Request for Proposal (RFP):
CCO Environmental Scan for OPCA

Date Issued: March 16th, 2020

RFP Due Date: April 3rd 2020, 5pm

INFORMATION FOR BIDDERS

Purpose: Oregon Primary Care Association (OPCA) invites proposals for the following activities and products:

- Development of an environmental scan to assess Oregon’s Coordinated Care Organization(s) (CCOs) knowledge of and relationship to the Federally Qualified Health Center(s) (FQHCs) in their region. At a minimum, assessment will include the following:
  - current knowledge of the work of (the) FQHC partner(s), the health center mission, and the work of OPCA;
  - current and desired value based payment (VBP) agreements with FQHCs across a comprehensive scope of services (such as oral, behavioral, physical, vision services);
  - existing funding and support for FQHC initiatives including Social Determinants of Health (SDH), Behavioral Health and/or Oral Health Integration; Substance Use Disorder and Medication Assisted Treatment (SUD/MAT);
  - perception of current engagement and relationship with FQHC leadership and desired areas for improvement.

- Identification of key leadership contacts and outreach to all CCOs.

- Conduct environmental scan via phone interviews with a minimum of 10 - 12 of 15 CCO leaders, ideally with as much regional variety as possible (~70%).

- Drafted and finalized report including qualitative data on key themes and findings, and geographic areas of strength and needed improvement.

- Strategic plan framework highlighting short and long term opportunities and suggested next steps for OPCA and FQHCs with a goal of strengthening relationships, funding alignment, and engagement with CCO(s).

Organizational Background: The OPCA is a nonprofit, 501(c)(3), membership association, founded in 1984. Our members include all 32 of Oregon’s community health centers, also known as federally qualified health centers (FQHCs), other safety net clinics, and those who support them. Our mission is to lead the transformation of primary care to achieve health equity for all.

OPCA provides technical assistance and training to our community health center members. Additionally, OPCA represents its members and beyond, acting as an advocate to governmental agencies regarding policy at the state and federal level. The organization currently employs 22 people (22.5 FTE) with revenues of ~$3M. The majority of employees are of service to member clinics providing consulting services, advocacy, training, and more in support of our mission and strategic plan. There is also a small team of administrative personnel in areas such as accounting, human resources, operations, IT Support, etc.
OPCA receives funding from grants, contracts, membership dues and fees. We receive government funding from the US Department of Health and Human Services, and multiple grants/contracts from multiple foundations/entities. We have 22 employees located in our downtown Portland office.

**Project Background:** OPCA’s 5-year strategic plan approved by the Board in January 2019 called for health centers to be “indispensable leaders” in health system transformation. In 2019, an assessment of FQHC perceived relationships with their CCO(s) was conducted by an independent consultant [this report can be shared in advance of development of the CCO environmental scan]. Some key questions implicit in this phase of the work include:

- How does CCO leadership perceive the local CHC(s)’ role in health system transformation right now?
- How can health centers best partner with CCO’s to support implementation of CCO 2.0 objectives?
- What areas of strength does each health center bring to the table to help CCO’s meet their objectives (SDH expertise/interventions; behavioral health integration; population health management; MAT?)
- Are there currently any funded efforts from the CCO to support of FQHCs in alignment with the aforementioned CCO objectives? What does this funding look like?
- How would CCOs describe their current partnership with their FQHC(s) in terms of engagement in one another’s leadership/governance structures?
- Where would CCOs most like to improve or build on these existing relationships?
- What would it mean to have FQHCs be the “provider of choice” regionally for the CCOs?

**SCOPE OF WORK & TIMEFRAME**

OPCA requires the following services. Bidders shall provide a separate estimate cost for each service **not to exceed** $15,000 in total:

1. Develop CCO Environmental Scan tool with OPCA staff and, as relevant, Board and/or other consultant input (e.g. consultants building OPCA’s network strategy).
3. Develop a final report with results and actionable strategic plan framework.

The project shall be completed by June 30, 2020.

**PROPOSAL PREPARATION AND SUBMISSION INSTRUCTIONS**

**Questions:** Please direct all questions to Carly Hood-Ronick via email (chood@orpca.org). Subject title should list “Question - RFP: CCO Environmental Scan.”

**Proposals must include (preferably in the order below):**

a) Brief evidence of the firm/individual’s qualifications to provide the above services;
b) Background and experience in developing and analyzing survey data
c) Familiarity with Oregon’s CCO environment;
d) A proposed scope of work, timeline and staffing plan if multiple individuals are engaged;
e) Proposed fee structure;
f) Describe your billing rates and procedures for technical questions that may come up during the project, or whether these occasional services are covered in the proposed fee structure;
g) And, references and contact information from at least 2 comparable clients.

**Submission:** Please submit final proposal to Carly Hood-Ronick by email on or before the deadline listed on page 1 (chood@orpca.org). Only proposals submitted by email will be accepted. Email subject title should list “Final Proposal - RFP: CCO Environmental Scan”

Request for Proposal: CCO Environmental Scan (2020)
The CCO Strategy and Health Equity Director, Executive Director, Deputy Director, and Governmental Affairs Senior Director and will review all proposals and make selections no later than April 17, 2020. Work expected to begin immediately after selection.