

**STATE OF CONNECTICUT
OFFICE OF THE HEALTHCARE ADVOCATE
STATE INNOVATION MODEL PROGRAM MANAGEMENT OFFICE**

REQUEST FOR PROPOSAL (RFP) FOR PRACTICE TRANSFORMATION SERVICES

FIRST Addendum

RELEASE DATE – 112114

The SIM PMO's official responses to questions submitted as of noon, November 20, 2014 are as follows:

1. The AMH Pilot is targeting primary care practices that are participating in an advanced network, Will the CSMS Statewide ACO be classified as a SSP considering that though approved we don't start operation until January 1st, 2014? Also, though the CSMS Statewide ACO does not presently have its own commercial insurance contracts, the ACO is a partnership between CSMS and the CSMS IPA and the IPA does have commercial contracts (including one just announced) and virtually all of the CSMS Statewide ACO physicians are part of that contract.

Response: Advanced Networks are defined in the RFP as "independent practice associations, large medical groups, clinically integrated networks, and integrated delivery system organizations that have entered into shared savings plan (SSP) arrangements with at least one payer. This definition includes entities designated as Accountable Care Organizations for the purpose of participating in Medicare's SSP." Entities that meet this definition with Medicare or any other payer as of January CY 2015 will be eligible. Moreover, eligible practices would include those practices who have members attributed to them under such an agreement and for which they are accountable for quality and total cost of care.

2. There is language in the RFP regarding the importance of "provider outreach and recruitment" and the desire to test practice recruitment methods; but there is also a section at the bottom of page 7 with a fairly specific recruitment description. Can you clarify whether the PMO or the respondent will be responsible for identifying and recruiting the desired pilot sites (i.e. the Advanced Network and affiliated practices)?

Response: The SIM PMO proposes to begin practice recruitment efforts in December 2014. Depending on the success of those efforts, the PMO may enlist the contractor to support supplemental outreach and recruitment efforts. The respondent should include its proposed approach in its response as well as associated costs. Whether these activities are included, in whole or in part, in the contract will be subject to negotiation.

3. On pg. 8 under 'Funding', there is mention of up to 18 months of practice transformation support – which I assume is referring to the transformation support to be provided by the successful respondent – is this support for the selected pilot site and affiliated practices only? If so, this seems to suggest that the pilot would run for 18 months, however in other areas of the RFP it mentions a desire for shorter-term results that can be used to improve the larger roll-out beginning October 2015. Can you clarify the time frame?

Response: We believe that there is likely to be considerable variability in the length of time that it will take practices to complete the Glide Path. On average, we believe that it will take less than one year, however, some practices may require up to 18 months. Accordingly, in

the interest of avoiding the need for an extension, we are basing the contract term on the high outliers.

4. Also, this section mentions that practices will not receive other direct funding for participation; does this extend to any form of staff reimbursement for participation in education, training, focus groups, etc? What if training were to be offered outside of regular office hours?

Response: The statement referenced in the question is intended to preclude the use of state funds to make direct payments to a provider, over and above technical assistance and training. This statement is not intended to preclude a practice pursuing or receiving other sources of funds to support transformation. In some cases, payers in Connecticut make advance or enhanced payments to support the cost of transformation.

5. There is mention of conducting practice staff satisfaction surveys at baseline, upon project completion and 6 months post-completion. Can the respondent select the survey instrument, or does the PMO have a preferred instrument in mind??
6. Response: The SIM PMO does not have a survey instrument in mind. The respondent may propose an instrument.
7. I'm just checking in to see if the Transformation RFP will be affected by Secretary Barnes' directive that state agencies refrain from entering into new contracts.

Response: The SIM PMO intends to continue with this initiative.