2019 ACO Innovation Fund – Second Round
Request for Proposals

Issued: **June 5, 2019**

Proposals Due: **Monday, July 8, 2019 at 5:00 PM**

Applicants Notified of Decision: **Week of August 19, 2019**

Project Commencement: **October 1, 2019**

OneCare Vermont

OneCare Vermont ("OneCare") is an Accountable Care Organization ("ACO") working with Medicare, Vermont Medicaid, Commercial, and Self-Funded insurance programs to improve the health of Vermonters and lower health care costs. OneCare's network in 2019 includes the communities of Bennington, Brattleboro, Burlington, Lebanon, Middlebury, Montpelier, Newport, Randolph, Rutland, Springfield, St. Albans, St. Johnsbury and Windsor. OneCare comprises an extensive network of providers, including 13 hospitals in Vermont and New Hampshire, >130 primary care practices, >240 specialty care practices, 23 skilled nursing facilities, 6 Federally Qualified Health Centers, 9 Home Health Agencies, 5 Area Agencies on Aging, and 9 Designated Agencies for Mental Health and Substance Use.

ACO Innovation Fund Background

In 2019, OneCare Vermont anticipates awarding at least $1,000,000 in grant funding, over two funding cycles, to organizations in the ACO Network, and their partners, with the goal of improving the quality, cost and experience of healthcare for Vermonters. This request for proposals (RFP) is for the second funding cycle, anticipated start in October 2019.

The goal of the ACO Innovation Fund is to find and highlight projects that:
- Impact the medium, high and/or very high risk populations in OneCare's Care Model.
- Are evidence-based or evidence-informed.
- Facilitate progress towards the goals of the Institute for Healthcare Improvement's Triple Aim.
- Have the potential to positively impact the ACO Total Cost of Care
- Support transformation to a value-based health care delivery system.
- Promote partnerships and collaboration to develop and advance integrated systems of care.

2019 Innovation Fund Areas of Interest

OneCare is particularly interested in proposals concerning the following:

- Improving access to care
- Improving mental health and/or substance used disorder prevention, screening and/or treatment
- Advancing care coordination for high risk individuals through innovative programs addressing the social determinants of health
- Improving the health of individuals with multiple chronic conditions
- Slowing the incidence of chronic disease
- Improving patient experience of care
- Transforming systems of care by aligning or integrating care across organizational boundaries
- Using technology to provide care in new and different ways
- Eliminating inequalities in health

Eligibility and Evaluation

Eligible proposals and applicants must meet <u>all</u> of the following criteria to be considered:

- **At least one Applicant must be a 2019 OneCare Participant, Preferred Provider or Collaborator,** however applications by multiple organizations working collaboratively are encouraged.
- **Funding requests must be between $10,000 and $250,000.** If the total requested budget **is greater than $100,000**, then the proposal must include at least one additional Applicant from a different organization than the Lead Applicant.
- **Project length must be between 6 and 24 months**, with project commencement on October 1, 2019. Project timelines will be set by applicant in the proposal.
- **Project cannot duplicate existing services or tools.** 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 innovative changes will not be considered strong proposals during the evaluation process.
- **Project cannot be research focused.** 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.

Proposals will be evaluated according to:

- Degree of alignment with ACO Innovation Fund Background stated goals and identified areas of interest in 2019.
- Anticipated meaningful outcomes/significance of the work.
- Sustainability beyond the end of ACO funding.
- Scalability to other organizations, populations and/or communities.
- The potential for innovation in health care delivery.
- Feasibility of accomplishing the stated project goals within the project period.
- Submitted budget aligns with "Budget and Use of Funds" guidelines

Budget and Use of Funds

Selected proposals will receive a maximum funding between $10,000 and $250,000 per project.

- Projects will be fully funded with 2019 ACO budget allocation.
- Project funding requests between $10,000 and $250,000 will be considered. A budget justification is required to substantiate all funding requests.
    - If the total requested budget is greater than $100,000, the proposal must include at least one additional Applicant from a different organization than the Lead Applicant.
- Project funds cannot replace or duplicate other appropriate funding sources.
- Awarded funds may NOT be used for the following:
    - Indirect costs greater than 10% of awarded funds
    - Lobbying activities
    - Incentivizing patients or providers, unless appropriate waivers are granted and approved by OneCare

Award Administration, Reporting and Evaluation of Results

- Applicants will complete a proposed Quarterly Funds Distribution worksheet, indicating their desired funds flow within OneCare's quarterly payment schedule. No more than 90% of funds may be distributed before the final quarter of the project period. All requests for disproportionate distributions must be clearly described in the Budget Justification.
- Award recipients will be required to submit quarterly progress reports by the 15th of the month following each quarter. Quarterly payments will be made according to the final approved Quarterly Funds Distribution Plan as described in the contract and upon acceptance of the quarterly report.
- Quarterly Reporting and Evaluation Template will be provided to all award recipients.
- A Final Project Report including an evaluation of project results will be required to be submitted in writing to OneCare within one month after the conclusion of the project.
- Award recipients will be required to submit annual invoices and a final invoice at the conclusion of the project for actual expenses incurred during the project. OneCare's final payment will be reconciled against actual expenses incurred and any overpayments collected from recipients.
- Final payments will not be made until the Final Project Report and final invoice are received.

How to Apply

Proposals are due to OneCare by **5:00 PM on Monday, July 8, 2019**. Proposals must be submitted before the deadline or will not be considered. If a proposal is incomplete, OneCare reserves the right to reject the proposal. OneCare also reserves the right to ask clarifying questions on any proposal.

- The proposal package must be submitted as a single PDF document and emailed to: InnovationFund@OneCareVT.org
- The proposal package must include the documents listed below in the following order:
    1. Cover Sheet
    2. Project narrative (6 page, single-spaced limit)
    3. Budget (use provided template)
    4. Budget Justification (2 page, single-spaced limit)
    5. Quarterly fund disbursement plan (use provided template)
- See the following page for details of proposal package documents.

Proposal Package Requirements

1. Cover Sheet (**use provided template**)

2. Project Narrative (**not to exceed** 6 single-spaced pages. References, exhibits and letters of support do not count towards the proposal narrative page limit.):
   2.1. Brief, two sentence description of project;
   2.2. Background and significance of identified opportunity/issue being addressed, including its specific relevance to patients in quadrants two, three and/or four of OneCare's Care Model;
   2.3. Specific goals of this project;
   2.4. Description of the innovation;
   2.5. Anticipated outcomes and metrics that will be utilized to measure progress throughout the project cycle, and measure impact of project at its conclusion. Please specify if you anticipate needing any data or analytics support from OneCare;
   2.6. Detailed description of project, approach, methods and evidence-base;
   2.7. Brief statement of the project's alignment with the IHI Triple Aim;
   2.8. A project timeline that includes activities, duration and deliverables for each step;
   2.9. Potential barriers or risks to implementation and plans for mitigation;
   2.10. List of project partners and their roles; and
   2.11. Description of scalability potential and sustainability when funding has ended; and justification for how scalability and sustainability were determined.

3. Detailed budget (**use provided template**) that includes:
   3.1. Total funds being requested (between $10,000 and $250,000);
   Note: If the total requested budget is greater than $100,000, the proposal must include at least one additional Applicant from a different organization than the Lead Applicant.
   3.2. Key personnel costs (salary and fringe);
   3.3. Equipment;
   3.4. Supplies;
   3.5. Travel;
   3.6. Other direct costs; and
   3.7. Indirect costs (costs that cannot be identified easily with a particular project. Ex. utilities)
   Note: Applicants can add additional lines to the budget template for the purposes of more clearly expressing intended spending and align with the applicants reporting capabilities.

4. Budget justification (**not to exceed** 2 single-spaced pages) that includes:
   4.1. Description of roles of all staff; and
   4.2. Description of each major budget item and how it supports the project goals

5. Quarterly Fund Disbursement Plan (**use provided template**)
   5.1. Number of quarters anticipated to complete project (min. two quarters, max. eight quarters);
   5.2. Amount of award to be disbursed each quarter upon OneCare receiving the quarterly report; and
   5.3. Disbursement for final quarter must be at least 10% of total funds being requested.

Questions?
Questions about the Innovation Fund RFP can be sent to: InnovationFund@OneCareVT.org