

## Responses to Submitted Questions

Updated: September 25, 2020

### Proposal Submission

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**Are attachments allowed in the Board Composition and Qualifications section?** For the Board Composition and Qualifications section, applicants may reference a specific webpage that lists current Board members, so long as titles and organizational affiliations for those Board members are listed. An attachment in this section listing Board members would also be permissible.

**(NEW) Are additional attachments allowed for illustrations or examples to otherwise support responses?** Health Net has decided to allow applicants to submit up to three additional attachments in support of its application that must not, in total, exceed 15 pages. Health Net asks that attachments are only uploaded where they provide clear supporting value to a submission and a particular response (i.e., attachments should be referenced in at least one answer). Please be judicious.

**Is it permissible to cross-reference sections in responses (i.e. "please see III.A")?** Cross-referencing specific excerpts from other sections is permissible to the extent references directly address the question.

### Eligibility

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**Are stakeholders who were involved in recommendation development (e.g., workgroup members) precluded from submitting an application?** No.

**Is this an invitation-only RFP?** No.

**Are only existing non-profit organizations eligible to apply or may an existing for-profit entity propose *creating* a non-profit organization to meet governance entity requirements?** Only existing non-profit organizations are eligible to apply.

**May several organizations partner in a response?** Health Net aims to contract with a single governance entity that will be responsible and accountable for carrying out the duties specified in the RFP. Submitters however may submit a proposal that includes partnerships with multiple other organizations. The nature of the partnerships should be detailed in the submitter's proposal.

**Are there other eligibility criteria our organization should be aware of?** The RFP is open to all interested and qualified non-profit respondents. Competitive applicants will demonstrate: encounter data subject knowledge; Medi-Cal Managed Care subject knowledge; stakeholder management experience; and program implementation and system redesign experience.



Issued September 1, 2020  
Fall 2020 Encounter Data Governance Entity Solicitation  
Proposal Deadline: Sept. 30, 2020, 5 pm PDT

Community & Infrastructure Investment Program  
Encounter Data Improvement: Governance Entity Solicitation  
Request for Proposals: Question Responses

## Questions

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**Will Health Net respond to additional questions after September 9<sup>th</sup>?** Yes, though responses may be batched and publicly posted as updates to this Q&A document.

## Governance Entity Expectations

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**Standing up a GE structure for a multiyear statewide initiative and recruiting senior level talent requires a long-term time horizon. How does a one-year, CY2021 grant fit with the vision of the initiative?** Health Net expects to provide the GE with additional operating and program funding over several years. Health Net and the organization selected to serve as the GE will discuss what a potential funding schedule could look like, and will include specific milestones and deliverables.

**The RFP lists six core activities of the GE. Given that execution could exceed the \$1.7M allocated for CY2021 operating funding, should responses describe how a GE would pursue each of these over a multi-year time period?** Health Net would expect the GE to work with stakeholders and its Board of Directors to set priorities and submit a plan for how it intends to use Health Net grant funding to establish its core activities. Health Net will also work closely with the organization selected to serve as the GE to establish an appropriate funding schedule.

**If a GE organization already has much of the Governance and KPI capabilities outlined in the RFP, can portions of the \$1.7M initial funding be applied to accelerating the execution of the critical activities?** Yes. Health Net would encourage proposals that accelerate implementation timelines. Submitted proposals should describe how they intend to use funding received to establish the GE and its core functions and other critical activities it deems necessary.

**If specific stakeholder groups, such as associations, are not currently represented in a GE board but participate actively in formal advisory committees, does that meet the spirit of what Health Net is expecting regarding inclusion?** Health Net expects broad cross-industry representation on the GE's Board of Directors and more generally in its governance structure, including its committees. Including association-representation at a variety of levels of governance may meet the spirit of the intent if representation is meaningful and substantive.

**What is the latitude/expectation of this encounter data initiative and its Governance to coordinate with OSHPD's Healthcare Payments Data Program in terms of timing and prioritization of inclusion of encounter data for any mandatory submitters and the potential regulatory authority OSHPD can request of DMHC and DHCS to enforce such submission?** Health Net expects that the Governance Entity will work closely with DHCS, DMHC, and OSHPD to improve encounter data quality across lines-of-business in California.

**While the Governance Entity, as described in the RFP, will not likely require significant or any data warehousing, it will require a multi-year, longitudinal tracking of individual plan/provider encounter**

**data submission and related KPIs to ensure progress. How will Health Net allocate funding to ensure such a system is part of the Initiative?** Health Net expects data monitoring and oversight activities, as outlined in RFP Requirements Section VI, will be managed by the GE. Activities may be coordinated with and leverage various agencies and stakeholders to report measures and progress.

**Previous efforts have advanced data standardization through voluntary, cross-industry collaboration, potentially exhausting easier opportunities for harmonization. Will the GE be expected to compel standardization by supporting regulatory or legislative action?** The GE will continue the work of previous data standardization efforts to address the issues and opportunities identified by the Data Standardization workgroup. The Selection Committee looks forward to reviewing proposed approaches for facilitating data standardization and meeting the requirements of RFP Section V.

**(NEW) Would Health Net clarify what information it is seeking from Question VII.C, “How would your organization approach securing resources and seeking funding to establish encounter data improvement programs (e.g., to resolve data standardization issues, establish technology and technical assistance programs, etc.)”?** Health Net is seeking information on how the GE would *approach* program design, and what timeframes and resources requirements/dependencies Health Net should expect between GE launch and programming launch. Health Net would also be interested in how the GE would approach program design with an eye towards sustainability, and demonstrating value to participants and implicated stakeholders. Health Net is not presently seeking information on how the GE would scope or budget specific programs (e.g., provider technical assistance).

### **Proposal Review Process**

**How will proposals be evaluated?** All proposals will be screened for eligibility prior to being passed to a Review Committee for assessment. The Review Committee will assess all proposals against a standardized scoring rubric, with competitive applicants invited to participate in virtual site visits/interviews in November.