



advocacy | action | answers on aging

## **Request for Proposal: Health Information Technology Report**

You are invited to submit a proposal to write a report summarizing opportunities for the Aging Network related to health information technology (HIT), such as health information exchanges (HIEs) and Health Information Technology for Economic and Clinical Health (HITECH) funding.

**Issue Date:** January 4, 2017

**Due Date:** January 20, 2017 - Proposals must be received no later than 5 p.m. ET.

**Award Notice:** January 27, 2017

**Contract Period:** January 30, 2017 – March 10, 2017

**Budget:** Total project costs should not exceed \$10,000

### **Submit proposals to:**

Meredith Eisenhart, Senior Program Manager, Capacity Building  
National Association of Area Agencies on Aging (n4a)

Email: [meisenhart@n4a.org](mailto:meisenhart@n4a.org)

### **Proposal Timeline**

- Contract awarded – January 27
- Kick-off meeting – Week of January 30
- Detailed outline of brief submitted to n4a – February 17
- Rough draft submitted to n4a – March 1
- Final product delivered – March 10

### **Proposal Requirements**

Proposals should be submitted electronically and should include the following information:

- Full name of the applicant and contact information
- Proposed scope of work including proposed content for report(s)
- Experience/knowledge of Aging Network
- Experience/knowledge of HIE, HIT, and/or HITECH
- Resume or CV of project staff
- Example(s) of previously developed reports of a similar nature
- Project timeline
- Time estimate and hourly rate
- Total project cost

## **Evaluation Criteria**

- Quality of proposal
- Cost
- Demonstrated knowledge of Aging Network, particularly as it relates to HIT, HIE, and/or HITECH
- Demonstrated knowledge of health information technology, health information exchanges, and HITECH funding
- Prior experience working with the Aging Network
- Experience writing issue briefs, case studies, and/or brief reports
- Responsiveness and ability to complete project deliverables within stated timeframes

## **Selection of Contractor:**

Proposals will be reviewed by n4a staff, and contractor will be selected by n4a.

## **About the n4a Capacity Building Initiative:**

The National Association of Area Agencies on Aging (n4a) is a 501(c)(3) membership association representing America's national network of 622 Area Agencies on Aging (AAAs) and providing a voice in the nation's capital for the 256 Title VI Native American aging programs. The National Association of Area Agencies on Aging's primary mission is to build the capacity of our members so they can help older adults and people with disabilities live with dignity and choices in their homes and communities for as long as possible.

With funding through the Administration for Community Living, n4a supports the capacity building of the Aging Network by systematically tracking and analyzing the evolving roles, services, and trends of the AAAs and Title VI grantees and widely disseminating this information. Information gathered through these initiatives is developed into reports, fact sheets, webinars and trainings, among other dissemination vehicles. AAAs and Title VI agencies are encouraged to use the information in their own efforts, such as strategic planning, advocacy, research, or benchmarking.

## **Background:**

Recent changes in the health care system—targeted to improve outcomes, provide better care and lower costs through a coordinated system of care—have presented AAAs with new opportunities for partnerships with the health care system. Increasingly, AAAs are engaging in this line of work through opportunities such as integrated care, evidence-based health and wellness programs, Medicaid managed care, and care transitions. As AAAs have expanded their portfolio of services to engage in these partnerships, information technology (IT) has become increasingly important. The ability of AAAs to share data with partners and funders—such as hospitals, managed care organizations and accountable care organizations—is critical to enhance partnership between AAAs and the healthcare system, as well as to improve care and outcomes, now and in the future.

There has been a growing emphasis on the need to share health information to improve health outcomes. The HITECH Act was signed into law in 2009 to stimulate the adoption of electronic health records and supporting technology in the U.S. This law provided billions of dollars to hospitals, physician offices and clinics to promote and expand the adoption of health information

technology. Eligibility for Medicaid Health Information Exchange (HIE) funding has been expanded to include community-based Medicaid providers, like AAAs, through the HITECH Act, per February 29, 2016 [State Medicaid Director's letter](#). While this money cannot be used to purchase an Electronic Health Record (EHR), it can be used to connect an existing EHR, care plan/care management software, etc. to a state's HIE in order to help eligible providers (doctors, hospitals) meet Meaningful Use requirements. It represents an opportunity for community-based organizations, including AAAs, who are eligible Medicaid providers to become part of a state's Medicaid HIT architecture

The Patient Protection and Affordable Care Act of 2010 created several new initiatives that rely on information systems to report outcomes and improve care. For example, the Centers for Medicare and Medicaid Services' (CMS) Community-based Care Transitions Program required participants to track and report physician follow-up visits and other enhanced services. The Medicare Access and CHIP Reauthorization Act of 2015 (MACRA) dramatically changes the way physicians are paid under Medicare, moving most to alternative payment models that will make them more accountable for their patients' health and responsible for reporting outcomes to Medicare in return for payment.

These laws create opportunities and challenges for the Aging Network to continue to provide high-quality services in a rapidly changing health and long-term services and supports delivery system. Adequate and interoperable IT systems are critical elements to AAAs' ability to partner with health care payers and providers.

### **Proposal Objective:**

Building upon data presented in the n4a [Information Technology Report](#), the proposal objective is to write a report(s) on health information technology opportunities for the Aging Network, such as involvement with HIEs and options available through HITECH or other sources of funding. Topics covered in the report may include:

- Overview of health information technology opportunities and HIEs
- Information on which states and regions currently have and/or are developing HIEs
- Description of how AAAs are involved in HIEs/ HIT and opportunities for further involvement
- Description of HITECH funding and Meaningful Use requirements, including opportunities and options for AAAs to apply for HITECH funding and factors that may contribute to a successful application
- Description of funding, policy, or programmatic barriers affecting AAAs engagement in HIT, HIE, or HITECH and strategies to address the barriers
- Examples of Area Agencies on Aging (AAAs) or community-based organizations that are engaged in this work

### **Features and Specifications**

- Report should be approximately 4,000 words (not including appendices) but may be separated into two documents of approximately 2,000 words/piece depending on proposed project

- Report must reference and build upon data presented in the n4a [Information Technology Report](#)
- Report should not highlight specific IT/HIT products or companies in a way that implies preference
- Report should include engaging elements such as quotes, photos, charts, or tables. Any element should be new content or have appropriate acknowledgements.
- Report should be written in a user-friendly and straight forward format. The intended audience is staff and decision makers at Area Agencies on Aging and community-based organizations as well as state and national stakeholders and decision makers.
- Report should be provided in an editable Word document as well as PDF.