

Implementing Value-Based Collaborations to Improve Immunizations

Request for Proposals

Release Date: February 18, 2016

Intent to Apply Deadline: March 4, 2016

Response Deadline: April 1, 2016

Anticipated Notice of Award: April 29, 2016

A conference call to answer questions about this announcement will be held on:

February 23, 2016 at 4:00 p.m. EST

Dial In: 1-866-244-8528

Passcode: 930141

National Association of Chain Drug Stores (NACDS)

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1. Request for Proposals (RFP) - Project Goals

Request for Proposals: The National Association of Chain Drug Stores (NACDS) invites the submission of demonstration project proposals designed to foster healthcare collaborations across the care continuum to increase pharmacy-based immunizations.

NACDS is looking to enter into an agreement with two or more organizations to collaboratively increase immunization rates for a target population. NACDS wants healthcare entities to work together and develop a scalable, replicable, value-based model. This RFP is seeking applicants who can run a demonstration project utilizing a value-based incentive model that leads to the following measurable outcomes:

- 1. Improved immunization rates (influenza, pneumococcal, pertussis, and herpes zoster) in a defined target population of adults by aligning incentives of health plan/system/ACO and community pharmacy;**
- 2. Evidence that these new immunizations subject to this proposal are recorded within the appropriate state-based registry;**
- 3. Implement innovative methods for sharing immunization information across appropriate healthcare partners (such as participating health plan/system/ACO, community pharmacy, and the patient); and**
- 4. Improved pandemic vaccine preparedness planning among a state health department and community pharmacy in an identified community.**

For the purpose of this RFP, proposals should include collaborative partnerships with:

- (1) Community pharmacies; and
- (2) A Health plan, health system, and/or emerging care model (such as accountable care organizations (ACO's)).

Where appropriate, the collaboration should include the state-based immunization registry to facilitate reporting of new immunizations subject to the proposed demonstration project and may include other parties.

In order to achieve the four expected outcomes, this is a menu of optional project elements that could be proposed:

- ✓ Create a value-based payment model that aligns incentives of health plan/system and community pharmacy.
- ✓ Explain what data sets will be used for the project.
- ✓ Develop a specific means to identify a target population; describe the target population demographics.
- ✓ Establish or expand existing technology solutions to enable the flow of immunization information to/from community pharmacy, health plan/health system, state-based immunization registry, and patients.
- ✓ Establish or refine existing protocols to report adverse events.
- ✓ Develop a strategy for the participating community pharmacy and state health department to work together toward improving pandemic planning, specifically around pharmacy-based administration of pandemic vaccine. Where possible, these entities can sign a formal agreement outlining their relationship.

Please Note: This Request for Proposals is supported by Grant Federal Award Identification Number, IH23IP000985, for \$800,000 funded by the Centers for Disease Control and Prevention (CDC). The content of this Request for Proposals is solely the responsibility of the authors and does not necessarily represent the official views of the CDC or the Department of Health and Human Services. One hundred percent of the project funded by the CDC grant is financed through federal funds. Zero percent of the project funded through this federal grant is financed through non-government sources. The full grant amount will be used to fund the project.

2. Award Information

Award amount:	Up to \$300,000 per award
Expected number of awards:	Up to two (2)
Deadline for Proposal submission:	April 1, 2016
Anticipated award notification:	April 29, 2016

3. Applicant Eligibility & Requirements

To be most competitive for this award, applicants should fulfill the qualifications stated below:

- Include at least one organization in each of these categories:
 1. A health plan, health system, or ACO with considerable reach within a given state(s) and
 2. A community pharmacy entity with multiple stores and considerable reach within that same region.
- The primary applicant for the proposal could be any entity, even outside the two entities listed above, but involvement of the two entities above is strongly recommended. Evidence of state registry's support for proposed project is also encouraged through strong verbal commitment or formal letter of support.
- Applications must come from entities serving patients in states that have:
 1. The legal and regulatory framework that allows pharmacists to administer the following vaccines to adults: influenza, pneumococcal, pertussis, and herpes zoster. The entities must work in a state with an established state-based immunization registry.ⁱ
 2. A state immunization registry that should have about 35% or more of the adults in the state currently participating in the state-based immunization registry. The current national average is 32%, and state-by-state information is available at: <http://www.cdc.gov/vaccines/programs/iis/annual-report-iisar/2013-data.html#adult>
- The proposed partnering community pharmacy must be committed to working with a state health department, and demonstrate prior experience in doing so or the willingness to enter into emergency preparedness agreement with a state public health department, which outlines roles and responsibilities for each entity during a pandemic response.

4. RFP Submittal – Required Application Components

Applicants are encouraged to use the following key headings in their submitted proposal:

- Primary applicant(s)
- Participating partner(s)
- Organizational capacity
- Project abstract
- Overall Approach & Implementation Strategy
- Budget

Additional information on these proposal requirements are listed on the following page.

a. Primary applicants:

Provide the following information for the project lead and all other project team members:

- Name, Title, Affiliation
- Contact (email, phone, address)
- Role in the project and time commitment

b. Participating partner(s):

Please provide contact information and description of each partners' proposed project role. Potential participating partner(s) include, but are not limited to: community pharmacies, health systems, health plans, state immunization registries, Pharmacy Benefit Managers (PBMs), ACO's, technology vendors, state health departments, etc. If a technology vendor is not identified, please explain how the primary applicant will achieve increased data sharing with collaborative partners and the state-based immunization registry.

Successful applications may provide evidence that the state-based immunization registry in proposed state(s) is equipped to handle proposed increase in pharmacy-based adult immunization reporting. Provide letters of support from partner organizations affirming commitment to participate fully in the proposed demonstration. Letters should specifically note agreement to share any data sets, where applicable.

c. Organizational Capacity:

Applicants must provide evidence that adequate staffing resources are available to complete the demonstration project on time. Applicants must also provide capacity to complete the proposed work, or evidence of previously completing projects similar in size and scope. Capacity of the state-based immunization registry, if applicable, in addition to other partners, may be vital to project success.

d. Project Abstract:

Applicants should provide an abstract of 250 words or less that provides an overview of the proposed demonstration project. The abstract should summarize how the project will achieve:

- 1. Improved immunization rates (influenza, pneumococcal, pertussis, and herpes zoster) in a defined target population of adults by aligning incentives of health plan/system/ACO and community pharmacy;**
- 2. Evidence that these new immunizations subject to this proposal are recorded within the appropriate state-based registry;**

- 3. *Implement innovative methods for sharing immunization information across appropriate healthcare partners (such as participating health plan/system/ACO, community pharmacy, and the patient); and***
- 4. *Improved pandemic vaccine preparedness planning among a state health department and community pharmacy in an identified community.***

e. Overall Approach & Implementation Strategy:

NACDS is looking for an agreement of two or more organizations to collaboratively increase immunization rates for a target population. We want to see healthcare partners work together to develop a replicable, value-based model. Proposals that explore the use of quality measures for immunization as a way of impacting and aligning incentives are encouraged.

Applicants should set forth a value-based model designed to promote care coordination and community health through community-based immunizations. In so doing, applicants should clearly and concisely describe their approach to achieving the four main goals of the project as previously stated, and summarized again here:

- 1. *Improved immunization rates (influenza, pneumococcal, pertussis, and herpes zoster) in a defined target population of adults by aligning incentives of health plan/system/ACO and community pharmacy;***
- 2. *Evidence that these new immunizations subject to this proposal are recorded within the appropriate state-based registry;***
- 3. *Implement innovative methods for sharing immunization information across appropriate healthcare partners (such as participating health plan/system/ACO, community pharmacy, and the patient); and***
- 4. *Improved pandemic vaccine preparedness planning among a state health department and community pharmacy in an identified community.***

Key milestones for the demonstration project and corresponding timeline should be included.

f. Budget:

Provide a detailed budget, listing all anticipated costs necessary to complete the demonstration project. Applicants should ensure budget line items are appropriate within the scope of the OMB circular:

https://www.whitehouse.gov/omb/circulars_a122_2004/#b33 and CFR law:

<http://www.ecfr.gov/cgi-bin/text-idx?node=pt45.1.75&rqn=div5>

5. RFP Timeline

RFP Issue Date:	February 18, 2016
Optional Conference Call:	February 23, 2016 at 4:00 p.m. EST
Intent to Apply Deadline:	March 4, 2016
Proposal Deadline:	April 1, 2016
Selection Announced:	April 29, 2016
Project Start Date:	June 1, 2016
Project End Date:	August 31, 2017

6. Project Outputs

The RFP seeks a demonstration project that achieves the following four goals as previously outlined, and summarized here:

- 1. Improved immunization rates (influenza, pneumococcal, pertussis, and herpes zoster) in a defined target population of adults by aligning incentives of health plan/system/ACO and community pharmacy;***
- 2. Evidence that these new immunizations subject to this proposal are recorded within the appropriate state-based registry;***
- 3. Implement innovative methods for sharing immunization information across appropriate healthcare partners (such as participating health plan/system/ACO, community pharmacy, and the patient); and***
- 4. Improved pandemic vaccine preparedness planning among a state health department and community pharmacy in an identified community.***

The following outputs are final work products of the demonstration project to be completed by awardees. The outputs should provide evidence of successfully achieving the four main goals:

- a.** Demonstration project run live for a period of at least several months; most successful applicants may propose a full 12 months.
- b.** An evaluation plan that explains how the awardee will measure and evaluate the key outcomes of the project.
- c.** A final written report that addresses all areas of interest in the project including outcome data.

- d. A manuscript that shares the innovative model and how it could be replicated by other interested parties in the future.
- e. Participation in an NACDS key stakeholders event that shares lessons learned with industry and public health leaders and discusses how such a model could be replicated in the future.

7. Proposal Submission

a. Proposal Deadline and NACDS Contact

All questions related to the RFP objectives, requirements, instructions, and terminology should be submitted to Sara Roszak, Director of Research, NACDS, via email (sroszak@nacds.org). Please identify yourself, provide contact information, and note the items that require clarification.

NACDS will continue to electronically accept full proposals until close of business (5:00 p.m. EST) on April 1, 2016. All supporting materials must be included with the proposal at time of submission.

Proposals for consideration must be submitted to Sara Roszak via email (sroszak@nacds.org).

Applicants will be notified of their application status on or around April 29, 2016.

b. Letter of Intent Deadline

Please submit a letter of intent to apply via email to Sara Roszak at sroszak@nacds.org on March 4, 2016 by 5:00 p.m. EST.

c. Optional Informational Conference Call

NACDS will host an optional informational conference call regarding this RFP on February 23, 2016 at 4:00 p.m. EST. Dial-in number: 1-866-244-8528; Passcode: 930141.

8. Background Information

a. About NACDS

NACDS represents traditional drug stores and supermarkets and mass merchants with pharmacies. Chains operate more than 40,000 pharmacies, and NACDS' 125 chain member companies include regional chains, with a minimum of four stores, and national companies. Chains employ more than 3.8 million individuals, including 175,000 pharmacists. They fill over 2.7 billion prescriptions yearly, and help patients use medicines correctly and safely, while offering innovative services that improve patient health and healthcare affordability. NACDS members also include more than 800 supplier partners and nearly 40 international members representing 13 countries.

b. About the CDC Grant

NACDS received a 2-year grant from the CDC (Federal Award Identification Number IH23IP000985) to examine innovative healthcare collaborations designed to demonstrate increased rates for pharmacy-based immunizations including influenza, pneumococcal, pertussis, and herpes zoster. The grant also focuses on improving pandemic planning among pharmacies and state health departments.ⁱⁱ

NACDS developed this RFP to run demonstration projects to fulfill requirements of this CDC grant. NACDS will also host a key stakeholder meeting toward the end of the grant period to discuss successes, challenges, and lessons learned from the demonstration projects. New models of collaboration between pharmacies, health plans and state health departments are needed to achieve national immunization goals.

9. General Terms and Conditions

a. Confidentiality

The content of submitted proposals will be held in confidence by NACDS to the extent that it will not be divulged to any other proposer. Notwithstanding the foregoing, NACDS expressly reserves the right to have the proposal analyzed or reviewed by an independent review committee and by any other third party under obligation of confidentiality to NACDS.

This RFP and any information supplied by NACDS in connection with the preparation of a proposal is confidential and must not be disclosed, reproduced, or used in any way, except for the sole purpose of responding to this RFP.

b. Contractual Obligations

Neither this RFP nor the selection of a proposal by the independent review committee shall constitute an offer to contract to conduct the demonstration project. Only a written grant agreement executed by both NACDS and the selected proposer will create any obligations on behalf of either NACDS or the proposer.

c. RFP and Negotiation Cancellation

NACDS reserves the right to amend or cancel this RFP for any reason at any time, with or without notification. NACDS reserves the right to stop grant negotiations at any time prior to the execution of a written grant agreement without liability or further obligation.

d. Communication after Proposal Submission (Before Awardees Announced)

NACDS reserves the right to ask questions about or request a presentation regarding a submitted proposal. NACDS reserves the right to hold an on-site visit to finalist applicants.

e. Cost for Proposal Preparation

Costs incurred in the development and submission of the proposal will be the sole responsibility of the proposer and cannot be charged to NACDS nor included in any cost element of the proposal.

f. Proposal Selection

NACDS reserves the right to accept or reject any or all proposals and may enter into negotiations with any proposer without prior notification to any other proposer. NACDS shall have the sole right and option to use whatever evaluation and selection criteria it deems appropriate in selecting a recipient; however, the following criteria will be strongly considered during such evaluation and selection:

- Likelihood that the proposed demonstration project will achieve the four measureable outcomes defined in the RFP.
- Evidence that the proposer can develop a sound evaluation methodology and design.
- Evidence that adequate staffing resources are available to complete the demonstration project on time.
- Evidence that proposer has previously completed projects similar in size and scope.
- Interventions identified in proposal can be efficiently implemented across a wide range of community pharmacies and state-based immunization registries
- Proposer's budget.

g. Sub-awardee Process

The award of grant money will be conditional on the project team entering into a formal agreement with NACDS. Sub-awardees are subject to flow down provisions of NACDS' grant with the CDC. Furthermore, sub-awardees must comply with all federal funding requirements.

It is NACDS' intention to provide active oversight to the demonstration project, and this may include, but is not limited to, regular conference calls with the project team, quarterly reports documenting milestones, in-person site visits, and observation of the demonstration project in action. NACDS support shall be recognized on any publicly distributed materials. NACDS reserved the right to request de-identified data from the RFP awardees for future third party review. As part of the award, recipients must be willing to share de-identified data yielded from the demonstration project upon request in a timely manner.

h. Statement of Understanding of Terms and Conditions

Submitted proposals must contain a signed statement by an authorized representative that indicates understanding of the requirements of the RFP, and agreement to be bound to the terms and conditions of the proposal.

ⁱ The only state that does not have an established Immunization Information System is New Hampshire.

ⁱⁱ NACDS will separately address adolescent uptake of HPV immunizations. The CDC and NACDS mutually agreed to remove Hepatitis B vaccine from the grant requirements to better focus on the other vaccines of interest.