Tips for Identifying Potential Umbrella Hub Organizations

This tip sheet is designed to help identify whether an organization may be a candidate to serve as an umbrella hub organization (UHO). This document is intended to serve as a guide and may not be inclusive of all considerations. Some items may not apply to some UHAs.

- **Organizational Resources and Alignment**
  - Currently have or could reasonably obtain leadership support.
  - Mission and goals align with UHA’s objective.
  - Staff and financial resources (e.g., upfront, administrative, third-party vendor costs, etc.) to support UHA development and operationalization.
  - Administrative, accounting, and contracting/legal capabilities.

- **Business Acumen**
  - Ability to generate a business plan that pursues sustainability.
  - Ability to calculate costs of operating a UHA and revenue needed to exceed those costs.

- **Billing Platform**
  - In-house billing platform that subsidiaries can access.
  - OR -
  - Appetite to contract with third-party vendor for the billing platform.

- **Reach and Relationships**
  - Existing relationships or ability to develop relationships with CBOs as potential subsidiary organizations.
  - Existing relationships or ability to develop relationships with healthcare providers and payers.

Umbrella Hub Arrangements:

- An umbrella hub arrangement (UHA) is designed to connect community-based organizations (CBO) with health care payment systems to achieve sustainable reimbursement.

Tools and Resources:

- Visit the Coverage Toolkit for tools and resources specific to UHAs at: [https://coveragetoolkit.org/umbrella-hub-arrangements/](https://coveragetoolkit.org/umbrella-hub-arrangements/)