

Nonprofit BH and DD Health IT Program

OVERVIEW

The New York Office of Mental Health (OMH) has released a Request for Proposals (RFP), available [here](#), for a Non-Profit Behavioral Health and Developmental Disability Providers Health Information Technology (BH-DD HIT) program. The BH-DD HIT program will provide \$10 million in one-time funding to help providers acquire technology systems and for other infrastructure costs associated with the carve-in of BH and DD services into Medicaid managed care.

Up to \$50,000 will be awarded per provider, with 40 percent of total funds (\$4 million) to be awarded to New York City providers and 60 percent (\$6 million) to the rest of the State. Smaller providers (with under \$1,000,000 in Medicaid revenue) will be prioritized in awards. Outside of NYC, no more than \$750,000 will be awarded to providers in any one region unless there are funds remaining after all proposals have been selected.

This RFP is being issued in partnership with the Office of Alcoholism and Substance Abuse Services (OASAS) and the Office for People with Developmental Disabilities (OPWDD).

Eligible Applicants

Applicants must be 501(c)(3) not-for-profit organizations who:

- Provide Medicaid services in New York State (or will by the end of 2016);
- Currently engage in managed care (or have a plan to do so by the end of 2017); and
- Are certified to deliver OPWDD, OMH, or OASAS auspice services.

Note that the following providers are specifically excluded:

- Article 28 hospitals and diagnostic and treatment centers;
- State- or county-operated BH facilities;
- Organizations whose primary functions are fundraising, lobbying, advocacy, or volunteer recruitment and placement;
- Membership and umbrella organizations; and
- Organizations that are the lead of a Performing Provider System (PPS).

Preference will be given to agencies with smaller revenues, as follows:

- Tier 1: Medicaid billing revenue of less than \$500,000, and total revenue of less than \$1 million;
- Tier 2: Medicaid billing revenue of between \$500,000 and \$1 million, and total revenue of less than \$1.5 million;
- Tier 3: Medicaid billing revenue greater than \$1 million, and total revenue of \$1.5 million or greater.

Eligible Projects

Providers may submit only one application, although it may cover multiple purposes at a single site or a single purpose across multiple sites. Funds may be used for projects related to technology purchases, upgrades, and services, including hardware and software. Some examples of acceptable projects include:

- Desktops, laptops, or servers;
- Electronic health records (EHR) systems;
- Costs of integration with Regional Health Information Organizations (RHIOs);
- Electronic billing systems;
- Quality management software;
- Practice management software; and
- Education for staff to improve their use of HIT.

Note that projects must be related to New York State health reform and/or Medicaid managed care, and must concern clinical and practice management functions. For example, costs related to payroll or human resources would not be eligible.

Application

After applications that meet the pass/fail criteria are sorted by tier and geography, OMH will score them based on the following rubric:

- Executive summary (5 points);
- Program-specific questions, including:
 - Demonstration of need (25 points);
 - Project impact (25 points);
 - Project readiness (25 points); and
 - Project cost (20 points).

Timeline

Applications are due January 15, 2016. Awards will be announced by February 12, 2016, but contracts will be backdated to January 1, 2016.

Questions may be submitted to Susan.Penn@omh.ny.gov by December 15th. Answers will be posted on or around December 22nd. There will be no bidder's conference.