

Request for Proposals DSRIP Project 2cii: Telemedicine

The following Request for Proposals (RFP) is an invitation to health care providers and community based organizations (CBOs) to submit proposals for funding telemedicine projects which will serve the Medicaid population in their community.

About Our Program:

Community Partners of WNY (CPWNY) is a network of more than 100 health, human service, and educational organizations including the Catholic Health System, multiple community hospitals and over 1,000 physicians from across the region. CPWNY focus is to transform the delivery of healthcare in Western New York. Funding is provided through the New York State Delivery System Reform Incentive Payment (DSRIP) program. DSRIP promotes community-level collaborations with a focus on system reform, specifically a goal to achieve a 25% reduction in avoidable hospital use over five years.

Who qualifies for these funds?

In order to apply for these funds, you must be either:

1. A direct provider of healthcare or healthcare related services for the Medicaid beneficiary population; or,
2. A CBO falling into one of the following tiers (defined by the New York State Department of Health Value Based Payment Roadmap):
 - a. Tier 1 - Non-profit, non-Medicaid billing, community based social and human service organizations (e.g. housing, social services, religious organizations, food banks).
 - b. Tier 2 – Non-profit, Medicaid billing, non-clinical service providers (e.g. transportation, care coordination).
 - c. Tier 3 – Non-profit, Medicaid billing, clinical and clinical support service providers (licensed by the NYS Department of Health, NYS Office of Mental Health, NYS Office for Persons with Developmental Disabilities, or NYS Office of Alcoholism and Substance Abuse Services).

All submissions must be by organizations which are attested partners to CPWNY or who plan to become attested partners to CPWNY. Applicants must primarily serve the counties of Erie, Niagara and/or Chautauqua.

Proposal Scope:

Telemedicine is typically defined as interactive telecommunications equipment to support direct, active communication between providers and patients. CPWNY seeks to fund projects that implement telemedicine services, aimed at reducing avoidable hospital use by increasing patient access to services not otherwise available and/or increasing specialty expertise of primary care providers and their staff in order to increase availability of scarce specialty services. CPWNY also seeks to fund projects that include implementation of health assessments or consultations, and support evidence based interventions related to the social determinates of health over the telecommunications infrastructure.

Proposal Requirements:

1. All proposals must outline the current services your organization is providing to the population.
2. Each proposal shall be no longer than 2 pages of narrative, in 10 point font, single-spaced with no less than 1-inch margins on all sides.
3. An additional page may be used to submit a proposed budget with foot notes to give further explanation, if needed, of cost categories.
4. Proposals with 36 month/3 year expense and revenue projections are encouraged but not required. Proposals seeking to use CPWNY funds for start-up (non-reoccurring/non-operating) expenses will be given preference. Preference will also be given to proposals that show sustainability after start-up funds are spent. Proposals that request funds for an annual total of \$150,000 or less (to be incurred in year 1) are preferred.
5. Proposal elements and budget submissions may include, but are not limited to,:
 - Security upgrades or system network upgrades to support telemedicine infrastructure.
 - Implementation costs for third party vendor support. (i.e. software upgrades/enhancements, expansion of current network services).
 - Professional or technical staffing expenses for defined start-up period.
 - Per encounter projected revenue/reimbursement for Medicaid beneficiary telemedicine encounters.
 - Hardware costs such as mobile devices, computers, and/or cameras.
 - Revenue sources other than funds provided by CPWNY (i.e. cost savings in other operating areas, payments from managed care and/or commercial support).
6. All proposals shall include: the contact name, email and phone number of the organization's representative who will be available to answer questions regarding the proposal.
7. Speed of implementation will be a primary consideration in the award of funds.
8. Focus on key performance measures, including but not limited to the following:
 - a. Improve care coordination across continuum of care,
 - b. Reduce number of preventable ED visits,
 - c. Reduce hospital readmissions,
 - d. Increase number of inpatient behavioral health post-discharge visits, within 7 days of discharge.

Additional Details:

- a. All quotes and information submitted in response to this request are property of Sisters of Charity Hospital Performing Provider System (PPS) [D/B/A Community Partners of WNY (CPWNY)]. Proposals submitted may be used in whole or in part.
- b. All proposal estimates for labor costs, services and hardware shall be considered valid until March 31, 2018.
- c. CPWNY Project Management Office reserves the right to reject any or all of the estimates and proposals, or any part thereof, submitted in response to this RFP.
- d. CPWNY Project Management Office also reserves the right to waive any additional selection process formalities, if such action is deemed to be in the best interest of all or some of the partners of CPWNY.

- e. Additionally, CPWNY Project Management Office reserves the right to request supplemental information from any applicant and reserves the right to award funds to one or more organizations.
- f. This proposal is not intended and shall not be construed to commit CPWNY Project Management Office to pay any costs incurred in connection with preparing a proposal.
- g. CPWNY Project Management Office is not responsible for and will not pay any compensation to third party vendors accessed to obtain services to create proposals. This RFP does not bind CPWNY to issuing any final work contract in whole or in part to outside vendors or any organizations directly submitting proposals.

Important deadlines and anticipated schedule:

1. **March 14, 2017:** Any written questions regarding proposals can be submitted to CPWNY Project Management office to Brittany Bolden, at Bbolden@chsbuffalo.org . Written correspondence is preferred for all questions regarding this RFP.
2. **March 17, 2017:** All submitted questions and written responses will be available on the resources section of CPWNY website: <http://wnycommunitypartners.org/resources/> (under the heading marked “Telemedicine RFP (Request for Proposals)”).
3. **March 29, 2017:** Potential applicants may ask questions about their proposal submissions at this CPWNY Project Advisory Committee (PAC) meeting. To attend in person you must RSVP by March 22, 2017 at: Bbolden@chsbuffalo.org. Updates to questions asked will be posted no later than March 31 to: <http://wnycommunitypartners.org/resources/> (under the heading marked “Telemedicine RFP (Request for Proposals”).
4. **April 7, 2017:** All proposals must be submitted to CPWNY by 5pm: bbolden@chsbuffalo.org.
5. **April 21, 2017:** Successful applicant(s) contacted regarding their final award and budget.
6. **May 15, 2017:** Final PPS contract(s) submitted to awardee(s) for review.
7. **May 29, 2017:** All contract(s) executed and projects begin.

This timeline is subject to change; any and all updates to this RFP will be posted at: <http://wnycommunitypartners.org/resources/> (under the heading marked “Tele-medicine RFP (Request for Proposals).”