



**Request for Proposal (RFP):  
CCO and CHC Relationship Assessment for OPCA**

**Date Issued: March 11, 2019**

**RFP Due Date: April 1<sup>st</sup>, 2019, 5pm**

**INFORMATION FOR BIDDERS**

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

- Development of a baseline assessment of the status of Community Health Center (CHC) partnership with their local Coordinated Care Organization(s) (CCOs), At a minimum, assessment will include the following:
  - current and desired funding and support for Social Determinants of Health (SDH) and other transformation initiatives;
  - current and desired value based payment (VBP) agreements across a comprehensive scope of services (such as oral, behavioral, physical, vision services);
  - perception of current engagement and relationship with CCO leadership and desired areas for improvement.
- Implementation of assessment via phone interviews with a minimum of 26 of 32 OPCA health center leaders (80%).
- Drafted and finalized report including qualitative data on key themes and findings, geographic areas of strength and needed improvement, and suggestions for next steps.
- A second phase may be added to execute a similar assessment with CCO leadership regarding perceptions of their relationships with CHCs, after review of initial findings (this phase not included in this bidding process).

**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 25 people (22.5 FTE) with revenues of ~\$2.8M. 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 25 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. Some key questions implicit in this strategic plan goal include:

- What does indispensable mean?
- How do FQHC executive directors perceive their centers’ role in health system transformation right now?
- How, if at all, would they like to elevate that role?
- 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; Medication Assisted Treatment (MAT)?
- Are there currently any funded efforts at their center in alignment with the aforementioned CCO objectives? What does this funding look like?
- How would they describe their current partnership with their CCO in terms of support for Social Determinants work, accessibility and the nature of, as well as satisfaction with VBP contracts, and engagement in the CCO leadership structure(s)?
- Where would they most like to improve or build on these existing relationships?

### SCOPE OF WORK & TIMEFRAME

OPCA requires the following services. Bidders shall provide a separate estimate cost for each service **not to exceed \$10,000 in total:**

1. Develop CCO Assessment tool with OPCA staff and, as relevant, Board input.
2. Administer assessment survey, securing at least 26 CHC responses.
3. Develop a final report.

The project shall be completed by June 30, 2019.

### PROPOSAL PREPARATION AND SUBMISSION INSTRUCTIONS

**Questions:** Please direct all questions to Carly Hood-Ronick via email ([chood@orpca.org](mailto:chood@orpca.org)) and those questions will be routed to the appropriate person for response. Subject title should list “Question - RFP: CCO Assessment.”

**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](mailto:chood@orpca.org)). Only proposals submitted by email will be accepted. Email subject title should list “Final Proposal - RFP: CCO Assessment”

### PROPOSAL EVALUATION AND CONTRACT AWARD

The Executive Director, Network Development Senior Director and Health Equity Senior Manager will review all proposals and make selections no later than April 15, 2019. Work expected to begin immediately after selection.

Request for Proposal: CCO Assessment (2019)

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