



*Delaware Health
And Social Services*

DIVISION OF MANAGEMENT SERVICES

**DELAWARE HEALTH CARE COMMISSION
Margaret O'Neill Building
410 Federal Street, Suite 7
Dover, DE 19901**

REQUEST FOR INFORMATION NO. HSS-12-063

FOR

DEVELOPMENT OF A STATEWIDE HEALTH CARE INNOVATION PLAN

FOR

STATE OF DELAWARE

DELAWARE HEALTH CARE COMMISSION

**DATE DUE: 11/30/12
LOCAL TIME 11:00AM**

State of Delaware
Delaware Health Care Commission

Request for Information:

Key Dates

Release Date: 11/7/12

Response Date: 11/30/12

Purpose

The purpose of this RFI is to provide the Delaware Health Care Commission with information related to potential approaches to developing a statewide healthcare innovation plan including comprehensive development of system delivery and payment models across a multi-payer market to support improved health, improved health care and lower costs. The Delaware Health Care Commission invites vendors to submit their capabilities and interests relative to this RFI. The Delaware Health Care Commission may reference this material as indicative of industry capabilities and, in the event the Delaware Health Care Commission issues a Request for Proposal (RFP), the Delaware Health Care Commission may use this material to facilitate the development of the RFP or the establishment of standards and policies.

Background

Information Requested

The Delaware Health Care Commission is seeking information related to consultative and contract services available in the following areas:

1. Strategic planning and project management sufficient to accomplish all activities in a six-month project period including
 - a. overall project administration
 - b. coordination of all activities conducted by contractors, state staff, partners, and others including overall and area-specific project management, scheduling, budgeting, invoicing, training, reporting, and procurement
2. Health care delivery system analysis and transformation including:
 - a. Definition of best practices, current practice and utilization patterns, research related to successful existing and peer-state activities best practices, evaluation of current and planned CMMI programs and consideration of such programs in Delaware market
 - b. Design of integrated service delivery mechanisms including performance and quality metrics, and condition/disease-specific approaches including but not limited to effectiveness (overall and by specific population), proportion of population served, and common elements. Consultant will collect Delaware-specific and national data identifying behaviors related to health care utilization. Consultant will develop comprehensive service delivery model and test a population analytics program (in collaboration with the data analytics

- vendor). They will model scope and theory of action development, and set performance measures and targets.
3. Health policy research and development including
 - a. inventory of existing policy, licensure, and purchasing units within state government
 - b. system, statutory and regulatory research
 - c. development of system improvements made possible by benefit redesign and alignment
 4. Health care workforce assessment and enhancement including:
 - a. Research and plan development in the areas of
 - i. Licensure reforms
 - ii. Training of new health care professionals
 - iii. Recruitment (with special emphasis on mid-level practitioners) to extend services
 - b. Facilitation of action plan design process with tasks, organization assignments, performance measures and timelines
 5. Health data collection and analytics analysis and transformation with primary goals of development of predictive modeling infrastructure for identifying areas for clinical improvement, streamlining systems and developing the capacity for risk adjusted cost & utilization for payment reform including:
 - a. A wide array of technical and analytic services to support Delaware's goal for payment transformation & health care reform that increases health and decreases spending growth.
 - b. Assistance in the construction of a foundation of information to support policy analysis, evaluation, and decision making.
 - c. Development of an analytical framework and generate analytic deliverables that provide a clear picture of health & health care spending in Delaware.
 - d. Completion of a health data inventory, defined data collection & analytical solutions, plan for improvement of data infrastructure including plan to integrate data systems, define peer state programs, and presentation of recommendations.
 6. Health care payment model development including:
 - a. Research of payment model options and peer state activities including legal and regulatory issues and challenges
 - b. Development of payment model strategy and plan
 7. Population-based approaches to health promotion including:
 - a. Wellness programs and population health management techniques
 - b. Best practices research
 - c. Model development and integration with health care delivery system transformation (above)

The Delaware Health Care Commission would like vendors to provide detailed cost estimates associated with the above services.

The Commission also requests information related to vendors' experience in the following areas:

1. Development, testing and evaluation of innovative, outcomes-based health care payment models including research, stakeholder engagement, design, implementation and outcomes data collection and analysis

2. Support for state governments in the development of a State Health Care Innovation Plan for submission to the Center for Medicare and Medicaid Innovation (CMMI)
3. Contributions to the development of a successful proposal to CMMI for the development of a Comprehensive Primary Care Initiative (CPCI)
4. Implementation of new statewide, multi-payer health care payment models such as patient-centered medical homes and Accountable Care Organizations (ACOs).
5. Extensive collaboration with health care providers
6. Successful implementation of state or federal legislative and regulatory changes related to health care purchasing, governance structures or authority
7. Development, implementation and communication of pricing and risk sharing plans
8. Development, implementation and reporting to providers of baseline performance levels and progress

RFI Obligations

The RFI is a request for information only. There will be no contract awarded as a result of the RFI. Nothing in the materials vendors provide, further referred to as Vendor Information Packages, as a response to this RFI nor Delaware Health Care Commission remarks or responses to the Vendor Information Packages (VIP) or any individual vendor, will be considered binding for a future contract.

Contact Person and Submission

The Delaware Health Care Commission is the sole point of contact with regard to all matters relating to this RFI. All communications concerning this RFI must be addressed to the contact person:

Jill Rogers
Executive Director
Delaware Health Care Commission
Margaret O'Neill Building
410 Federal Street, Suite 7
Dover, DE 19901
(302) 739-2730
Jill.Rogers@state.de.us

Responses to this RFI should provide a straight-forward concise description of the Vendor's offer to meet the requirements of the RFI. Responses should be submitted electronically. Any materials provided during the presentations will be considered as part of the VIP in addition to the electronic response.

To streamline the review process, the Health Care Commission asks that VIPs include :

1. A cover letter on the letterhead of the company submitting the VIP. The cover letter must briefly summarize the vendor's ability to provide the services specified and identify all the materials and enclosures being submitted.
2. A contact person which includes a phone number and email address.
3. A table of contents with page numbers for each component of the VIP.

4. A reply to the requirements listed with a detailed description of how the Vendor will provide each of the services outlined in this RFI. This part of the VIP should also include descriptions of any enhancements or additional services or qualifications the Vendor will provide that are not mentioned in this RFI.

Neither the Delaware Health Care Commission nor the State of Delaware shall be liable for any of the costs incurred by a Vendor in preparing or submitting a VIP, including, but not limited to preparation or the expenses associated with any presentations. Each VIP should be prepared simply and economically, providing a straight-forward, concise description of the Vendor's ability. Emphasis should be on completeness and clarity of content.

Electronic submissions will be accepted for HSS-12-063. Electronic documents must be in PDF format and provide all pertinent content of the RFI request. Larger files must be zipped. Please have the HSS # as part of the file title.

Schedule

RFI Issued	11/7/12
Vendor Questions Due	11/14/12
Answers to Questions published	11/19/12
Responses to RFI Due	11/30/12

