



COMMONWEALTH of VIRGINIA
DEPARTMENT OF MEDICAL ASSISTANCE SERVICES
600 East Broad Street, Suite 1300
Richmond, VA 23219

October 5, 2015

Dear Prospective Respondent:

The Department of Medical Assistance Services (DMAS or the Department) is soliciting responses from organizations interested in providing input into the development of Value Based Payment (VBP) strategy. This is not a formal solicitation and the Department will not award a contract based on responses to this Request for Information (RFI) RFI 2016-01. The Department, however, will use the responses to strengthen the program's design and determine the feasibility of this initiative.

Organizations must check the eVA VBO at <http://www.eva.virginia.gov> for all official postings or notices regarding this RFI. Posting of such notices will also be done on the DMAS website at http://www.dmas.virginia.gov/Content_pgs/rfp.aspx but the eVA VBO is the official posting site.

Organizations are requested not to call this office. All issues and questions related to this RFI should be submitted in writing to the attention of Seon Rockwell, Senior Program Advisor, Department of Medical Assistance Services, 600 East Broad Street, Suite 1300, Richmond, VA 23219, and should be submitted by email in MS Word format to dsrip@dmas.virginia.gov.

If your organization is interested in providing input, you are invited to submit a response to the Department. Responses should be received by **5:00 PM E.S.T. on Wednesday, October 21, 2015**. Documents should be addressed per the instructions in RFI 2016-01.

The Commonwealth will not pay any costs that any Organization incurs in preparing a response and reserves the right to reject any and all responses received.

Sincerely,
Chris Banaszak
DMAS Contract Manager

**REQUEST FOR INFORMATION
RFI 2016-01**

Issue Date: October 5, 2015

Title: Value Based Payment Strategies

Commodity Code(s): 95856, 91800, 94800 and 95200

All inquiries should be directed in writing via email in MS Word 2007 Format to:
dsrip@dmas.virginia.gov

Seon Rockwell, Senior Program Advisor
Department of Medical Assistance Services
600 East Broad Street, Suite 1300
Richmond, Virginia 23219

Response Due Date: Responses will be accepted until **5:00 PM E.S.T., Wednesday, October 21, 2015**

Submission Method: Responses should be mailed to the following:

“RFI 2016-01”
Department of Medical Assistance Services
600 E. Broad Street, Suite 1300
Richmond, Virginia 23219
Attention: Seon Rockwell

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, §2.2-4343.1 or against an Offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Respondents to this Request for Information (RFI) are hereby notified that all information, documentation, and any specific content or approaches included within RFI responses may be used in future solicitations. Organizations should not submit any proprietary, trade secret or confidential information in their response to any aspect of the RFI. Organizations are responsible for ensuring this requirement is met and the Department will not be held responsible or liable for release of said material in response to subsequent FOIA requests.

Under no circumstances shall the Commonwealth, the Governor’s Office, the Secretaries, or the Virginia Department of Medical Assistance Services be liable for, or reimburse, the costs incurred by respondents in preparing and submitting responses to this RFI.

Value Based Payment Strategies Request for Information (RFI)

RFI - INSTRUCTIONS AND RESPONSE PROCESS

1. Purpose

This is not a formal solicitation and the Department will not award a contract based on response to this RFI. This is strictly a means for the Department to obtain vendor input into the development of a Value Based Payment Strategy. Your response is not a commitment by your organization to provide the services as described.

2. Background

Within the next year, the Department of Medical Assistance Services (DMAS) plans to apply for a §1115 innovation waiver from the Centers for Medicare and Medicaid Services (CMS). This waiver will be used to accelerate delivery system transformation in Virginia's Medicaid program. An important component of this waiver will be Virginia's request for approval of a Delivery System Reform Incentive Payment Program (DSRIP) to fund investments in the Medicaid delivery system that will enable transformation. The Department's proposed plans for a DSRIP program are included in a [concept paper](#) posted on the DMAS website.

As indicated in the concept paper, DMAS expects that the DSRIP dollars will enable Medicaid providers to enter into value-based arrangements with the State and with Medicaid managed care plans to sustain transformation after the waiver ends. To inform its waiver development, DMAS is inviting interested parties to provide information on Value Based Payment (VBP) strategies. Initial ideas are included in the DSRIP concept paper but the Department is seeking further information through this RFI process, including information on the latest industry best practices and trends, that will shape the principles, models, and scope of a potential VBP solution for inclusion in the upcoming §1115 waiver and eventual implementation in the Virginia Medicaid program.

DMAS invites providers, plans, and other entities with experience with value based payment to prepare and submit no more than a 15 page document, including appendices, answering the questions below and providing other relevant information for consideration. At a minimum, DMAS would like for interested parties to answer any of the following:

1. What are models of Value Based Payment (VBP) that would most effectively drive improved quality and reduced cost, taking into account the demographics of the Medicaid population and Medicaid delivery system in Virginia which relies in significant measure on Medicaid managed care?
2. How do these models incent improved cost and quality performance from payers, providers, and patients alike?
3. What do the Medicaid delivery system and Medicaid managed care plans need by way of support (e.g., data infrastructure, incentive arrangements, enrollee engagement etc.) in order to be willing and able to participate more fully in value based payment arrangements?
4. Do behavioral health or long-term services and supports require different models of VBP? If so, which models would you recommend for these services?

Your information is greatly appreciated by the department. DMAS looks forward to learning about the latest trends, successes, and lessons learned in the Value Based Payment arena.

Note: The furnishing of ideas, solutions or information by a vendor is considered a part of normal sales efforts. It neither entitles any vendor to preferential treatment nor should it lead a vendor to believe they will subsequently be selected for award of any future DMAS procurements and/or contracts. Participation in this RFI is voluntary and future solicitation scoring matrices will not give preference to vendors who participate.

3. Key Response Requirements

- a. **Important Dates:** Responses are due to the department no later than 5:00 PM E.S.T. on Wednesday, October 21, 2015.
- b. **RFI Contact:** The principal point of contact for this solicitation in DMAS shall be:

Seon Rockwell, Senior Program Advisor
Department of Medical Assistance Services
600 East Broad Street, Suite 1300
Richmond, Virginia 23219
Email: dsrip@dmas.virginia.gov

All communications with DMAS regarding this RFI should be directed to the principal point of contact. All RFI content-related questions should be in writing to the principal point of contact.

- c. **Length of Response:** Responses should be no more than a 15 pages, including appendices. The Department will review attachments beyond the page limits; however, a limited number of attachments would be appreciated.
- d. **Format and Number of Copies:** The responder shall submit one original hard copy and one electronic copy in MS Word format (Microsoft Word 2007 or compatible format) by the response date and time specified in this RFI. The electronic copy may be e-mailed to the address listed above or submitted on a CD-ROM (Thumb drives/Flash Drives are also acceptable).
- e. **Proprietary/Trade Secret/Confidential Information:** All data, materials and documentation originated and prepared for the Department pursuant to this RFI belong exclusively to the Department and shall be subject to public inspection in accordance with the Virginia Freedom of Information Act (FOIA) (Va. Code § 2.2- 3700, *et seq.*). ***Therefore, organizations should not submit any proprietary, trade secret, or confidential information in their response to any aspect of this RFI. Organizations are responsible for ensuring this requirement is met and the Department will not be held responsible or liable for release of said material in response to subsequent FOIA requests.***

f. Submission and Acceptance of Responses

The responses, whether e-mailed, mailed or hand delivered, should arrive at DMAS no later than 5:00 PM. E.S.T. on Wednesday, October 21, 2015. The address for delivery is:

E-mailed to:

dsrip@dmass.virginia.gov

Subject Line: "Value Based Payment RFI"

Proposals may be sent by US mail, Federal Express, UPS, etc., to:

RFI 2016-01

Department of Medical Assistance Services

600 East Broad Street, Suite 1300

Richmond, VA 23219

Attention: Seon Rockwell

Hand Delivery or Courier to:

RFI 2016-01

Department of Medical Assistance Services

7th Floor DMAS Receptionist

600 East Broad Street

Richmond, VA 23219

Attention: Seon Rockwell

Organizations should check the eVA VBO at <http://www.eva.virginia.gov> for all official postings of addendums or notices regarding this RFI. DMAS also intends to post such notices on the DMAS website at http://www.dmass.virginia.gov/Content_pgs/rfp.aspx, but the eVA VBO is the official posting site that organizations should monitor.