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**Accountable Behavioral Health Alliance  
Request for Proposals  
(Updated 10/27/2010)**

The Accountable Behavioral Health Alliance (ABHA), headquartered in Corvallis, seeks proposals from qualified mental health providers agencies or group practices to develop and provide a continuum of outpatient mental health treatment services to children, families, and adults for ABHA members in Deschutes County.

**General Background**

The counties of Benton, Deschutes, Jefferson and Lincoln formed ABHA in June 1997 for the purpose of delivering managed behavioral health services under the Oregon Health Plan. In February 1999, Crook County joined ABHA. As of September 1, 2010, ABHA covers approximately 34,000 OHP members for which it receives approximately \$1,400,000 in revenues monthly.

The organizational structure of ABHA consists of a Governing Board made up of one commissioner from each county; an Executive Director; and Administrative Council comprised of the mental health directors from each county, a county counsel, and a finance director. The Governing Board is responsible for the overall policy direction of the organization. The Administrative Council functions as an administrative review board in the establishment of policies, procedures, operational standards, and practices and works closely with the Executive Director. The Executive Director reports to the Governing Board and manages operations of the organization including financial and risk policies, contract review, negotiation, and management, strategic planning, personnel management, budgeting, and other functions necessary for effective organizational functioning.

ABHA provides quality management oversight, acute and residential care utilization management, contract administration, 24-hour crisis/access line, financial administration, data management and reporting, claims adjudication and payment, and management/oversight for member complaints and grievances. We provide flexible funding for prevention and education programs as well as individual and block grants to mental health consumers.

Funding, in the form of capitation for the delivery of managed mental health services, is received from the Addictions and Mental Health (AMH) Division of Oregon DHS. Capitation is a pre-payment for services and covers the entire enrolled Oregon Health Plan population in the ABHA counties. Starting January 1, 2010, ABHA will receive

capitation for ABHA OHP members residing in Crook, Deschutes, and Jefferson counties to provide both mental health and chemical dependency services. The source of this funding will be Central Oregon Independent Health Services, Inc., dba Clear One Health Plans.

Outpatient services for ABHA members are provided either by our five community mental health centers or through a panel of approximately 50 mental health practitioners. Starting January 1, chemical dependency providers will be added to our panel for our Central Oregon ABHA members. Additionally, we have contracts with inpatient, psychiatric residential, day treatment, and other providers, forming a broad continuum of behavioral health services that are available to our members.

### **Target Population**

This Request For Proposal is related specifically to services provided to ABHA members who reside in Deschutes County who meet medical necessity criteria for individual and/or group therapy and medication management services, with occasional case management. Services to be provided under this proposal do NOT include services for individuals with serious and persistent mental illness such as schizophrenia. These clients would be in need of intensive case management and wrap around services that the county is best organized to provide.

Projected Annual Contract Value: up to \$300,000.00. depending upon the provider agency's capacity to serve the referred clients. Services provided are expected to be approximately for 50% adults and 50% for children and adolescents.

- All services must be pre-authorized.
- Pre-authorization process will be determined by Deschutes County and may change over time as Contractor demonstrates the ability to implement cost effective utilization management practices
- Services will be paid in accordance with ABHA's standard fee schedule for agency providers.

### **Requirements:**

Contractor must:

- Meet all Oregon Administrative Rules as an outpatient provider agency or group practice.
- Meet applicable Oregon Administrative Rules.
- Provide proof of insurance coverage as required by contract.
- Meet all ABHA credentialing criteria
- Be an Equal Opportunity Employer.

### **Scope of Work**

ABHA, on behalf of Deschutes County Health Services, is requesting proposals from qualified mental health provider agencies or group practices to develop and provide a

continuum of outpatient mental health treatment services to children, families, and adults in Deschutes County. Components of the program should include, but not be limited to:

1. A full spectrum of treatment services for children ages 2-18 with a variety of mental health diagnoses. Services will include, but not be limited to: assessments; individual, group and family therapy; and medication management. The spectrum will not include Intensive Treatment Services for children with more serious mental health issues.
2. A full spectrum of treatment services for adults ages 18 and over with a variety of mental health diagnoses. Services will include but not be limited to: assessments, individual, group and family therapy, medication management, and limited case management. This will not include adults with a serious and persistent mental illness (e.g., schizophrenia) who are in need of more intensive treatment and case management.

These services will be performed as authorized by the Deschutes County Behavioral Health Department and as directed by contract.

Other criteria:

- Demonstrated success in engaging families
- Demonstrated ability to provide evidence based services
- Significant experience with quality assurance and utilization management in the context of rules and regulations governing publicly funded services
- Strong group model
- Treatment protocols or guidelines that describe optimal service mix. These should reference individual/group mix, length of treatment, use of medication, etc.
- Services offered in locations that promote ease of access

## **Contract**

Payment for services is based on ABHA's Standard Fee Schedule, attached. It is amended periodically. Proposals for other methods of payment will be considered. The contract period is January 1, 2011 through December 31, 2012. The contract may be renewed for up to two years at a time based on revenue availability and contractor performance.

## **Proposals**

One letter of interest from each applicant is required. A letter of Proposal from a consortium of agencies must indicate which agency is the lead agency.

A completed questionnaire (attached)

Proposals must include the following elements:

1. Cover Page

2. History of the agency or group practice.
3. Description of Evidenced Based Program model (Best Practices)
4. Program Description (personnel, service mix, etc.)
5. Plan for recruitment and training of additional clinicians, if needed, to meet the capacity requirements of this RFP.
6. Timeline for full implementation
7. Demonstration of experience in developing local partnerships
8. Proposal for an alternative payment methodology (if applicable)
9. Proof of financial solvency and viability
10. Utilization Management
  - a. Description of agency's utilization management program including policies and procedures that ensure appropriate service intensity and duration and appropriate clinical staff to deliver the services.
  - b. Recent examples of agency's ability to implement such policies and procedures.
  - c. Estimation of how many children and adult clients provider agency can serve with projected revenue of \$150,000 for kids and \$150,000 for adults.

### **Selection**

Proposals will be evaluated considering the following elements:

1. How thoroughly the proposal demonstrates an understanding of the work to be performed.
2. Technical experience.
3. Demonstrated ability to provide similar services for public agencies and/or health care organizations
4. Creativity and innovation.
5. Consistency with the values of the ABHA:
  - Care is client-centered, strength based and recover-focused.
  - Care respects the rights and responsibilities of ABHA members.
  - Care is responsive to the cultural, racial and ethnic strengths of the children and families they serve.
6. References from past public and/or private clients.
7. Interviews with top candidates, which will follow review of the RFP

### **Submission of Proposals and Questionnaire:**

Proposals and completed questionnaire must be received by 5:00 p.m. on November 19, 2010. All proposals should be submitted in hard copy to the ABHA office at 310 NW 5<sup>th</sup> Street, Suite, 206, Corvallis, OR 97330. Faxes will not be accepted. Email submissions will not be accepted as original proposal. Email submissions are requested in addition to the original hard copy proposal.

**Submission of Questions:** Questions regarding this RFP are to be submitted to ABHA in writing via email, fax, or US mail. ABHA will respond directly to the questions as well as post questions and answers on our website.

**Dates and Schedule of the RFP Process:**

Public notification of the RFP Process	October 17, 2010
Deadline for submitting proposals	November 19, 2010
Announcement of tentative contract award	November 23, 2010
Deadline for submitting protests of the selection process	December 3, 2010
Date of contract execution	December 17, 2010
Contract start date	January 1, 2011

Accountable Behavioral Health Alliance (ABHA) reserves the right to (a) amend the RFP; (b) extend the deadline for submitting proposals; (c) waive minor irregularities, informalities, or failures to conform to the RFP; (d) award one or more contracts, by component if multiple awards are determined by ABHA to be in the public's best interest; and (e) to reject, for good cause and without liability thereof, any and all proposals and upon a finding that doing so is in the public interest, to cancel the procurement at any time prior to contract execution.

<END of RFP>