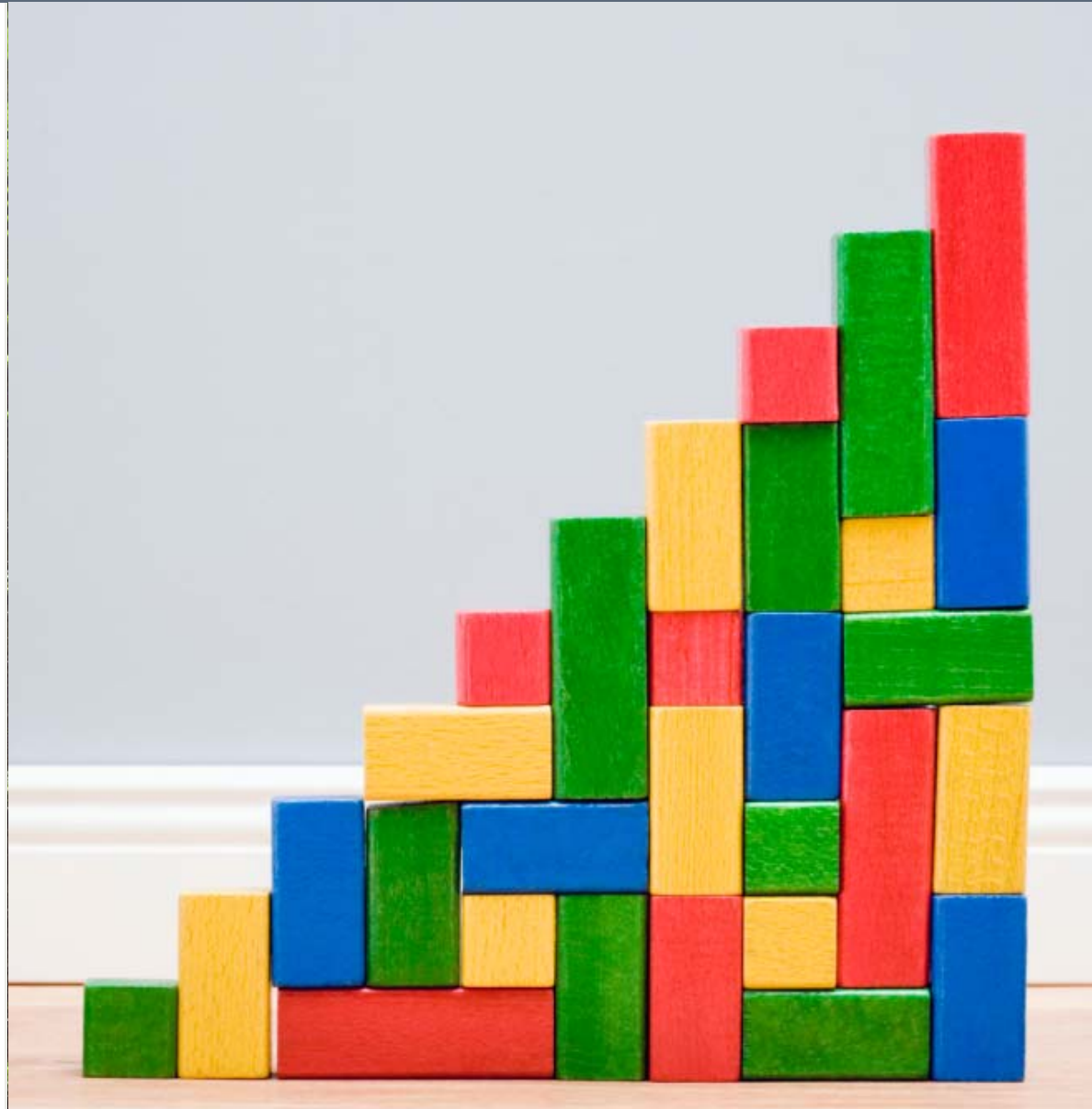




CALIFORNIA HEALTHCARE FOUNDATION

Health Insurers and Palliative Care Providers: New Models for Care

Request for Proposals
Informational Webinar
July 9, 2014



Objectives

1. Introduce the initiative
2. Review the RFP and answer your questions
3. Provide resources

About CHCF

- The California HealthCare Foundation (CHCF) works as a catalyst to fulfill the promise of better health care for all Californians
- The project is part of CHCF's Better Chronic Disease Care program, which seeks to improve clinical outcomes and quality of life for Californians with chronic disease

About the Initiative

- Promote partnerships among health insurers and palliative care providers, including hospice
- Test mechanisms for enhancing access to community-based palliative care, through novel delivery and reimbursement structures
- Award up to 10 planning grants of up to \$50,000 per partnership
- *Consider implementation grants in 2015 based on the success of the planning grants*

Who Can Apply

- Each partnership includes one California delivery organization and one payer (or other organization that bears risk)
- Partnership may be new or existing
- Organizations may be for-profit or nonprofit
- Providers must currently offer community-based palliative care

Deliverables

- Grantees will develop an operational and financial plan for delivering palliative care
 - Partnership description
 - Palliative care model (setting, staffing, target patients, etc.)
 - Workforce capacity and development needs/plans
 - Pricing and payment mechanisms
 - Potential challenges
 - Monitoring and success metrics

Logistics

- Proposals will indicate the lead organization to receive and manage the grant funds
- Grantees will attend an in-person meeting October 20 and participate in mid-course check-in

Proposals due	August 8, 2014
Grants announced	September 5, 2014
Grant period	October 1, 2014 – March 31, 2015
Grantees convened	October 20, 2014
Final grantee reports due	March 31, 2015

Grantee Resources

- Funding: Up to \$50,000 per partnership
- Technical assistance related to:
 - Clinical strategies
 - Financial modeling
 - Insurance expertise
- Assistance provided in person (October) and through webinars, telephone
- Project management

Payer-Provider Partnerships Toolkit

- Example programs or products
 - Changing benefits to allow for concurrent delivery of curative treatment and hospice
 - Changing medical and payment policies to provide more home based care
 - Paying a PMPM (per member per month) fee to manage seriously ill populations
 - Covering social and spiritual services
- www.capc.org/payertoolkit

Application Process

- Email single PDF to gpacha@chcf.org by 5:00 PM (PST) on August 8, 2014
 - *Hardcopies will not be accepted*
- Proposal packet should include
 - Proposal cover sheet
 - Tax ID information for the lead organization
 - Proposal narrative
 - Budget
 - Partnership lead qualifications

Questions and Comments