# The EQIP Practice Transformation Grant Program

Vendor information session for EQIP program and grant opportunity

September 13, 2024

# Agenda

- Welcome and Introductions

- EQIP and Practice Transformation Grant Overview
  - EQIP Background
  - Practice Transformation Grant
  - Key Components of the RFP
  - Submission and Process Timeline

- Frequently Asked Questions
  - Submitted Questions
  - Live Questions

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# EQIP Background

# The Episode Quality Improvement Program – EQIP

EQIP is a **voluntary program** that will provide **incentive payments to physicians** who **improve the quality of care and reduce the cost of care** that they provide to Maryland Medicare patients

EQIP tests an approach that **ties healthcare payments to the quality and cost** of services provided under a clinical 'episode' for a set period. This includes relevant set of services delivered to a related to a medical condition, procedure or health care event during a defined time period.

Staring in PY4, calendar year 2025, EQIP will utilize the **Patient Centered Episodes of Care System (PACES)** to define a clinical 'episode'.

*Full Episode Playbook can be found **here***

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# EQIP Methodology

- Each episode has a Target Price that is based on the EQIP Entities costs in 2019.

  - The baseline period costs are trended forward based on inflation.

  - The Target Price is set regardless of the setting of care (Hospital, Outpatient Facility, ASC) where the episode is initiated. This creates an incentive for participants to move episodes to the most cost-efficient setting of care.

- EQIP Entities earn savings based on whether the actual performance period costs are less than or equal to the Target Price.

- EQIP Entities share 50 – 80% of savings with the state depending on their state ranked efficiency

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# Quality Metrics

- Each EQIP Entity, is subject to a Quality Score adjustment, as required as a part of EQIP's Advanced APM status.

- For each episode, the Entity will be assessed on whether three measures were performed.

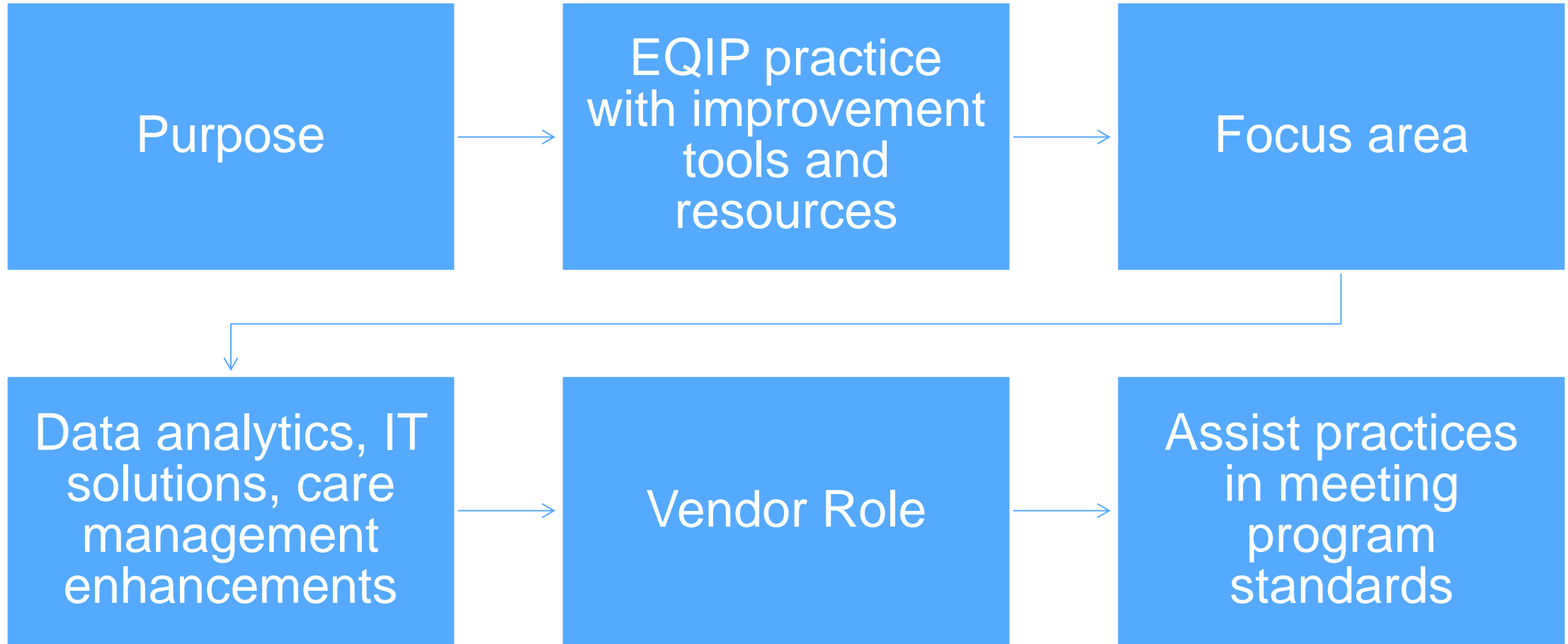| Advance Care Plan: | Documentation of Current Medications in the Medical Record: | Body Mass Index (BMI) Screening and Follow-Up Plan: |
|---|---|---|
| NQF #326 | NQF #419 | MIPS #128 |

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# EQIP – Practice Transformation Grant

# Practice Transformation Grant Overview

| Purpose | → | EQIP practice with improvement tools and resources | → | Focus area |
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| Data analytics, IT solutions, care management enhancements | → | Vendor Role | → | Assist practices in meeting program standards |
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# Key Components of the RFP

## Scope of Work

- Data analytics, health IT, practice transformation services

## Vendor Qualifications

- Expertise in healthcare technology and practice management

## Specialization Areas

- Episode-based payments, care coordination and management

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# PTG Practice Eligibility

- Program Eligibility
  - EQIP Entities committed to the PY4/CY2025 performance year
  - PY1-3 Entities that did have not realized savings
    - PY1 or PY2 with at least 1 year of dissavings
    - New PY3 Practices

- Application Evaluation Process
  - Application Evaluation
    - Application will be reviewed during the initial evaluation
  - Practice Assessment
    - Review process of practice, workflows and specific needs

- PTG Timeline
  - Jul – Aug 2024 application period for EQIP Entities
  - Sep – Oct 2024 practice assessment to be completed
  - Nov 2024 grant selection communicated

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# Proposal Submission Process

- How to Submit
  - Single file format to include all documentation
- Deadline
  - October 4, 2024 by 5 pm sent to eqip@crisphealth.org
  - Mark your calendars!
- Required Documentation
  - Technical proposal, budget details, qualifications, references

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# Resources

- RFP Materials are located on the EQIP PTG Website

- Slide decks/recordings from the workgroups are for reference only.

- EQIP Program overview can be found on the EQIP Learning System

- Reach out with questions to EQIP@crisphealth.org

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# Q&A Session

# FAQs Continued

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| **Will you be investing in an analytics platform or hiring a consulting firm for this initiative?** | CRISP and HSCRC are looking for consultants for this initiative. Vendors may propose an analytics platform as part of their submission |
| **Could you provide insight into the budget allocated for this initiative?** | The state has allocated $3M over 2 years for the Practice Transformation Grant.  This may be awarded across multiple vendors and will be determined based on practice needs.<br><br>Responses should include scalability either by practice or hourly rate. |
| **How do you weight and prioritize the five Tasks/Objectives?** | All five objectives are important and can be prioritized based upon entity/practice need.<br><br>Vendors are not required to submit for all objectives |
| **How many claims data formats do you anticipate being processed?** | EQIP data uses CCLF data.  As part of the existing analytics suite, extracts at the episode level, physician level and claim file level are available for each Entity. |

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# FAQs Continued

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| **Are there any downstream systems or applications that need to receive data/reporting?** | There are no reporting requirements for participants. All payment and quality data is determined via the CCLF. |
| **How many covered lives do you have?** | EQIP is not based on covered lives but rather based on episodes. In PY2 (CY2023), 75k+ episodes.<br><br>Note, each entity requires a minimum volume of 50 episodes in the year. |
| **What is the expected growth in volume over the next 1-3 years?** | The state expects EQIP to continue under the AHEAD model. We anticipate a continued 5-10% growth in participation each year. |
| **How often should each data source be refreshed? Do any need near or real-time updates?** | Performance data will be published monthly. It is important to note that only completed episode, including claim run out, will be available.<br><br>Baseline PY4 data will be available mid/late January |
| **Should the proposal include just the implementation plan or also include ongoing support?** | Please include proposal for both. |

# FAQs Continued

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| **Are you looking for a solution that will be entirely self-serve or do you also need analytic and SME support?** | Please provide both scenarios. |
| **For baseline analysis, do you have access to the benchmark you are referring to?** | State benchmark data is available. |
| **For EHR Optimization standardization of EHR Templates. How many EHRs are in scope?** | There are many different EHRs in use throughout this program. |
| **Are you looking for bi-directional feeds for the EMR, to push back care alerts, etc.?** | This is not a requirement for submission. |
| **For EHR Optimization will you provide the logic or would you be open to using proprietary logic?** | We do not have specific logic outside of the deliverables mentioned in the RFP.  Proprietary logic could be considered. |

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# FAQs Continued

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| **As a vendor, is it necessary to apply for all available tasks?** | No, it is not required to apply for all tasks; however, you are welcome to do so. We encourage vendors to apply only for the specific tasks they are equipped to complete. |
| **How will the data flow between EQIP practices, and our system be managed?** | EQIP practices have access to their data within CRISP and that data exchange/DUA would be set up with the vendor once the contract is finalized. |
| **What is the expected contract duration for this PTG program?** | This contract will start in CY25 but will likely continue into future years. |
| **What is the typical size of practices participate in the EQIP program?** | There is a wide range of practice sizes in EQIP. The smallest is a single physician practice and the largest is over 300 practitioners.  Most of the applicants for the practice transformation grant have less than 30 practitioners. |

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# FAQs Continued

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| **What types of vendors are eligible to participate in the PTG Program?** | Eligible vendors should have expertise in areas such as data analytics, health IT systems, practice transformation, or care management. Vendors are not required to have expertise in all areas, but they should have at least one relevant skill to support specialty practices in improving care delivery in line with EQIP goals. |
| **Can vendors submit a joint proposal or partner with other organizations?** | Yes, vendors can submit a joint proposal if they partner with another organization that complements their services. In such cases, clear roles and responsibilities for each partner should be outlined in the proposal. |
| **What are the primary criteria used to evaluate vendor proposals?** | Proposals will be evaluated based on vendor qualifications, experience with episode-based payment models, ability to deliver practice transformation solutions, cost-effectiveness, and alignment with EQIP objectives. |
| **Is there a minimum number of practices that vendors are expected to support?** | There is no specific minimum, but vendors are expected to demonstrate their capacity to work with multiple specialty practices, depending on the scale of their proposal. |
| **What are the key success metrics for vendors participating in the EQIP PRG Program?** | Vendors will be evaluated based on their ability to enhance data analytics, optimize health IT systems, and strengthen care management within practices. Success is also measured by the extent to which specialty practices meet their performance improvement goals under EQIP, including cost reduction and improvements in three key quality metrics. |

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# FAQs Continued

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| **How does the EQIP program support vendors in achieving program objectives?** | The EQIP program provides support to vendors through resources, guidelines, and collaboration opportunities to help them align their services with program goals. This support includes access to program data, regular updates on performance metrics, and opportunities for feedback and adjustment throughout the program. |
| **How should we submit our proposals, and what documents are required?** | Proposals must be submitted electronically by the October 4, 2024, deadline, via email to eqip@crisphealth.org. Required documents include a technical proposal, budget breakdown, vendor qualifications, and references. |
| **Are vendors required to have previous experience working with CRISP or HSCRC?** | Previous experience with CRISP or HSCRC is not a requirement. Vendors should demonstrate relevant experience with health data systems and value-based care models. |
| **Will there be follow-up after the Q&A session for any additional questions?** | Yes, vendors can reach out to eqip@crisphealth.org with any further questions up until the submission deadline. Additional clarification will be provided if needed. |

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# Open Q&A Session



## Verbal Questions

Select the Raise Your Hand icon on your computer screen



## Chat Submissions

Type question in the chat box

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# Next Steps

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| Submission Deadline | October 4, 2024 |
| Contact Email | eqip@crisphealth.org |

Your participation is crucial for EQIP's success

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Thank you!