Request for Proposals: FQHC Value-Based Care (VBC) Curriculum – Elevate University 2023

PROJECT DESCRIPTION

Funding opportunity through NACHC’s Dissemination of the Cancer Screening Transformation Project/Elevate 2023

Proposals Due: November 29, 2022, 11:59 pm ET
Decisions Announced: December 6, 2022
Project Period: Jan 1 – July 31, 2023
Funding: Centers for Disease Control and Prevention (CDC)
Budget: Up to 8 awards (estimated range from $5k to $15k); total funds available – up to $60,000
For more information, contact: Cheryl Modica @ cmodica@nachc.org

ORGANIZATION OVERVIEW

The National Association of Community Health Centers (NACHC) was founded in 1971 to “promote the provision of high quality, comprehensive and affordable health care that is coordinated, culturally and linguistically competent, and community directed for all medically underserved populations.”

NACHC:

• Serves as the leading national advocacy organization in support of community-based health centers and the expansion of health care access for the medically underserved and uninsured.
• Conducts research and analysis that informs both the public and private sectors about the work of health centers, their value to the American health care system and the overall health of the nation’s people and communities – both in terms of costs and health care outcomes.
• Provides training, leadership development, and technical assistance to support and strengthen health center operations and governance.
• Develops alliances and partnerships with the public and private sectors to build stronger and healthier communities.

BACKGROUND

Since 2017, the National Association of Community Health Centers (NACHC) has implemented a Centers for Disease Control and Prevention’s (CDC) funded project, “Dissemination of the Cancer Screening Transformation Project.” This project embeds interventions aimed to improve colorectal and cervical cancer screening within a systems and improvement approach. This systems approach is critical in this era of value-based care. With the transition toward value-based care, health centers have a business imperative to simultaneously focus on improved health outcomes, improved patient experience, improved staff experience, reduced cost, and equity (the Quintuple Aim). The project supports the Elevate learning forum which engages over 640 health centers and 70 primary care
association (PCA) or health center controlled network (HCCN) partners in a robust peer learning network that applies the Value Transformation Framework (VTF). The VTF helps health centers make changes needed to succeed in value-based care. In 2023, the Elevate learning forum will offer an enhanced curriculum designed to support health center value transformation at multiple points along the experience continuum. This enhanced selection of resources, trainings, and support will be called Elevate University or ‘Elevate U’.

RFP SERVICES DESIRED
This request for proposals (RFP) seeks vendors who can contribute to an FQHC value-based care curriculum, to be offered through Elevate U 2023. Vendors will contribute as part of a national network of organizations supporting Elevate U 2023. Trainings, tools, and resources will be made available to Elevate participants through NACHC’s online learning management system (LMS). This proposal seeks vendors who can provide subject matter expertise in a range of value-based care content.

TIME PERIOD
Time period for services is January 1 - July 31, 2023. Vendor(s) may be retained for a multi-year period of service, based upon successful performance during the period of initial service (contract year ending July 31, 2023), and on-going availability of funds.

FUNDING & BUDGET INFORMATION
Funding: Centers for Disease Control and Prevention
Budget Allocation: Up to $60,000; award range will vary. Up to 8 awards are anticipated.

SCOPE OF WORK & DELIVERABLES
Selected vendors can offer one or more of the following services:

- Provide a curriculum module or training
- Create an evidence-based Action Guide
- Develop a checklist, sample policy or contract, or other value-based care support document
- Create a video or microlearning on a value-based care topic, including any of the 15 VTF Change Areas
- Draft a case study highlighting value-based implementation experiences and/or successes
- Develop/deliver a PowerPoint slide deck on a value-based care content area

POTENTIAL AREAS OF FOCUS
Outlined below are some of the content areas where training, resources, tools, or expertise are requested; proposals are not limited to the below suggested areas of focus.

TEAM-BASED CARE
- Resources, training, or tools to support expanded team-based care
• Models of extended care teams and community care teams
• Sample health center career ladders that include support staff and non-traditional workers (e.g., medical assistants, community health works, patient navigators, doulas, etc.)
• Other concrete, action-oriented trainings, tools, and resources to support team-based care needed to succeed in value-based care

INTEGRATED SERVICES
• Care models, workflows, and payment strategies for integrated services (behavioral health, dental, other)
• Training for how to stand-up a care management program that qualifies for Medicare reimbursement
• Training in motivational interviewing and strategies like ‘teach back’
• Medication management protocols, tools, and training
• Other concrete, action-oriented trainings, tools, and resources to build integrated care systems needed to succeed in value-based care

SOCIAL DRIVERS OF HEALTH
• Concrete workflows, reimbursement strategies, or ROI calculators for SDOH risk assessment, interventions, and/or outcomes
• Models incorporating SDOH within risk stratification & payment
• Models and workflows on the use of z-codes
• Examples of stratified and risk adjusted performance measures
• Models that integrate state, public health, or community-level data
• Other concrete, action-oriented trainings, tools, and resources to support the assessment, interventions, and actions related to social drivers of health needed to succeed in value-based care

CONTRACTS
• Business analysis of the kinds of resources needed for a health center transitioning to value-based care
• Sample FQHC-ACO contracts and templates
• Concrete, action-oriented contracts, templates, and agreements needed to succeed in value-based care

VALUE-BASED CARE RAMP UP
• Sample project timelines and rollout maps
• Other concrete, action-oriented planning tools and timelines to support planning for, implementing, or optimizing value-based care models

PAYMENT
• Sample per member-per month (PM/PM) payments outlining what’s included
• Models that factor social risk adjustment into payment
• Models of health centers financial/non-financial partnership with community-based organizations
• Other concrete, models, calculators, or other tools to support development of payment models for value-based care

TELEHEALTH & VIRTUAL/MOBILE HEALTH
• Models where care is brought to the patients – mobile services, home visits, etc.
• Sample projects that partner with community paramedics to meet community health needs
• Guidance on the start-up of a Program of All-Inclusive Care for the Elderly (PACE)
• Other concrete, action-oriented trainings, tools, and resources to support implementation of telehealth and virtual/mobile health as part of value-based care models
340b OPERATIONS
• Outline/checklist of program requirements that must be met in order for a health center to be in compliance with 340b operations
• Other concrete, action-oriented trainings, tools, and resources to support health centers in maintaining 340b operations as part of value-based care models

PATIENT ATTRIBUTION & POPULATION HEALTH STRATEGIES
• Sample patient attribution models
• Sample empanelment policies & procedures
• Sample risk stratification models and instructions
• Other concrete, action-oriented trainings, tools, and resources to support health center-driven attribution and population health approaches to value-based care

CLINICAL AND CLAIMS DATA
• Sample agreements with payers for clinical and claims data
• Strategies for data access and transparency
• Other concrete, action-oriented guidance, templates, and resources to support health center timely access to clinical and claims data needed to succeed in value-based care.

MEASURES
• Examples of multi-payer measurement dashboards
• Sample health center dashboards that include clinical, operational, and financial benchmarks.
• Other concrete, action-oriented trainings, tools, and resources to support measurement alignment across multiple payers

PCA/HCCN/Clinically Integrated Networks (CIN) Support Models
• Business/operational plan outlining how the PCA/HCCN/CIN provides support to members around value-based care
• Other concrete, action-oriented trainings, tools, and resources to support PCAs/HCCNs/CINs in development of approaches to support members in advancement of value-based care

OTHER VALUE-BASED CARE RESOURCES
• Other concrete, action-oriented trainings, tools, and resources to support FQHC value-based care advancement

Proposals should clearly outline the type of deliverable proposed in the scope of work (e.g., Action Guide, checklist, sample policy, etc.).

Proposals may request support for new work or draw upon existing programs, tools, or resources with funds under this proposal to be used to support adaption to a national audience and sharing with the Elevate learning forum.

INFORMATION REQUESTED
Proposals must be submitted using NACHC’s web-based portal by Tuesday, November 29, 2022. The system will notify you upon successful submission into the portal. Incomplete proposals will not be considered. NACHC will notify all applicants by Tuesday, December 6, 2022.

Online Submission Portal: https://nachc.co1.qualtrics.com/jfe/form/SV_6gpNIIpYecTAYoC.
Proposals must contain the following information:
- Contact Information
- Hourly Rate
- Resume
- Capability Statement
- Examples of Previous Work (limit to 2-3 pages)

REVIEW CRITERIA

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<thead>
<tr>
<th>Selection Domain</th>
<th>Application Selection Criteria</th>
<th>Points</th>
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<tbody>
<tr>
<td>Capability Statement</td>
<td>• Demonstrates ability to deliver proposed resource, tool, training, technical skills and/or subject matter expertise (500-word limit)</td>
<td>60</td>
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<tr>
<td>Qualifications and Experience</td>
<td>• Description of experience with value-based care or QI-related systems transformation (500-word limit)</td>
<td>15</td>
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<td>Examples of Previous Work</td>
<td>• Provides samples demonstrating proficiency in proposed subject area</td>
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<td>Budget and Budget Narrative</td>
<td>• Budget and budget narrative are reasonable, within budget specifications, and consistent with market pricing for the work.</td>
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