



# 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/>