



OneCare Vermont

2019 ACO Innovation Fund – Second Round Frequently Asked Questions

Contents

Second Round of Innovation Fund	2
Can an organization have proposals accepted in both the first and second rounds of funding?.....	2
In order to qualify for the second round, did we have to have to submit in the first round?.....	2
If a proposal is not selected in the first round, can it be resubmitted in the second round?	2
Is preference or priority given to proposals in the second round that were previously submitted in the first round?	2
RFP Process Questions	2
Is there a letter of intent (LOI) required prior to submission of the formal proposal?	2
Do references count towards the proposal narrative’s six page limit?	2
Can an organization submit multiple proposals?.....	2
Are there specific format and document requirements?	3
Would we only be able to offer services to patients that are Vermont residents?.....	3
What are the definitions of “Participant”, “Preferred Provider” and “Collaborator”?	3
The RFP states “projects cannot duplicate existing services or tools”. Can you explain that in greater detail?.....	3
The RFP states “projects cannot be research focused”. Can you explain that in greater detail?.....	4
Should the sections be labeled throughout the narrative?	4
Content questions	4
Can my team speak with someone at OneCare about our proposal prior to submission?	4
What analytics support can OneCare offer to our team?.....	4
Are you able to provide examples of potential projects?.....	4
Are you looking for system level interventions or only direct care interventions?.....	4
Lead Applicants, additional Applicants and other team partners	4
Are we able to include other organizations who are not attributed to the ACO (i.e. independent primary care practices)?	4
What is the difference between additional Applicants and “additional team partners” on the Cover Sheet?	4

2019 ACO Innovation Fund – Second Round

Frequently Asked Questions

Can Applicants and additional team partners be from for-profit companies and/or governmental? 4

Do we need to have additional Applicants or additional team partners to apply? 5

Funding and Budget..... 5

Do you have contractual terms and conditions regarding funding and waivers we can review? 5

How much funding is available?..... 5

Is it possible to get funding for more than one project? 5

Can the funds pay for direct care personnel who are not otherwise paid in the current fee-for-service system? 5

Are there regulatory limits to financial incentives that can be offered directly to ACO enrollees for health behaviors? 5

OneCare Vermont’s Care Model 6

Second Round of Innovation Fund

Can an organization have proposals accepted in both the first and second rounds of funding?

Yes, it is possible for an organization to have proposals accepted in each round of funding.

In order to qualify for the second round, did we have to have to submit in the first round?

No, you do not need to submit a proposal in the first round to be considered for the second round.

If a proposal is not selected in the first round, can it be resubmitted in the second round?

Yes, proposals not selected in the first round can be resubmitted in the second round, however the expectation is the proposal will be refined to better meet the expectations set forth in the request for proposals (RFP).

Is preference or priority given to proposals in the second round that were previously submitted in the first round?

No, no preference or priority will be given in the second round to proposals that were submitted in the first round.

RFP Process Questions

Is there a letter of intent (LOI) required prior to submission of the formal proposal?

No, a letter of intent is not requested or required.

Do references count towards the proposal narrative’s six page limit?

No, references, exhibits and letters of support do not count towards the proposal narrative limit of six pages. References, exhibits and letters of support do not count towards the proposal narrative page limit. The budget template, budget justification and quarterly disbursement plan documents also do not count toward the proposal narrative page limit.

Can an organization submit multiple proposals?

Yes, there is no limit to the number of proposals each organization can submit.

2019 ACO Innovation Fund – Second Round Frequently Asked Questions

Are there specific format and document requirements?

Yes: The proposal package must be emailed in PDF format to: InnovationFund@OneCareVT.org

The proposal package must be submitted as a one (1), combined PDF document and include the documents listed below in the following order:

- Cover Sheet (use provided template)
- Project narrative (**not to exceed** 6 single-spaced pages. References, exhibits and letters of support do not count towards the proposal narrative page limit.)
- Budget (use provided template)
- Budget Justification (**not to exceed** 2 single-spaced pages)
- Quarterly fund disbursement plan (use provided template)

Would we only be able to offer services to patients that are Vermont residents?

The intent of the Innovation Fund is to transform the health care system in Vermont and the proposed projects should be designed to address the needs of Vermonters. We understand patients from other states may also access services in Vermont and these patients do not need to be excluded from the project.

What are the definitions of “Participant”, “Preferred Provider” and “Collaborator”?

Participant, Preferred Provider and Collaborator are terms for individuals and entities that have entered into contracts with OneCare Vermont. If you are unsure if you or your organization are contracted with OneCare, please email: ACONetworkOperations@OneCareVT.org

Participant: An individual or entity identified by a TIN, included in the provider roster submitted to Payers, that attribute patients, and actively tracks and reports quality. Participants are clinicians that participate in care coordination activities and are eligible to bill payers.

Preferred Provider: An individual or entity identified by a TIN, included in the provider roster submitted to Payers, that does not attribute patients but is eligible to participate in care coordination activities and waiver programs. Some Preferred Providers may begin reporting quality measures in 2019. Preferred Providers are clinicians that are eligible to bill payers.

Collaborator: An entity that provides for, arranges for, or otherwise supports the activities and goals of the ACO and desires to engage in functions or services related to ACO activities. Collaborators are not included in the provider roster submitted to payers and are not eligible to bill payers.

The RFP states “projects cannot duplicate existing services or tools”. Can you explain that in greater detail?

Our intent is to encourage projects that go beyond the current state of care delivery. Strong proposals will demonstrate a novel project idea, or a novel expansion of an existing service or tool. Proposals for funding to continue a service or tool as it has been delivered with no changes will not be considered strong proposals in the evaluation process.

2019 ACO Innovation Fund – Second Round Frequently Asked Questions

The RFP states “projects cannot be research focused”. Can you explain that in greater detail?

Our intent is to fund projects that have a direct impact on care delivery. We anticipate many teams will want to publish results from their projects, however the primary intent of the proposed project cannot be to contribute to the expansion of general knowledge through study or research.

Should the sections be labeled throughout the narrative?

Section labels as strongly encouraged but not required.

Content questions

Can my team speak with someone at OneCare about our proposal prior to submission?

To ensure the process remains fair and objective, OneCare will not consult on content or ideas for proposals during the submission period, except during the informational Q&A webinars in June. We look forward to reading complete proposals, and are committed to maintaining a timely review and selection process.

What analytics support can OneCare offer to our team?

If your team would like to request analytics support from OneCare, please specify in your proposal narrative the type of support you anticipate needing. We may outreach to your team if we have any follow up questions on your request.

Are you able to provide examples of potential projects?

Please refer to the goals of the Innovation Fund (page 1) and the 2019 Areas of Interest (page 2) of the RFP for direction on the scope and types of projects we are requesting.

Are you looking for system level interventions or only direct care interventions?

We are interested in reviewing proposals for both system level and direct care interventions.

Lead Applicants, additional Applicants and other team partners

Are we able to include other organizations who are not attributed to the ACO (i.e. independent primary care practices)?

Yes, organizations that do not have a contract in 2019 with OneCare can be included in your proposal, however at least one Applicant must have a 2019 contract with OneCare in good standing.

What is the difference between additional Applicants and “additional team partners” on the Cover Sheet?

The intent of space for additional Applicants is to identify organizations that have designed and will execute the project along with the Lead Applicant. The additional Applicant(s) may also receive funds from the ACO Innovation Fund through the Lead Applicant. All Applicants must be from different organizations from the Lead Applicant (ex. two physicians at the same practice cannot apply as Lead Applicant and an additional Applicant). The table for “additional team partners” is to allow projects to include people and organizations that may not be serving in the role of an Applicant but otherwise are involved in the project (ex. Community Health Team member; Blueprint QI Facilitator).

Can Applicants and additional team partners be from for-profit companies and/or governmental?

Yes.

2019 ACO Innovation Fund – Second Round
Frequently Asked Questions

Do we need to have additional Applicants or additional team partners to apply?

Collaboration with additional Applicants and team partners is encourage but not required for submission, **unless** the total requested budget is greater than \$100,000. If the total requested budget is greater than \$100,000, then the proposal must include at least one additional Applicant.

Funding and Budget

Do you have contractual terms and conditions regarding funding and waivers we can review?

Yes; Innovation Funds awarded may be subject to terms and conditions under certain Federal waivers. For more information, please email InnovationFund@OneCareVT.org

How much funding is available?

For 2019, ACO Innovation Fund will disburse at least \$1,000,000. This funding will be distributed over the two funding cycles.

For applicants, we are requesting total requested budgets be between \$10,000 and \$250,000. If a project is requesting more than \$100,000, at least one additional Applicant from a different organization as the Lead Applicant must be included in the application.

Is it possible to get funding for more than one project?

Yes.

Can the funds pay for direct care personnel who are not otherwise paid in the current fee-for-service system?

Yes.

Are there regulatory limits to financial incentives that can be offered directly to ACO enrollees for health behaviors?

If you intend to provide an incentive to patients, whether financial or a service (has value, but not cash/gift card), please include as much details as possible in your proposal narrative.

Specifically, for financial incentives, we would need to know that the incentive is for ACO attributed lives only and which payer program(s) would be included in the incentive.

Financial incentives provided to patients may need approval by impacted payers as well as OneCare Vermont's Population Health Strategy Committee and/or Board of Managers. Financial incentives and potential waivers implicated will be reviewed and approved after a proposal is accepted.

**2019 ACO Innovation Fund – Second Round
Frequently Asked Questions**

OneCare Vermont’s Care Model

Projects must address the needs of medium, high and very high risk individuals in quadrants two, three and/or four of OneCare’s Care Model (see below). Projects addressing exclusively low risk individuals (quadrant one) with a primary prevention strategy will not be considered as they are funded through separate mechanisms through OneCare’s RiseVT primary prevention strategy.

Also, we do not require submissions to validate what percentage of the project’s targeted population falls under each category of the Care Model. Stating the focused categories is sufficient.

