



Request for Partner Proposals: Allegheny County I-Count Project

Purpose

Your organization has submitted a statement of interest in participating in the I Count project being developed by The Forbes Funds. Having reviewed your statement of interest, The Forbes Funds invites you to submit a formal proposal that defines your desired participation in I Count.

Background Information and Project Goals

To implement a patient-centered medical-social model of service that reduces health care costs and improves healthcare outcomes with the following designed features:

- Service
 - Modeled to impact the top 5% of utilizers who generate 50% of health spending. Open to all.
 - Individualized intensive care management to reduce emergency room use and readmissions.
 - Medical-social model with heavy emphasis on care management with continuous follow up.
- Structure
 - Designed as neighborhood-based service unit and supported by a robust care management system and administrative hub.
 - Services provided by existing community-based organizations with successful track records and capacity to assume risk.
 - Initial scaling will be three neighborhoods reaching 10,000-12,000 individuals.
 - Resultant shared savings with revenue enhancement for insurers.
 - Improved HEDIS, P4P and STARS scores will increase quality payouts to I Count.
- Scaling
 - Learning, administrative services, and technology applications will be exported to counties and communities elsewhere in the Commonwealth.

Target Population

The I Count three year demonstration will serve 10,000-12,000 adult residents of Allegheny County and their families who:

- Are insured by Medical Assistance, Medicare Advantage (including special needs plans), and people who are uninsured.
- Frequently use hospital emergency departments for basic health care and/or experience frequent and repeated hospital admissions for conditions that could be addressed at a lesser treatment level.
- Have difficulty following recommended treatment plans due to lack of understanding, social support or other issues.
- Have low incomes.

Data shows that this target population is likely to have one or more of the following conditions: diabetes, behavioral health disorders, chronic obstructive pulmonary disease, complications of renal disease, and/or congestive heart failure.

The demonstration will operate in three sectors of Allegheny County.

Sector 1: East Liberty, Larimer, Lincoln/Lemington/Belmar, and Homewood

Sector 2: Oakland, Squirrel Hill, Greenfield, Hazelwood, and Glen Hazel

Sector 3: North Shore, East and West Allegheny, Central Northside, Fineview, California/Kirkbride, Marshall/Shadeland, Northview Heights, Perry North and South and Spring Hill

Intended Roles for Successful Bidders

Organizations may propose to collaborate either as partners or as affiliates. **Partners** are collaborators who commit to integrative planning and delivery as a member of the core multidisciplinary team. Typically, partner agencies provide those services most frequently needed by I Count service recipients. I Count seeks partnering commitments from agencies that provide primary medical care and full spectrum behavioral health care services, as well as providers of housing, food, family support and other services that are typically employed to address immediate crises. Partners that provide access and certain specialties such as transportation, children and older adult services and specialty medical care are also needed. I Count intends that partners will collaborate in shared savings fee negotiations with potential payers as well as participate in integrative planning and collaborative service partnerships focused on a joint patient centered multidisciplinary service plan. They will be expected to assure delivery of that care for which they are responsible. This partnership requires collaborative service delivery and information management as well as compliance with the administrative processes of I Count. Partners will share financial information needed to negotiate joint rates as well as the financial risks and benefits inherent in the I Count financial model. **Affiliates** may be called upon for occasional needs, but are not necessarily involved as primary providers in the individual's treatment plan. They will serve as referral sources that are utilized periodically for specialized service to an individual who

qualifies for that affiliate's funding. Affiliates may or may not be included in a shared savings fee negotiation.

Proposal Format, Project Deliverables and Specifications

We request that all applicants submit a brief overview of their agency and evidence of its qualifications to participate in I Count. Also, submit the organization's most recent audited financial statements and a current financial statement for the most recently completed time frame. Organizations that submitted this material with their statement of interest do not need to resubmit it. All organizations wishing to join the I Count project must complete and submit the following matrices for each geographic sector in which they propose to deliver services.

Key

- Column A: Indicate by (x) which service categories you propose to provide.
- Column B: Indicate specific service type or subcategory; ex. Mental Health: Outpatient Services.
- Column C: Identify the current highest rate you are being paid to provide this service in Allegheny County and what payer is paying this rate.
- Column D: Indicate number of people to whom you provide this service in the sector's ZIP codes.

SECTOR 1 : East Liberty/Homewood				
	A	B	C	D
SERVICES PROPOSED	Yes?	Service Subcategories	Current Unit Rate/Funding Source	Current Service Delivery In Sector
Primary Medical Care				
Dental Care				
Medically Related or Specialty				
Mental Health				
Substance Abuse Treatment				
Transportation				
Nutrition/Food Assistance				
Housing				
Care Management/Resource Coordination				
Child Care				
Family Support Services				
Older Adult Services				
Other				

SECTOR 2: Oakland/Squirrel Hill				
	A	B	C	D
SERVICES PROPOSED	Yes?	Service Subcategories	Current Unit Rate/Funding Source	Current Service Delivery In Sector
Primary Medical Care				
Dental Care				
Medically Related or Specialty				
Mental Health				
Substance Abuse Treatment				
Transportation				
Nutrition/Food Assistance				
Housing				
Care Management/Resource Coordination				
Child Care				
Family Support Services				
Older Adult Services				
Other				

SECTOR 3: Northside				
	A	B	C	D
SERVICES PROPOSED	Yes?	Service Subcategories	Current Unit Rate/Funding Source	Current Service Delivery In Sector
Primary Medical Care				
Dental Care				
Medically Related or Specialty				
Mental Health				
Substance Abuse Treatment				
Transportation				
Nutrition/Food Assistance				
Housing				
Care Management/Resource Coordination				
Child Care				
Family Support Services				
Older Adult Services				
Other				

Vendor Selection Process and Timeline

Describe:

- Successful experience providing the services needed by I Count.
- Financial strength as evidenced by recent audits and financial reports.
- Successful experience in other collaborative engagements.
- Clear statement of willingness to negotiate collaboratively for service payment and willingness to share the risk inherent in that process.
- Affiliates' willingness to contract with I Count for specific service rates for a term of at least one year.
- Signed acceptance of an affiliation agreement

The I Count demonstration is intended to be part of a state-wide health care innovation demonstration; so its implementation is somewhat dependent on the timing of a Pennsylvania grant review by the Center for Medicare and Medicaid services. Subsequently, if that Federal application is funded, the I Count project would apply to be funded as a participant in the Pennsylvania demonstration. Any funding for I Count would be for the purpose of establishing the I Count administrative hub and would cover the costs of technology integration, care management and shared training of partner and affiliate providers. Operating organizations would be expected to use existing funding for services; while, simultaneously, the I Count project would implement a plan to acquire new and enhanced funding through insurers. The currently expected start up time for this process is January 2015. I Count intends to identify and prepare arrangements with service collaborators in order to be ready to commence service as soon after January 1 as is feasible. The scale of the I Count project would depend on the level of funding acquired from the Commonwealth; so while the demonstration currently focuses on three geographical sectors, the scale could be modified by Commonwealth funding decisions.

Technical Briefing

A technical briefing to provide an opportunity for questions on this project will be held at The Forbes Funds offices at 1:30 p.m., September 15. Please submit written questions to goughler@forbesfunds.org before September 15.

Proposal Submission Process

1. Complete the information requested on any of the three matrices on pages 4, 5, or 6 representing the sector(s) in which you wish to provide services.
2. Complete and sign the Expectation Agreement shown on page 8.
- 3. If you have not already done so**, describe the agency programmatic and financial capacity to provide services for the I Count project and provide the agency's most recent audit.
4. **E-mail these items to Don Goughler** at The Forbes Funds, goughler@forbesfunds.org by 5 p.m., October 3, 2014. If you require additional information or have questions about this demonstration project, feel free to contact Don Goughler at the address above or by calling 412-965-3015.

Expectations Agreement

Organizations who participate in I Count, both as partners or affiliates will be expected to:

1. Accept referrals and provide services to persons referred by I Count in service categories for which the organization is funded by private and public sources outside of the I Count system.
2. Refer persons currently being served to the I Count system when the I Count integrative model would benefit the person served.
3. Participate on an integrated team in planning services and carrying out treatment plans.
4. Join in collaborate fee negotiations with funders under the coordinated leadership of I Count.
5. Commit to accepting I Count negotiate insurance raters for at least one contract year.
6. Adopt and carry out intensive care assurance protocols as designed within the I Count care management system.

Please indicate your willingness to accept these expectations if selected to participate as a service provider in the I Count model

Organization _____

Chief Executive Officer _____

Signature _____

Date _____