

Consumer Assistance for NY State of Health: Navigator Program RFA

OVERVIEW

On June 29th, the New York State Department of Health (DOH) released a Request for Applications (RFA) for organizations to participate in the NY State of Health's Navigator Program, which seeks to increase access to health insurance by providing in-person assistance to individuals and small businesses enrolling in New York's Health Plan Marketplace. Navigator contractors who receive funding through the program are expected to provide the following services:

- In-person health insurance application and enrollment services;
- Education to potential enrollees about the health plans and insurance available to them through the NY State of Health and other sources; and
- Assistance to enrollees renewing their health insurance coverage or making mid-year life status changes.

The full RFA is available [here](#).

Funding

Approximately \$27.2 million in total will be available each year over the next five years. Annual funding allocations will be allocated by geography as below:

Entity	Funding Allocation
Federally Recognized Tribes in New York State	Up to \$675,000
All other eligible entities (serving New York City)	Approximately \$13.25 million
All other eligible entities (serving Upstate and Long Island)	Approximately \$13.25 million

The State aims to have at least one Navigator Contractor providing services in every county in New York. The maximum award per borough/county per year as well as the maximum per county add-on amount is detailed in Table 1 of the RFP.

Eligible Applicants

Organizations that are eligible to apply include (but are not limited to):

- Community and consumer-focused non-profit organizations;

- Trade, industry and professional associations;
- Unions;
- Licensed agents and brokers who do not receive direct or indirect compensation from health insurers; and
- Health care providers who meet the following criteria:
 - Show demonstrated commitment to serving the uninsured and underinsured;
 - Have agreed to offer Navigator Program services beyond the provider's patient base; and
 - Have agreed to offer services in offsite locations in the community.

Application

Proposals will be scored based on the following criteria:

- Service Area (5 points)
- Applicant Organization (15 points)
- Enrollment Strategy and Experience (30 points)
- Proposed Locations and Site Schedules (10 points)
- Quality Assurance (7 points)
- Training (7 points)
- Readiness/Work Plan (6 points)
- Budget and Budget Justification (20 points)

In New York City, all applications that receive a passing score of at least 70 points will be ranked by borough. The two highest-scoring applicants in each of the five boroughs will receive funding, and any remaining funding will be awarded to the highest-scoring remaining applicants across all boroughs.

TIMELINE

Applications are due August 13th. Applicants are encouraged, but not required, to submit a Letter of Intent by July 5th.

Questions should be submitted to Matthew Glannon at OHIPcontracts@health.ny.gov by July 16th. It is expected that answers to questions will be posted around July 30th.