

**REQUEST FOR PROPOSAL**  
**to help Colorado Counties Expand the**  
**Health First Colorado (HFC/Medicaid) Provider Network in their Areas**

Grant Manager: Lake County Dept. of Human Services, Janeen McGee Director

Grantee: Lake County Dept. of Human Services and the Colorado Human Services Directors Association (CHSDA)

Lake County Dept. of Human Services, in collaboration with the Colorado Human Services Directors Association (CHSDA), seeks a qualified professional consultant or firm to help Colorado counties expand the Health First Colorado (HFC/Medicaid) provider network in their areas, and offer providers training and support with enrollment, billing, payments, and Regional Accountable Entities (RAE) interface.

PROJECT DESCRIPTION

**Goal 1:**

Actively recruit identified provider populations in collaboration with County Human Services leadership from all participating counties.

**Goal 2:**

Increase the number of medical and behavioral health providers in the HFC network by enrolling these providers with both HCPF and the RAE.

**Goal 3:**

Support HFC providers by offering training, consultation, and technical assistance across all HFC business areas:

- ✓ Overarching Medicaid requirements that impact their practice areas
- ✓ Billing, coding and revenue capture
- ✓ Clinical documentation compliance

**Goal 4:**

Support County DHS leadership in understanding the Medicaid framework that supports their needs as well.

This project will provide much needed services, supports, and advocacy for HFC providers and prospective providers, as well as County Human Services Departments. We will actively recruit providers to enroll in HFC and will offer training and support through the enrollment process. Services and supports will also be offered to established HFC providers in order to address ongoing questions and concerns, provide consultation with evolving credentialing needs, and to aid in program development.

Further, this project aims to collaborate more closely with County DHS leadership in order to offer them needed support in converting their provider network to HFC providers and alleviating the reliance on Core Services/Child Welfare funding. As counties explore Medicaid maximization and

implement policies with providers to support this goal and mitigate the burden on other funding streams, this project will support both the County DHS leadership as well as the providers that care for their clients.

Providers will be offered recruitment, training, and support to develop a new business model through HFC.

Support services for providers will include:

- ✓ Targeted Outreach to providers;
- ✓ Initial Assessment with provider to assess goals and identify provider enrollment-type;
- ✓ Enrollment with both HCPF and the local RAE in their area(s)
- ✓ Resource Center to answer provider questions and offer limited engagement; phone, email, Facebook;
- ✓ Group Trainings 3-module curriculum-based training series offered in-person or via Zoom
- ✓ Research, Program Development, Troubleshooting.

Support services for County DHS leadership will include:

- ✓ Offer Open House Q and A sessions to address provider concerns and “sell” them on enrollment.
- ✓ Share El Paso DHS program development strategies that encouraged providers to adopt the HFC model rather than relying on CORE Services/Child Welfare funding.
- ✓ Assist DHS leadership in understanding what services provided by their network of providers might be Medicaid billable.
- ✓ Educate DHS leadership on enrollment overview so that they can guide future providers to the network.

These services will be implemented by a contracted Administrative Services Firm that delivers various provider support services and who specializes in business operations related to the HFC program.

This project has been extremely helpful and well-received by the counties and IPN behavioral health providers in RAE regions 7 and 4. We would very much like to build on this momentum and continue to provide these services at no charge to providers. Therefore, we propose to make these services available to counties and providers in other areas. The Colorado Human Services Directors Association (CHSDA) will identify prospective county DHS departments with a desire to participate in the network support program. This project aligns with CHSDA’s Strategic Plan, which states, “the success of the child welfare system is highly dependent on the provision of evidence-based behavioral health and substance use treatment services. We must ensure that Medicaid provides statewide access to these services and is the primary payer for at-risk individuals, children, and families.” Our goals are to work with as many counties as budget constraints will allow and engage both urban and rural counties in the program in order to positively impact HFC enrollment in a diverse group of participant counties.

Our ultimate goal is to increase access to Medicaid providers across the state. Therefore the best outcome measure will be the total number of new providers enrolled into the RAE

networks. To accomplish this, the contractor will maintain a number of logs in order to track data.

**Grant Services Log-** Tracks any contact with any provider that made contact as a result of this project with information about provider-type.

**Activity Log-** Tracks information by month and by county about activities engaged in for each provider.

**Enrollment Tracker Log-** Monitoring dates of each application submitted to HCPF and the RAE(s)

Responses to this RFP shall be evaluated strictly in accordance with the requirements set forth in this RFP and any addenda that may be issued. All responses will be reviewed by the Lake County Purchasing Agent for completeness. The Board of County Commissioners will select a contractor and give notice to proceed no later than **August 17, 2020**.

All interested parties must submit their bids by **12:00 pm on Wednesday, August 12, 2020**. Questions about the RFP or this process can be directed to: Janeen McGee, 719-486-2088 or [Janeen.mcgee@state.co.us](mailto:Janeen.mcgee@state.co.us). Proposal packages must be mailed to the following address: Kristol Hewlett, Attention: Purchasing Agent, P.O. Box 964, Leadville, CO 80461. Electronic copies of the proposal may be sent to the Lake County Purchasing Agent at [khewlett@co.lake.co.us](mailto:khewlett@co.lake.co.us) along with a statement in the body of the email waiving the proposer's right to a sealed bid.

Any proposals received after this date and time will be deemed unresponsive. Lake County reserves the right to accept or reject any and all proposals, to re-solicit proposals, to waive any irregularities, to negotiate pricing and to select the proposal deemed to be in the best interests of Lake County. Issuance of this RFP does not obligate Lake County to award a contract nor is Lake County liable for any costs incurred by the proponent in the preparation and submittal of the proposal.

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