



# DSRIP SUPPORT TEAM PROCUREMENT

## **FAS NO. 15658**

[HTTP://WWW.HEALTH.NY.GOV/HEALTH\\_CARE/MEDICAID/REDESIGN/DSRIP\\_SUPPORT\\_TEAM/INDEX.HTM](http://www.health.ny.gov/health_care/medicaid/redesign/dsrip_support_team/index.htm)



## ABOUT THIS BIDDERS' CONFERENCE

Questions answered today are not necessarily definitive. Please consult the Q&A section on the FAS website for the definitive answers to questions preliminarily answered at today's bidders' conference.



## **SCHEDULE OF KEY EVENTS**

**Written Questions Due - May 30, 2014**

**Response to Written Questions on or About - June 6, 2014**

**Proposal Due Date - June 18, 2014**

**Awards Made - July 3, 2014**

**Contract/Work Start Date (Anticipated) - July 15, 2014**

**Contracted work ends – April 1, 2015**

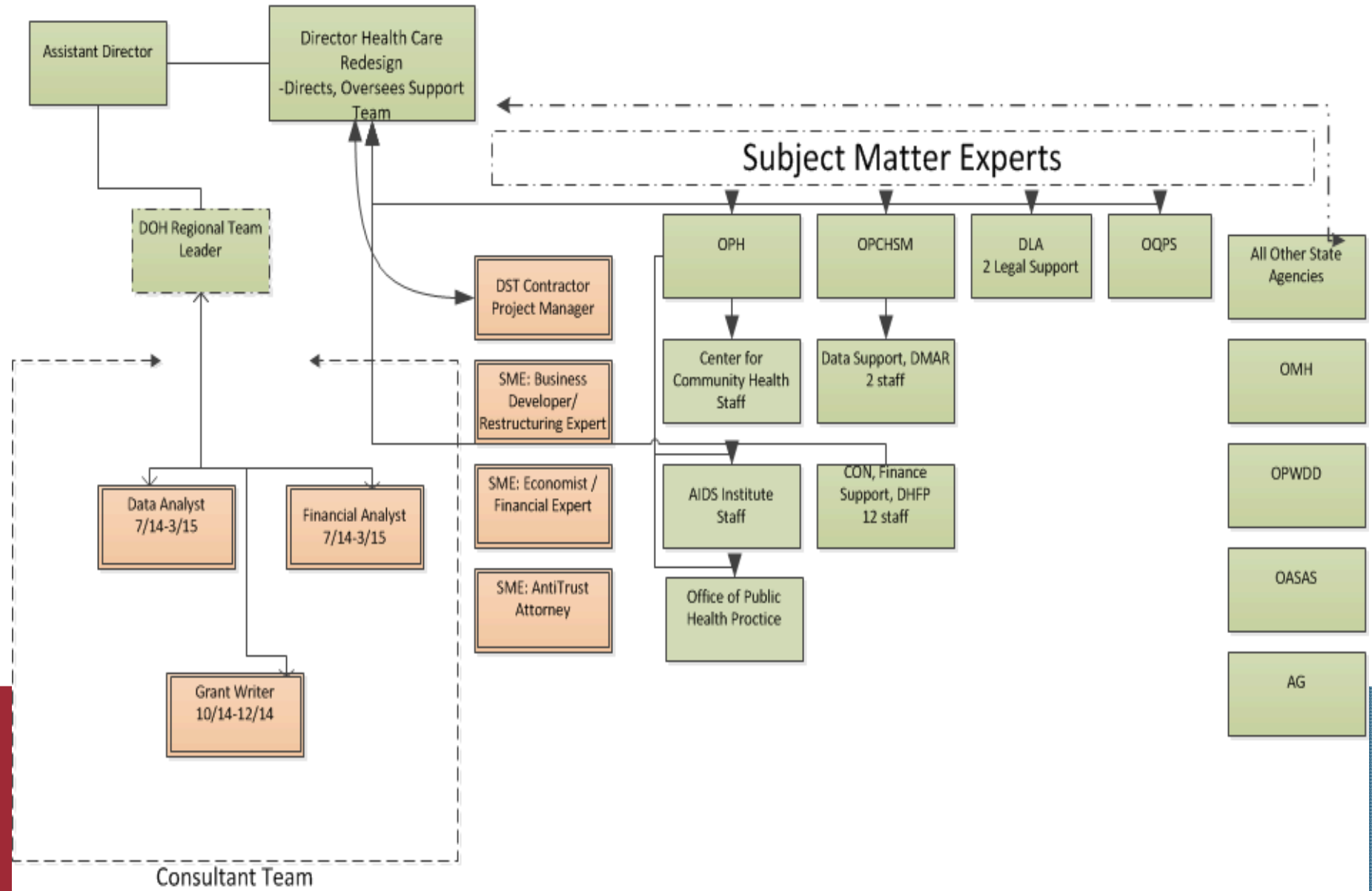


## DSRIP SUPPORT TEAM OVERVIEW

DOH seeks to procure one statewide contractor to act as a Support Team for New York State's DSRIP program for up to a one-year contract period.



# Regional DSRIP Support Team – Functional Chart



## LETTERS OF INTENT RECEIVED AS OF 5/15/14

<b>Region</b>	<b>Count</b>
Capital	3
Central NY	4
Finger Lakes	4
Long Island	6
Mid-Hudson	6
Mohawk Valley	1
North Country	1
NYC	13
Southern Tier	2
Tug Hill Seaway	2
Western	7
<b>Emerging PPS, subtotal</b>	<b>49</b>
<b>Non – Emerging PPS, subtotal</b>	<b>40</b>
<b>Total</b>	<b>89</b>

## DSRIP SUPPORT TEAM DELIVERABLES - PROTOTYPES

Develop 3 Prototype Proposals, including:

- System Transformation Strategies
- Clinical Improvement Studies; and
- Population Wide Strategies;



## DSRIP SUPPORT TEAM DELIVERABLES (CONT'D) – “HOW TO” GUIDES

1. Model contracts for coalitions.
2. Model flow of funds for coalitions.
3. Recommended pacing/milestones during the Project Plan application process:





## “HOW TO” GUIDES (CONTINUED)

- How would coalitions approach specific portions of the Project Plan application?
- How to maximize response effectiveness of Project Plan application development through process / pacing suggestions?
- How to maximize chances of a successful Project Plan?



## OTHER DELIVERABLES

- Review and assess state data, community health needs and other baseline performance analysis supplied by DOH;
- Engage with Coalition/emerging PPS working teams on a weekly basis to provide feedback;
- Provide suggestions to Coalition/emerging PPS working teams;



## OTHER DELIVERABLES (CONT'D)

- Identify key providers not in the Coalition/emerging PPS;
- Coordinate with DOH Subject Matter Experts;
- Deploy contracted Subject Matter Experts to address emerging issues as needed;
- Assess qualitative and quantitative strengths in DSRIP Project Plan applications; and
- Work with coalitions to strengthen governance of emerging PPSs relating to CON applications.



<b>Support Team Tasks/Deliverables/Milestones</b>	<b>Approximate Due Date</b>
Begin Work on prototypes, “how to’s” and coalition building	07/15/14
DOH kick-off meeting	07/18/14
Support team organized and deployed to regions	8/1/2014
State pushes out baseline data/performance analysis to Support Teams	8/1/2014
Independent Assessor releases first draft of Project Plan Application to Support Team (in advance of posting to DOH website)	8/15/2014
Support team reviews state data and community health needs (i.e. the “needs assessment”) and baseline performance analysis.	8/15/2014
First draft of “how to” guides developed	8/15/2014
Independent Assessor releases first draft of Project Plan Application to DOH website	8/22/2014
Tools and prototypes first draft developed; work begins with Independent Assessor on how-to guides and prototypes.	8/22/2014

<b>Support Team Tasks/Deliverables/Milestones (Continued)</b>	<b>Approximate Due Date</b>
Gather regional information from emerging PPS; data analyzed	9/15/2014
Identify and report to DOH coalitions requiring intensive support (10-30% of all coalitions)	9/15/2014
“How-to” guides finalized	9/15/2014
Prototypes completed	9/22/2014
Finalized DSRIP Project Plan Application & Review Tool Posted to Website	10/3/2014
Kick-off Meeting for DSRIP Project Plan Review Panel	12/05/14
Submit DSRIP Project Plan Applications	12/15/2014
Support team completes work to strengthen governance of emerging PPSs relating to Certificate of Need (CON) applications	02/02/15
Support Team works with emerging PPS to refine Project Plans and respond to Independent Assessor issues	On or about 3/31/2015
Work terminates; final report due	4/1/2015

## DSRIP SUPPORT TEAM – INTENSIVE SUPPORT

- 10-30% of emerging PPS may require more intensive support.
- Each support sub-team should be ready to provide this support as needed, i.e.:
  - greater on-site involvement and day-to-day strategic guidance;
  - up to one (or more) fully dedicated senior project consultant(s), and more than one junior project consultants fully dedicated to a particular project;
  - one to three month duration;
  - full integration into emerging PPS' strategic thinking process.
  - majority of SMEs time to these providers.





# DSRIP SUPPORT TEAM PROCUREMENT PROPOSAL REQUIREMENTS



## DSRIP SUPPORT TEAM MINIMUM REQUIREMENTS

- Must be received prior to the deadline;
- Technical and cost proposals submitted in separate packages mailed as one parcel;
- Cost proposal submitted with completed bid prices (Attachment H).
- Attachment G included with technical proposal.





## CONFLICT OF INTEREST

- Bidder (and/or subcontractor) must disclose actual or potential conflicts of interest;
- The vendor selected as the DSRIP Support Team FAS will not be selected to provide Independent Assessor services;
- ST contractor must abrogate all ties with Performing Provider Systems;
- Others – see D.3.





# DSRIP SUPPORT TEAM PROCUREMENT BID EVALUATION AND NOTIFICATION



## EVALUATING THE BIDS

- Work experience related to performing the Support Team's functions;
- Level of staffing resources and their professional expertise;
- Technological capacity and innovation;
- Reporting and data analytic capacity;
- Health care quality assessment and evaluation expertise;
- Health care economics/econometrics evaluation expertise;
- Quality of responses to Technical Evaluation; and
- Hourly rates requested on Attachment H Bid Form.



## SUCCESSFUL BID

- Notified in writing of the selection or non-selection of proposals;
- May request debriefing;
- **Press releases shall not be made without prior written approval of, and in conjunction with, the Department of Health.**





# DSRIP SUPPORT TEAM PROCUREMENT PAYMENT



<b>Support Team Reports/Deliverables</b>	<b>Due Date</b>
<b>Progress Report 1:</b> Support team statewide organization and deployment status by region	8/1/2014
<p><b>Progress Report 2:</b> Regional information data analysis (provider demographics, health system information, etc.);</p> <p><b>Progress Report 3:</b> Identification of coalitions requiring intensive support; workplan to address support needs;</p> <p><b>Deliverable:</b> “How-to” guides</p> <p><b>Deliverable:</b> 3 completed prototypes</p>	9/22/2014
<b>Progress Report 4:</b> Status of DSRIP Project Plan Applications submitted (how many submitted; how many not submitted; barriers and issues relating to those applications not submitted).	12/31/2014
<b>Progress Report 5:</b> Status of work with coalitions to strengthen governance of emerging PPSs relating to Certificate of Need (CON) applications.	3/1/2015
<b>Final Report</b>	4/1/2015

## PAYMENT (CONT'D)

- Payments will be all-inclusive hourly rate reimbursement;
- Deliverables include all items listed above;
- Contractor shall receive payment for all items after the last deliverable on the submitted work plan has been completed, and deemed satisfactory, by DOH.
- Minimum 10% penalty if 15 or more business days late.



## CONTACT FOR QUESTIONS

### Submission of FAS Questions, Written Proposals:

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Management

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### Negotiation of Contract Terms after Award (TBD)







# DSRIP SUPPORT TEAM PROCUREMENT QUESTIONS?

