



Massachusetts eHealth eQuality Incentive Program RFP

(Solicitation No. 2017-MeHI-01)

Questions and Answers

Updated: December 2, 2016

		QUESTION	ANSWER
	1.	When you mention “three,” what exactly is that referring to? Do you expect only three awardees for the grant?	<p>No, there is no predetermined number of awardees.</p> <p>“Three” refers to the minimum number of behavioral health provider organization customers for whom each Grantee must implement the interface, in production, over the grant period.</p>
	2.	<p>If you don’t received enough qualified applicants, will you consider unqualified applicants?</p> <p>For instance, there are few vendors with three or more BH providers in Massachusetts.</p>	<p>Applicants must meet all of the requirements outlined in the Solicitation.</p> <p>However, assuming an applicant meets all other requirements, MeHI might consider an applicant with two qualified behavioral health provider customers in Massachusetts if:</p> <p>(1) the number of CANS transactions that the two behavioral health organization customers submit to EOHHS is very high AND</p> <p>(2) MeHI receives a very low number of qualified applicants with three or more behavioral health organizational customers.</p> <p>Such consideration is at the sole discretion of MeHI.</p> <p>The Solicitation (Sec. 5.1) outlines the criteria MeHI will use to select awardees, including: the number of identified provider organization sites and/or providers who will have access to this interface; the estimated number of patients of each identified organization who will benefit from the interface; and the number of CANS transactions that the identified organizations submit to EOHHS.</p>
	3.	Can EHR vendors apply more than once if they have more than one certified EHR that is being used by three providers in Massachusetts?	An EHR vendor may apply more than once if they have more than one certified EHR that is being used by three providers in Massachusetts.

			If we receive a very low number of applications from qualified vendors, MeHI may consider awarding an incentive grant per vendor product. Such consideration is at the sole discretion of MeHI.
	4.	If we don't have three BH providers that want to participate in the grant, should we bother to apply?	<p>If an Applicant has three or more behavioral health organization customers in Massachusetts that are required to submit CANS data to EOHHS, we would expect the Applicant to meet this Grant requirement.</p> <p>MeHI's goal is to maximize the number of CANS submissions that can be submitted electronically and we designed this Program to make the electronic submission of CANS data available to as many behavioral health provider organizations as possible.</p>
	5.	Can EHR vendors apply multiple times to support more than three of their qualified providers across the state?	No. [See also Q.3, above]
	6.	Is funding available for additional qualified providers beyond the three per EMR vendor?	<p>This grant will provide an incentive of up to \$60,000 per vendor to cover a portion of the funding to both develop and test an HL7 interface that conforms to EOHHS' CBHI interface specification, and to cover the implementation and two years of related support service costs of this interface for <u>a minimum of three</u> unaffiliated Massachusetts organizations providing behavioral health services.</p> <p>Applicants may structure their application to cover more than the minimum number required, however no award will exceed \$60,000.</p>
	7.	If an EHR vendor has more than three qualified providers who have interest in participating in the grant project, how can those providers take advantage of the available grant funding to advance this initiative?	MeHI's goal is to maximize the number of CANS submissions that can be submitted electronically. However, it is up to the vendor applicant to determine which three of their provider customers they choose to partner with and support for two years through this grant project.

			We anticipate that this incentive to vendors to develop and test the interface will lead to its implementation at their additional provider organization customers who are required to submit CANS reports to the State.
	8.	Can you speak to the rationale for subsidizing the providers over the initial two years, in a hypothetical scenario where only three agencies participate and the development costs exceed \$60,000?	<p>An automated interface will help behavioral health organizations improve their ability to deliver necessary patient care through leveraging the Mass HIway and automatically uploading reportable data from their EHR system directly into EOHS's database.</p> <p>To date, no vendor has expressed a willingness to develop and implement a CBHI interface for their customers in Massachusetts. Thus, we designed this program to incentivize vendors to develop and test the CBHI interface and implement it in at least three behavioral health organization sites. It was not designed to cover the implementation costs at every behavioral health organization required to report CANS assessments. However, with this incentive program offsetting the initial development cost of the interface, we believe that vendors will be able to more cost-effectively offer this interface to all of their Massachusetts customers, benefitting the agency customers as well as the Commonwealth as a whole.</p> <p>Vendors may choose to subsidize the implementation for more than the minimum number of customers if they wish. .</p>
	9.	Do you envision a future round of funding for additional providers, similar to the multiple phases of eQIP?	At this time, we only envision the current round of funding for this program.
	10.	Where on the website can I find the technical specifications?	<p>The technical specifications are available as Attachments E and F in the Solicitation, which is available on the MeHI website: http://mehi.masstech.org/rfp-development-cbhi-interfaces-cans-reporting</p>
NEW	11.	"MassTech expects that the Applicant will plan to successfully reach Milestone 2 by June 30, 2017 and to successfully reach Milestone 3 by December 31, 2017."	There is no flexibility in the 6/30/2017 milestone date.

	<p>How much flexibility exists within those milestone dates? For example, if we propose a Milestone 2 date in September 2017 while keeping Milestone 3 on or before December 31, 2017 is that acceptable?</p>	<p>MeHI is offering this incentive grant to accelerate the development and implementation of the CANS interface and to support grantees in another MeHI grant program (the eQuality Incentive Program or “eQIP”) which has a deadline of 6/30/2017. We have funded the development of the interface on the state’s end, which is ready to accept incoming transaction. Several eQIP providers in the state have identified the development of a CANS data interface as a priority because of the large amount of double data entry required to submit CANS data, and those grantees have made use of the CANS interface a key milestone in their grant (HIway use case requirement). In order to allow the providers in the eQIP grant program to use the CANS interface to satisfy their HIway use case requirement, this initial milestone must be met by the end of the eQIP grant period, 6/30/2017.</p>
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Note: To the extent that any written answers contained within this Questions & Answers document are inconsistent with verbal responses given during a Solicitation Webinar, this written document shall govern.