



Data Aggregation and Analytics Systems (DAAS) Request for Proposal

Purpose of the Request for Proposals:

Find a solution that will aggregate data including medical, dental and behavioral from several sources such as electronic health records systems, insurance payers and health information exchanges into a central data repository to be presented in a useful, simple manner and to provide analytic and reporting tools to improve clinical and financial outcomes for each individual health center, and also provide a reporting mechanism at a network level to monitor regional healthcare trends to improve the overall health of the population in general.

About the Community Healthcare Association of the Dakotas (CHAD) and the Great Plains Health Data Network (GPHDN):

The Community HealthCare Association of the Dakotas (CHAD) is a non-profit membership organization that serves as the Primary Care Association (PCA) for North Dakota and South Dakota, supporting community health centers (CHCs) in their mission to provide access to health care for all Dakotans regardless of insurance status or ability to pay. CHAD works with health center members and other community leaders and partners to enhance access to affordable, high-quality health care and to find solutions for expanding health care services in areas of the Dakotas that need it most.

The Great Plains Health Data Network (GPHDN) was developed as a result of the Health Center Controlled Network (HCCN) program that is funded by Health Resource and Service Administration (HRSA). The GPHDN is a collaboration between the Wyoming Primary Care Association and CHAD and brings together 11 health centers across the Dakotas and Wyoming, serving 70 sites. The GPHDN represents the majority of the health centers operating in the three states. The mission of the GPHDN is to support its members through collaboration and shared resources, expertise, and data to improve clinical, financial, and operational performance.

General Information:

CHAD is issuing this request for proposals (RFP) on behalf of Federally Qualified Health Centers (FQHCs) who provide comprehensive, quality health care services, particularly for low-income, uninsured and underserved patients, who might otherwise not have access to health care.

Data is an important factor in today's healthcare environment. Being able to efficiently access all the data from disparate systems and the ability to analyze and present it in a user-friendly, unified manner to a diverse group of end users consisting of clinical, financial, executive, and technical staff is a challenge facing our health centers. Without trusted, centralized data for reporting, health centers could be losing out on opportunities to improve patient care and increase financial gains.

The GPHDN would like to assist with this challenge by implementing a solution that will aggregate data from many sources into a centralized data repository, which can be accessed by each health center. The solution will have the ability to analyze the data and provide simple reporting options ranging from an individual patient view to the community at large. The data will be stored in a manner that each health center's data is considered siloed from each other but can be accessed at

a network level for reporting purposes. Security is also key to a successful solution so data will always be secured in transit and at rest.

CHAD is therefore seeking one or more vendors to assist in activities spelled out in this RFP. The purpose of this RFP is to assist GPHDN in selecting the best possible vendor to provide a data aggregation solution and centralized data repository with analytics and reporting functionality for the GPHDN members. Your organization should respond to the aspects of this RFP that you feel best fit with your expertise.

No compensation will be provided to the organizations or individuals for the development of this RFP response. CHAD reserves the right to enter directly into contract negotiations with a qualified organization who responds to this RFP.

To meet our timetable for selection and implementation, our planned schedule is as follows (please note that the schedule may change as COVID-19 impacts health center priorities):

- RFP Released: July 29, 2020
- Proposals Due: Sept 18, 2020 at 5:00pm CT
- Notification of Vendors Finalists Selected: October 9, 2020
- Final Decision: December 7, 2020
- Contract Complete: December 31, 2020
- Implementation: January 11, 2021

Desired Qualifications:

The following represent a set of ideal characteristics of such a vendor:

- Provides real-time insights to both clinicians and administrators and helps them to identify and address care gaps within the patient population using centralized, standardized reporting;
- Supports a standardized risk stratification model assisting with preventive health care, care coordination, care management and chronic illness care;
- By leveraging data analytics, helps improve clinical outcome and provides analytic tools to research opportunities to reduce costs;
- Provides a large patient data resource and set of analytic tools to better predict and manage illnesses and diseases;
- Leads to a more accurate big picture analysis of community health trends;
- Increases quality and cost-effectiveness of care as well as research health trends within a community;
- Assists in finding and filling patient care gaps and developing actionable treatment steps to care for individual patients, or specific groups;
- Aides in the transition to value-based care and reimbursement;
- Assists with identifying patients at risk for readmission and create patient-specific care plans;
- Shares data securely within the network and improves data quality and consistency;

- Using the reporting and dashboard functionality, provides opportunities to empower patients to have a higher level of engagement in their care;
- Assists in choosing how to best allocate resources across health care settings to improve organized efforts to coordinate clinical care at lower costs;
- Provides the ability for physicians to be proactive with health care treatment and prevention;
- Improves health outcomes with a focus on the prevention and management of chronic diseases;
- Empowers physicians to be involved in making decisions about population health;
- Assists with advocacy in the areas of legislative, policy, payers, and the research community;
- Ability to aggregate data for medical, dental and behavioral systems;
- Ability to aggregate and share data with external resources including insurance payers and health information exchanges;
- Allow GPHDN to contribute on future functionality enhancements giving the network a voice in future releases to create a true partnership;
- Provides access to the data to extend the functionality provided to the health centers beyond what the vendor can support (i.e. patient engagement);
- Supports other health center initiatives such as UDS, FTCA and PCMH;
- Health Insurance Portability and Accountability Act (HIPAA) compliant organization;
- Provides timely responses to GPHDN and its members;
- Has strong references from similar type organizations;
- Cost-effective, offers discounts based on volume, and can scale services up or down based on GPHDN and FQHCs needs, and
- Efficient, effective, and organized in preparation of the key deliverables.

Respondents should respond to the above qualifications and articulate any additional qualifications related to this work.

Clients and References:

GPHDN will contact some or all the entities referenced below, unless a bidder indicates that they want to be notified before the references are contacted. What was your year-end total of clients using your solution for the following years?

Total Clients	2019	2018	2017
Primary Care Associations			
Health Center Controlled Networks			
Health Centers			
Other Primary Care			

Please provide at least three representative references from those above. Include name and type of entity, contact information and length of time as a client. Respondents should indicate whether they have any existing or potential conflicts of interest related to providing these services.

Deliverables for a Vendor:

Demo

Once the finalists are selected by the GPHDN work group, staff will work with the final vendors to provide a 60-minute demonstration on their product to the work group. This will be part of the RFP process and no compensation will be provided for this demo.

Summary of Work

Consisting of 11 unique health centers across three rural states with similar analytics and reporting requirements, but differing applications such as EHRs, the goal of the GPHDN is to select a vendor who will best fit our unique network.

One of the goals of the GPHDN is to identify and offer services that can be provided in a flexible, tiered manner based on member need and use a discounted pricing model based on the GPHDN economies of scale. GPHDN is requesting a solution be implemented at each health center that will provide the functionality to aggregate data from distinctive systems and to analyze the data in ways that could be unique per health center with differing reporting requirements, but yet provide an opportunity to utilize the data in a consolidated manner at the network level as well. For it to be a success, a strong partnership between the GPHDN and the selected vendor is required.

Implementation Plan

The selected vendor will work with the GPHDN network to develop an implementation plan for up to 11 GPHDN members based on member readiness and need. The implementation plan will include details of training, support/assistance information, user setup including permissions, data integration details to include data integration information and software maintenance and release details.

Interested vendors should respond to the above deliverables and articulate any additional deliverables they recommend for this work.

Cost Estimates:

Please provide a response as to whether your organization has a tiered pricing model and if the organization can provide economy of scale pricing. Also provide a response to how your organization will staff this work. Provide a detailed itemized cost estimate, including all the following:

1. Travel costs (if needed)
2. Training materials and staff education
3. License cost
4. Data aggregation information
 - a. Cost per interface details
5. Data analytics system
 - a. Analytics and reporting tool
6. All possible add-on features
 - a. Risk stratification

- b. Care management tools
- c. Data aggregation at health center and network level
- d. Outreach/patient engagement tools
- e. Care team/panel management
7. Customizing reports and/or dashboards
8. Support
9. Software upgrades and updates
10. Other costs that would be necessary to complete this work in a high quality and efficient manner.

Additional Information Requested

In addition to the information noted above, please respond to the following:

Company Background

1. Briefly describe your company's history and experience in data aggregation, data analytics and reporting in the general healthcare, HCCN, PCAs, and Community Health Center marketplace. Please also include information on the following:
 - a. services areas for your organization;
 - b. how many years the organization has been in operation;
 - c. ownership of the organization; and,
 - d. rewards and recognitions that have been received.

Engagement Timeline and Costs

2. Engagement timeline
 - a. How quickly could an engagement of this nature be delivered without sacrificing quality?
 - b. How quickly could an engagement start?
 - c. What dependencies can you identify to meeting the timelines you propose?

Next Steps

CHAD intends to engage with qualified vendors to assist us in this project. Your complete and detailed response helps us better understand how to structure such an engagement, as well as the role we play in the success of the process. Upon evaluation of the responses, we intend to decide as to whether to move forward with contracting. Responses to this RFP would be appreciated by September 18, 2020. Completed RFPs can be emailed to Kyle Mertens at kyle@communityhealthcare.net or mailed to the attention of Kyle Mertens, 196 E 6th Street, Suite 200, Sioux Falls, SD 57104.

"This request for proposal (RFP) is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) as part of an award totaling \$1,560,000 with zero percentage financed with nongovernmental sources. The contents are those of the author(s) and do not necessarily represent the official views of, nor an endorsement, by HRSA, HHS or the U.S. Government."