



Dear Partners,

Cascade Pacific Action Alliance (CPAA) released a Request for Proposals (RFP) on Wednesday, May 30, to determine Medicaid Transformation Project (MTP) implementation partners. Independent assessors will score the responses to the RFP to identify the strongest possible project designs that will move MTP outcome metrics. For more information, please reference the MTP Toolkit: <https://www.hca.wa.gov/assets/program/project-toolkit-approved.pdf>. CPAA will select up to 45 partnering providers, being mindful of strategic considerations and broad representation of counties and different provider types.

### **RFP Eligibility**

CPAA is looking for implementation partners across the continuum of care, including social supports. **The RFP is open to any organization that provides direct services to the Medicaid population or to individuals below 310% of the federal poverty level within CPAA's 7-county region:** Cowlitz, Grays Harbor, Lewis, Mason, Pacific, Thurston, and Wahkiakum. This includes, but is not limited to, both non-profit and for-profit organizations that provide clinical and behavioral health services, Public Health Departments, Educational Service Districts, and community-based organizations that assist with care coordination, housing, transportation, food, and recovery supports.

### **Letter of Intent**

CPAA is requesting a brief, one-page Letter of Intent from all partners interested in submitting a RFP response, **due by 5:00 p.m. on Thursday, June 14**. Please send your Letter of Intent to: [rfp@cpaawa.org](mailto:rfp@cpaawa.org) and include:

1. Your organization's name
2. Confirmation that you plan to submit a RFP response
3. Which project areas you plan to address

### **Partnering Providers**

While we encourage applicants to list project partners in their application, we ask that each partner organization apply separately. **Funding awards will be made to individual organizations as defined by their EIN number**, not groups of organizations that come together for a specific project. This allows organizations that are working together to each earn their own funding and then decide how best to align and combine their MTP project resources in pursuit of project outcomes.

Completing the RFP and selection as an implementation partner within the CPAA MTP partner network will trigger payment from CPAA. CPAA is making a four-year funding commitment to successful partnering providers, with payments dependent upon milestones and performance outcome goals.

### **Medicaid Transformation Project**

For the past year, CPAA has been preparing the region for implementation of the MTP. As part of that preparation, CPAA released a Request for Qualifications last year and a Current State Capacity Assessment earlier this spring, to which your organization may have responded. Building on the information gathered from both processes, and with the state having released more information about

the Implementation Plan that our region needs to complete by this fall, we are **requesting more detailed proposals** across six project areas: bi-directional care integration; care coordination; transitional care; opioid response; reproductive, maternal and child health; and chronic disease prevention and control. **MTP investments made in these project areas must improve the health care delivery system overall and foster new ways of working together to improve health in our region, benefitting everyone in our communities.** Equity considerations should be an underlying component of all transformation activities, and key deliverables/outcomes should reflect or be informed by health equity considerations. MTP implementation must be evidence-based, and funding will be milestones-driven, rewarding performance and patient and broader health outcomes.

**Scoring the RFP**

The independent assessors’ scoring is intended for CPAA internal use to help determine MTP implementation partners. **Responses to the RFP and RFP scores will not be made public.**

CPAA’s RFP is divided into four sections:

<b>Section</b>	<b>Subject</b>	<b>Scoring Weight</b>
Section 1	Applicant Information	Required for eligibility, not scored
Section 2	Individuals Served	Required for calculating bonus payments, not scored
Section 3	Projects & Interventions	
	Bi-Directional Care Integration	20 Points
	Care Coordination (Pathways)	20 Points
	Chronic Disease Prevention and Control	20 Points (+ 10 pt bonus for >1 intervention)
	Maternal and Child Health	20 Points (+ 10 pt bonus for >1 intervention)
	Opioid Use Public Health Crisis	20 Points (+ 10 pt bonus for >1 intervention)
	Transitional Care	20 Points (+ 10 pt bonus for >1 intervention)
Section 4	Readiness to Succeed	20 Points

At the start of Section 3, you will be asked to identify the projects in which you plan to engage. The RFP incorporates skip-logic, so your answers will dictate which sub-sections appear. **Please address multiple project areas in one application by checking the corresponding project boxes and explain how the proposed activities are mutually reinforcing.** Each project is worth up to 20 points. If you undertake more than one intervention for a given project, you are eligible to receive up to 10 bonus points with the exceptions of Bi-Directional Care Integration and the Care Coordination (Pathways) projects.

**MTP Funding**

A total of \$4.55 million in funding is available for CPAA MTP implementation partners through this RFP in 2018. Additionally, implementation partners selected through this RFP will benefit from \$3.28 million in

region-wide investments by CPAA this year in health information technology and health information exchange, workforce development, and value-based care transition supports. In addition to these first-year funds, CPAA anticipates releasing tens of millions of dollars to partnering providers selected through this RFP over the next three years. Exact funding amounts depend on our region's implementation success, i.e., on the degree to which our implementation partners are able to meet performance milestones and outcome goals.

Implementation partners selected through this RFP will have access to two main funding pools for first-year funds: base funding and bonus funding.

**First-Year Base Funding:** The total amount of base funding per implementation partner for 2018 will vary based on the number of awards made. CPAA has set aside \$1.58 million for first-year base funding. CPAA will select up to 45 implementation partners. Total first-year base funding per implementation partner will depend on the number of partners selected. First-year base funding is based on MTP participation, not on number or type of interventions selected by the implementation partner.

**First-Year Bonus Pools:** Implementation partners can qualify for up to three bonus funding pools: equity, rural, and Medicaid lives served. Depending on the number/percentage of Medicaid beneficiaries served and/or the degree to which the implementation partner serves individuals who experience health disparities and/or live in rural areas, partners can access a total of \$1.23 million. Awards per implementation partner depend on the number of partners who qualify for the three bonus pools. The fewer partners qualify, the greater the funding amounts per eligible partner.

Additionally, implementation partners will have access to the following funding pools:

**Multi-Project Incentive:** Implementation partners who commit to working in four or more project areas will be eligible to receive payment from CPAA's \$520,000 first-year multi-project incentive pool. Awards per eligible implementation partner will depend on the number of partners who qualify. Please note that in subsequent years, implementation partners will receive payment based on the number of project areas in which they participate and the degree of implementation success. Partners who commit to working in multiple project areas will qualify for more funding.

**Capacity Development Fund:** In addition to the above funding pools, CPAA is setting aside \$335,179 for partners who respond to the RFP but are not selected as implementation partners. As with implementation partners who are selected through the RFP, access to this funding pool is based on how well an organization scores through the RFP process, as well as strategic considerations. CPAA intends to use these funds to support promising projects and keep partners engaged who might join CPAA's network of implementation partners in the future.

**Implementation Plan Performance Payment:** CPAA is setting aside \$940,715 for successful submission of the region's implementation plan. This funding will be distributed to implementation partners who are selected through the RFP process and participate in the region's implementation plan development.

### **RFP Application Form Instructions**

When using the RFP application form, your answers will be saved when you advance to the next page. You can save your form and return to it later; however, to do so, you must first create an account by following the link on the first page. **CPAA strongly encourages all applicants to create an account.**

**Please note: If you close your browser before saving or before moving to another page, your input will be lost. If you choose to not create an account, you cannot return to your answers later.**

To directly log into your own form, use this link:

[https://fs28.formsite.com/MkccHK/form1/form\\_login.html](https://fs28.formsite.com/MkccHK/form1/form_login.html)

If you prefer to prepare your answers offline and enter them when you are ready to submit, you can view an offline Word version of the RFP here: [http://cpaawa.org/rfp/RFP\\_WordVerison.docx](http://cpaawa.org/rfp/RFP_WordVerison.docx). Please note that the RFP incorporates skip-logic, so you might not be required to answer every question.

Additionally, there is a supplemental reference guide you may view here: <http://www.cpaawa.org/wp-content/uploads/2018/05/RFP-Supplemental-Document.pdf>.

The RFP includes pop-up text for individual questions that offers more detailed instructions. Hover over the question mark to access that question-specific information.

The narrative portions of the RFP have 1,500 word count limits. Please answer thoroughly, but CPAA and the independent assessors appreciate and encourage brevity.

### **RFP Questions**

CPAA's RFP was sent to partners who have worked with us, is posted on our website:

<http://www.cpaawa.org>, and has been promoted through social and traditional media. Please forward the RFP to organizations in the region that might be interested in participating in the MTP.

Please direct RFP questions to: [rfp@cpaawa.org](mailto:rfp@cpaawa.org). Please reference the number in brackets at the end of each question when asking about a specific question in the RFP; this will help us identify your query. CPAA will answer questions and post them to our website.

Additionally, CPAA is hosting a **virtual town hall meeting on Friday, June 8, from 1:00-2:00 pm**, to answer RFP related questions. Join the webinar by clicking the link and following the instructions:

<https://zoom.us/j/847516252>. Please send your questions prior to the event to help inform the discussion: [rfp@cpaawa.org](mailto:rfp@cpaawa.org). You may also ask questions during the event.

### **RFP Timeline**

The **RFP will close at 5:00 p.m. on Monday, July 16**, and partner selection will be finalized by mid-August.

