

## **REQUEST FOR INFORMATION**

*May 26th, 2020*

### **Purpose/Objective**

This Request for Information (“RFI”) seeks insight, information and submittals on how Central New York Care Collaborative, Inc. (“CNYCC”) may best coordinate future efforts to sustain population health management and care coordination as well as the improvements and systems developed for the community served under the DSRIP program given the changes in State and Federal policy involving delivery system redesign.

### **Background**

CCNYC is a Not-for-Profit Corporation sponsored by Class A and B Members consisting of 3 Class A members and 1 Class B member and a broad based Board of Directors. CNYCC connects more than 2,000 healthcare and community-based service providers in six counties across Central New York -- Cayuga, Lewis, Madison, Oneida, Onondaga, and Oswego. The primary goal of the collaborative is to serve the population by improving the coordination of healthcare and community-based services, enhancing the quality of outcomes, and creating an overall better system of comprehensive care for our region.

CNYCC was designated as the lead entity to allow for comprehensive reform in establishing a Performing Provider System (PPS) through a Delivery System Reform Incentive Payment (DSRIP) program developed by the State of New York in partnership with the Federal Centers for Medicare and Medicaid Services (CMS). The DSRIP program has promoted community-level collaborations and focused on system reform, specifically a goal to achieve a 25 percent reduction in avoidable hospital use over five years as well as related prevention benchmarks. Safety net providers and other community-based organizations have collaborated to implement innovative projects focusing on system transformation, clinical improvement and population health improvement. CNYCC believes that it is crucial for continuation of some of the services developed during the DSRIP 1.0 period for the overall benefit our community in Central New York.

This RFI is focused on the post-DSRIP 1.0 world and how infrastructure and resources developed by CNYCC may add value and support care delivery beyond 2020 and into the decade. This RFI does not seek any information concerning DSRIP matters, including the wind down of the waiver or any transformation of such waiver.

CNYCC will provide any additional information required for your response, including material contracts and systems which are currently in place with regard to PHM, Care Coordination or other infrastructure.

### **Information Requested**

CNYCC is interested in your suggestions and insight on an overall solution which would allow for continuation of CNYCC efforts to date, as well as information as to any combination of Population Health Management (PHM), Care Coordination, and the integration and platforms

developed by CNYCC pursuant to DSRIP 1.0 to date. The response to this RFI should, at a minimum, address the following basic information concerning your organization or collaborative as well as the key elements which are set forth below.

- I. Information about your organization: Please ensure that your submittal includes the following basic information:
  1. The name and address of your organization
  2. A list of services available through your organization.
  3. A summary of population health and/or care coordination services you provide and organizational structure
  4. All principals and affiliates involved in the organization.
  5. Years of operations under current ownership and a description of any significant growth, downsizing, or restructuring that has taken place within the last 10 years
  6. An explanation of the partnerships, subcontractors, or other external resources that your organization accesses which improve availability of care as well as the observed benefits and/or problems that you have found to be associated with utilizing such external resources.
  7. If your organization provides services to specific populations, a brief explanation as to the nature of such populations served.
  8. Three-year financial information showing income statements for your overall organization as well as all licensed entities operated by your organization. Include payor mix for each such organization.
  9. Information showing the organization's ability and commitment to sustain high quality of care within markets in Central New York.
  10. An organization chart of key ownership and management of your organization.
  11. High level three-year financial plan for sustaining infrastructure, inclusive of requested CNYCC funding
  12. What level of experience does your organization have in delivering similar products, services, and resources to CNYCC
  
- II. Key Elements of Interest: Please focus your submittal on the elements of interest set forth below. This does not preclude you from offering other ideas or options as you may deem useful to CNYCC as part of its strategic assessment, however, the following is intended to guide you as to elements which are of interest to CNYCC:
  1. CNYCC is focused on Medicaid redesign and has commitments and resources which address impediments to the availability of coordinate care to such populations and the improvement of quality and health outcomes. **Any submittal of interest must address the continued role of your organization as a material presence in governance and guiding force in delivery of PHM and Care Coordination within the context of Medicaid and the diverse populations which have been underserved in Central New York.**

2. CNYCC's governance consists of long-established Institutions within Central New York and any proposal should address how your organization will retain a foundational presence. **Any submittal must address interest in business structures which will ensure that operational authority will be long lasting and enduring.** CNYCC is interested in innovative approaches with respect to such operational structures which may include assignment/transfers of contracts, platforms and/or changes in governance, bylaws operational control and/or affiliations.
3. **Any submittal must provide both short term and long financial commitments which are in line with the value of the operational structure to be set forth in point 2 above.**
4. Submittals should address the extent of CNYCC partners and similar organizations to access and have utilize products, services and resources as part of any transitional option.
5. Submittals should address options which show the strength of proposed business models to support transferred CNYCC resources, and level of current commitment from potential clients/customers.
6. Economic feasibility and a financial plan related to the transfer of resources and obligations is essential and must be included in the submittal.
7. Representation of local organizations in governance and decision making is important to CNYCC as part of the review process.

III. **Disclaimer and Non-Binding Nature of Request.**

CNYCC reserves the right to entertain one or more RFI submittals and your organization understands that there is no exclusivity in the negotiation or consideration of submittals under this RFI. You must provide a letter of interest and provide a fully executed Confidential Disclosure Agreement ("CDA") by 06/05/2020. This CDA **shall continue in full force and effect pending the period set forth therein.** There are no representations, oral or written, being made by CNYCC.

CNYCC reserves the right to accept or reject, in whole or part, your organization's submittal if deemed in the best interests of CNYCC in its sole and exclusive discretion, and further reserves the right to terminate this RFI in its sole discretion. No legal obligation shall arise on the part of CNYCC unless and until further assessment by CNYCC and a definitive determination is made by CNYCC as well as an agreement or other transaction is executed by the parties. CNYCC shall bear no responsibility for any costs your organization may incur with regard to preparation of a submittal, proposal, investigation and due diligence, attendance at meetings or interviews and the like, all of which shall be at your organization's own expense. The selection of any organization(s) for further discussion or additional submittals shall not create any right, title, interest or expectation in such organization to enter into any definitive agreement or other transaction, nor shall any action or inaction by CNYCC be a basis for reliance by your organization that CNYCC will enter into any definitive agreement, transaction or contract of any kind. Any actions taken by your organization including, but not limited to, the hiring of any additional personnel, shall be at your organization's

**PROPRIETARY AND CONFIDENTIAL MATERIAL  
DISCLOSURE SUBJECT TO CONFIDENTIAL DISCLOSURE AGREEMENT**

sole and absolute liability and risk. Any claims made by third parties as against CNYCC shall be fully defended by and indemnified by your organization so that to the fullest extent, CNYCC will not be liable in any manner for any unpaid expenses of your organization's agents, consultants, attorneys or other contractors of any kind.

Your submittal in response to CNYCC's RFI confirms and acknowledges the above terms. Thank you for your interest.

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