administrator / negotiator - should not be the person doing the work
 - Accountant – manage both the accounting and reporting / compliance
 - Tech support – research and adapt new technologies
 - Cheerleaders!!!!!!