



Request For Information:
Medicare Value Based Care Partnerships

WisconsinHealth+ is forwarding a Request for Information (RFI) for organizations interested in developing a partnership to advance value-based care. Potential partner organizations may be non-profit entities-such as primary care associations, health center controlled networks, or clinically integrated networks-or other management services organizations, primary care enablers, or third-party administrators operating Medicare Advantage or Medicare Shared Savings Program (MSSP) value based care (VBC) programs. Initial statements of interest should be made no later than **October 13, 2023**.

Responses should be made to **Kay Brewer** as indicated in the following Background and Information. All communication should be directed to the primary contact. Responses may be delivered by email to the primary contact email address below. Information regarding **WisconsinHealth+** is considered proprietary and should not be shared outside of your organization without permission.

Background Information and Purpose

1. Primary Contact for RFI related questions and information about the WisconsinHealth+

Name:	Kay Brewer
Title:	Performance Improvement Director
Office Address:	2810 Crossroads Drive, Suite 2700 Madison, WI 53715
Phone Number:	608-571-6039
E-Mail address:	kbrewer@wphca.org
WisconsinHealth+ Home Page:	https://www.wisconsinhealthplus.com/

2. Overview, Background, Purpose

- WisconsinHealth+ was formed in 2017, as a separate limited liability corporation of the Wisconsin Primary Health Care Association to function as a clinically integrated network (CIN). The CIN, which adopted the name, **WisconsinHealth+**, was formed to create collective scale and relevance for Health Centers so they remain viable in a rapidly changing healthcare environment; engage in collective joint alternative payment model contracts with managed care organizations; and build data analytics and reporting capacity to manage attribution, conduct preventative and disease management outreach, and care coordination functions at individual Health Centers and centrally at WisconsinHealth+.
- The Wisconsin Primary Health Care Association (WPHCA) is a non-profit, membership organization designated by HRSA as a Primary Care Association and a Health Center Controlled Network that provides training and technical assistance to Wisconsin's 17

Federally Qualified Health Centers (FQHCs) and 2 FQHC look-alikes. WPHCA was founded in 1982.

- WisconsinHealth+ is staffed through a managed services agreement with the Wisconsin Primary Health Care Association, which supports staff time to provide administrative and management services for WisconsinHealth+ and participating Health Centers.
- WisconsinHealth+ is interested in engaging with Health Center owned clinically integrated networks or third-party vendors that offer services and support to network of providers wishing to enter value-based programs through Medicare Advantage, the MSSP or similar VBC Programs.
- WisconsinHealth+ utilizes Azara DRVS as the primary performance management and data reporting system. Any data systems should be able to be integrated with Azara's data reporting capabilities.
- Preferred organizations will provide flexible programming, have a history of working with FQHCs/PCAs/HCCN, and have demonstrated the ability to form collaborative relationships with a network of providers.

Request

WisconsinHealth+ is requesting information from Health Center owned clinically integrated networks, management services organizations, primary care enablers, third-party administrators, and any other organization that offers services and support to networks of primary care providers wishing to enter into VBC programs. WisconsinHealth+ is seeking information from potential partner organization(s) that provide comprehensive, flexible program options and demonstrate a willingness to develop collaborative relationships with WisconsinHealth+ and participating Health Centers for two potential scopes of work described below. Partners are also welcome to submit a combined response for both scopes:

- **Scope 1 Medicare Advantage (MA) VBC partnerships:** WisconsinHealth+ currently has VBC contracts in place with some Wisconsin based MA plans. WisconsinHealth+ is seeking information from potential partners with demonstrated success in MA VBC programs that may provide efficiencies in VBC contracting with additional plans and other programming that will contribute to network provider success in MA VBC programs.
- **Scope 2 Medicare Shared Savings Program (MSSP):** WisconsinHealth+ is seeking information from potential partners interested in or that have experience in pooling or aggregating primary care providers within a single accountable care organization to collaborate in MSSP VBC programs. WisconsinHealth+ is interested in entering into the

MSSP for the 2025 application cycle and submit an application for the Advance Investment Payment program, should funding become available.

Characteristics of Preferred Partner Organizations

- Experience working with Primary Care Associations, Health Center Controlled Networks Community Health Centers (CHCs/FQHCs), Rural Health Clinics, or other safety net provider types.
- Demonstrated interest and/or ability to aggregate WisconsinHealth+ providers with comparable provider groups for a 2025 Medicare MSSP.
- Ability to support WisconsinHealth+ in accessing infrastructure funding like the Advance Investment Program, should funding be made available for the 2025 application cycle.
- Experience and commitment to working with communities of color and groups who have experienced significant barriers to accessing health care or experience in effectively engaging and working with multi-cultural and diverse communities.
- Demonstrated ability to perform clinically and financially in value-based incentive programs like the MSSP, other similar Medicare, Commercial or Medicaid VBC programs.
- Offers network and Health Center level performance review calls on a periodic basis and includes recommendations for highest priority area of focus by Health Center.
- Maintains a repository of high-value interventions that network or Health Centers can undertake to drive cost and quality outcomes, as well as implementation support for these interventions upon request.
- Offers robust data and analytics support, including both data and analytics platform(s) as well as training and technical assistance for CIN and provider. Support should be available in the domains of clinical quality, hierarchical condition coding, utilization, cost, etc.
- Offers onsite support to providers upon request, including:
 - Clinical workflow improvement recommendations
 - Billing and coding support
 - Support for care gap closure (i.e. patient lists; chart review; etc.)
- Offers other value-add services and/or financial support for such services. For example, home visiting programs, member incentive programs, remote patient monitoring programs, etc.
- Provides assistance throughout the Medicare application process and offers ongoing support to ensure WisconsinHealth+ maintains compliance with Medicare program requirements.
- Offers transparent financial distribution models for gains.
- Demonstrated ability to develop collaborative relationships with participating provider groups and organizations and cost/utilization.

Other Requested Information

- Typical ownership arrangement for existing Medicare partnerships.
- Typical provider-side expectations and requirements in existing agreements.

- Typical financial risk glide-path and expectations for network providers taking on downside risk in Medicare VBC programs.
- Typical approach to distributing gains, including portion of share savings held by partner organization.
- Typical out of pocket cost, not covered by shared savings.
- Recommended approaches to mitigating downside financial risk.
- References of currently participating providers (preferably PCAs or CHCs/FQHCs).
- Names, titles, and roles of the team anticipated to participate in any potential partnership with WisconsinHealth+, should a partnership be formed.
- Examples of financial support for provider-level programs and infrastructure (e.g. care management, data and analytics platforms, outreach and enrollment, etc.)
- Documentation or certifications of organization status as Minority-Owned (MBE), Service-Disabled Veteran Owned (DVB), Lesbian, Gay, Bisexual, or Transgender-Owned (LGBTBE), and/or Woman-Owned (WBE). Status defined as vendors that are at least 51% owned, managed, and controlled by a member or members of selected population. [See definitions of criteria here.](#)
- List any real or apparent potential conflicts of interest.

Request for Information (RFI)

Organizations interested in partnering with WisconsinHealth+ in either capacity should complete and submit the following documentation in three separate phases:

Phase 1: Due Friday, October 13, 2023

- the following background information document
- a one-page statement of interest, indicating the preferred scope or a combined partnership proposal that may be further explored.

Phase 2: A single 30-minute individual Q & A or scoping conversation with respondents will be scheduled between October 23, 2023-November 10, 2023. For respondents proposing a combined scope, a one-hour session will be scheduled.

Phase 3: Due 6-weeks after initial scoping discussions

- a description of how your organization meets each of the characteristics outlined under *Characteristics of Preferred Partner Organizations*, documents, policies, or written explanations detailing the information requested under *Other Requested Information* (if available),
- a template contract or typical contracting language that would be required to engage in a Medicare VBC partnership.
- Written materials may be augmented by an oral presentation to be scheduled upon request.

WisconsinHealth+ is seeking information only and reserves the right to request additional conversations with some but not all respondents.

Organizational Information

Business Name: _____

- Primary Contact: _____
- Title: _____
- Office/Location Address: _____

- Phone Number: _____
- E-Mail address: _____
- Organization's Internet Home Page: _____

RFI Process & Timeline

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|------------------------------------|--|
| September 27, 2023 | Request for information released. |
| October 13, 2023 | Phase 1 submission deadline, including the background information document and a one-page statement of interest, indicating the preferred scope of partnership that may be further explored. |
| October 23 -November 10, 2023 | A single 30-minute individual Q & A or scoping conversation with respondents will be scheduled. Respondents proposing a combined response will be offered a 1-hour session. |
| December 4-December 15 | Rolling submissions of additional requested information: <ul style="list-style-type: none">• a description of how partner organization meets each of the characteristics outlined under <i>Characteristics of Preferred Partner Organizations</i>,• documents, policies, or written explanations detailing the information requested under <i>Other Requested Information</i> (if available),• a template contract or typical contracting language that would be required to engage in a Medicare VBC partnership. |
| December 18, 2023-January 31, 2024 | WisconsinHealth+ review, deliberation, and identification of next steps. |