

COMMONWEALTH OF MASSACHUSETTS

EXECUTIVE OFFICE OF HEALTH AND HUMAN SERVICES

**Request for Responses (RFR) Released for Organizations Interested in Participating as
One Care Plans in 2021**

February 11, 2019

The Executive Office of Health and Human Services (EOHHS) has released the Request for Responses (RFR) for One Care Plans. EOHHS is also releasing an updated timeline under which plans selected through this RFR for contract negotiations would accept enrollments effective for January 1, 2021 under Duals Demonstration 2.0 and the new One Care Contract. The RFR is published on COMMBUYS at <http://www.commbuys.com> under COMMBUYS Bid Number BD-18-1039-EHS01-EHS02-20518.

EOHHS recognizes the vital role that One Care plays in the diverse communities of individuals living with disabilities it serves, as well as its importance as a national leader on Medicare and Medicaid integration. This RFR reflects important lessons learned since One Care began in 2013; incorporates the thoughtful and insightful feedback received from the One Care Implementation Council, members, advocates, providers, potential plans, and other interested parties; and outlines strong requirements for innovative, person-centered, fiscally-sound care delivery to effectively address the needs of members and hold One Care Plans accountable for improving their enrollees' health and well-being.

In August 2018, EOHHS submitted its proposal for Duals Demonstration 2.0 to the Centers for Medicare & Medicaid Services (CMS). The Duals Demonstration 2.0 will create the new foundation for One Care, the terms of which will be described in a Memorandum of Understanding (MOU) between EOHHS and CMS.

EOHHS and CMS have worked closely to align the timing of the Demonstration negotiations with the timing necessary for One Care Plans selected from this procurement to negotiate Contracts and begin operating under the terms of the new Demonstration. EOHHS and CMS expect to finalize the MOU in early fall 2019, aligning with the timing for Plan selection. This timing will bring more clarity and transparency to the new Demonstration requirements and flexibilities, ensuring Respondents have a clear understanding of the expectations for One Care Plans if they are selected. The updated timeline will allow EOHHS and CMS to prepare the Readiness Review process based on the MOU requirements, and to begin the Readiness Review phase more closely following Plan selection.

EOHHS recognizes and greatly appreciates the significant time and efforts that interested organizations have invested in anticipation of the previously expected 2020 start date. Moving to a 2021 start date optimizes the ability of interested organizations to develop strong RFR responses, including a focus on Innovation Plan development and preparation. It gives interested organizations more time to solidify robust, accessible, culturally and linguistically competent provider networks to effectively serve One Care members, and to invest in relationships with community organizations that understand the needs of individuals with disabilities who have both Medicare and Medicaid (dual eligibles). The timeline provides for a rigorous evaluation and selection process, and it allows EOHHS and CMS to sequence EOHHS' procurement process prior to the Medicare application process for 2021, which begins in November 2019.

Following completion of the Medicare application process for 2021 and contract negotiations, the start date also provides Plans with more time to develop and implement new marketing and outreach initiatives, and to accept members during an open enrollment period in advance of a January 1, 2021 effective enrollment date.

EOHHS expects that interested entities will take the time necessary to better understand the complex needs of the diverse communities served by One Care; strengthen relationships with members, providers, community-based organizations, and other stakeholders; build partnerships to develop responsive delivery models and provider networks; and ultimately, to submit strong, high-quality responses that reflect new and exciting approaches to care that will reduce disparities, promote health equity, and improve the lives of members.

In June 2018, EOHHS and CMS extended the current Duals Demonstration through December 31, 2019. CMS leadership has recently reiterated its support for duals demonstrations, including opening up current models to other states, and for developing new models and opportunities for states to test innovations.¹ EOHHS will be working with CMS in the coming months to provide a seamless transition for One Care to the new Demonstration.

The procurement timeline released today is as follows:

1. **RFR Issued: February 11, 2019**
2. Respondents' Conferences:
 - 1st Respondents' Conference:
March 4, 2019
10:00 a.m. – 12:00 p.m. (EST)
 - 2nd Respondents' Conference (if needed):
March 11, 2019
2:00 p.m. – 4:00 p.m. (EST)
Please check COMMBUYS for an update, which will be posted no later than 5:00 p.m. on March 6, 2019.
3. Written Inquiries Due: March 29, 2019
4. Letter of Intent Due: April 30, 2019
5. **Respondents' Responses Due: 4:00 p.m. (EST) May 24, 2019**
6. Anticipated Date for Selection Announcement: Early Fall 2019
7. Anticipated Contract Execution Date: Late Spring/Summer 2020
8. **Anticipated Service Start Date: January 1, 2021**

Any questions about this announcement or the RFR should be directed to: Lou DeLena at louis.delena@state.ma.us.

¹ www.cms.gov/newsroom/press-releases/speech-remarks-administrator-seema-verma-2019-cms-quality-conference