



MASSACHUSETTS
HEALTH POLICY COMMISSION

HPC's New Investment Opportunity: MassUP Information Session

January 9, 2020

THE INFORMATION SESSION WILL BEGIN SHORTLY...

This webinar is being recorded. A copy will be posted on the HPC's MassUP webpage.



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Information Session

January 9, 2020

Overview of Moving Massachusetts Upstream (MassUP)

MassUP Vision:

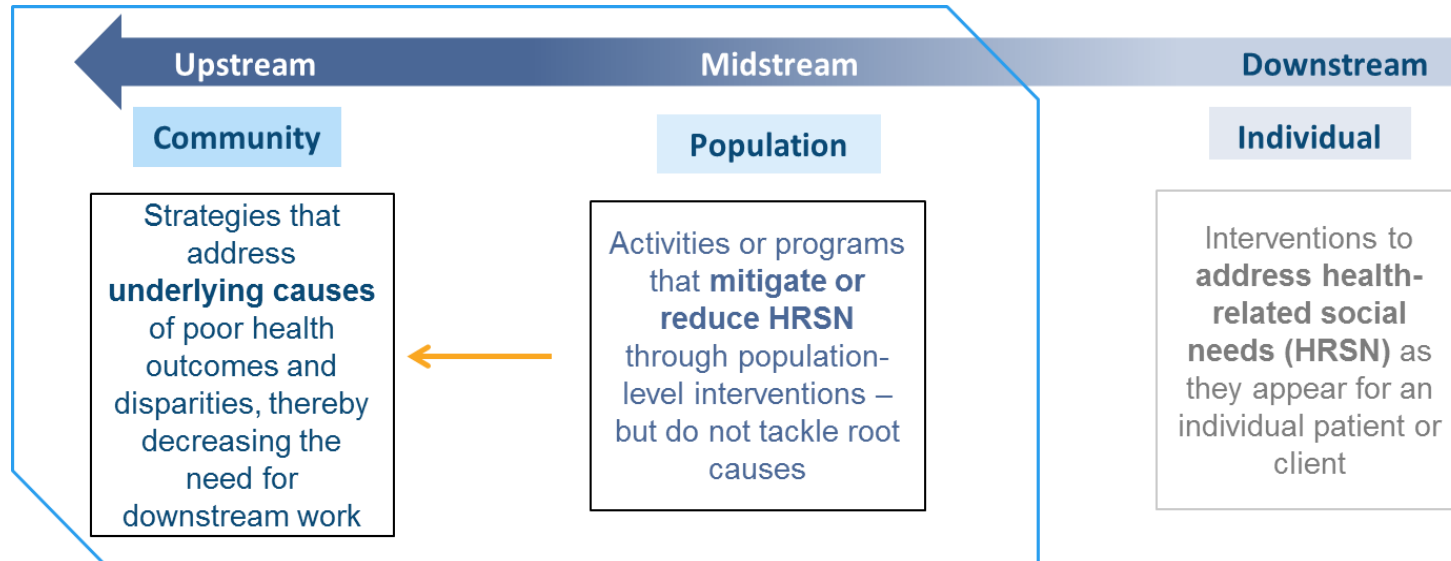
Better health, lower costs and reduced health inequities — across communities and populations in Massachusetts — through effective partnerships between government, health care systems, and communities to address the social determinants of health (SDoH).

- **A partnership across state agencies: DPH, MassHealth, AGO, EOE, and HPC**
- Goal: to engage in **policy alignment activities** and make **investments to support health care system–community collaborations** to more effectively address the “upstream” causes of poor health outcomes and health inequity



MassUP Investment Program Purpose

The purpose of the MassUP investment program is to build and/or expand upon existing efforts—particularly Partnerships between Provider Organizations and Community-based Organizations—to implement Programs that move farther upstream in addressing the SDOH and the root causes of Health Inequities.



Components of MassUP Investment Program



RFP solicits Proposals from **Eligible Entities (Applicants)** on behalf of themselves and **Partners** seeking support to form a **Partnership** that will work to address upstream challenges to and enable sustainable improvements in community health and Health Equity

Investment Award Information



3-4 awards, up to \$650,000 each, over approximately 3 years

Duration of program: Up to 36 months

- Up to 6-month Planning Period
- 30-month Implementation Period

Who can apply

- Eligible Entity: A Massachusetts Health Care Provider or Provider Organization
- Applicant: An Eligible Entity submitting a Proposal for funding in response to this HPC-issued RFP. This is the entity with whom the HPC will enter into a Contract if awarded funding.
- Applicant must submit Proposal on behalf of one or more Partners including at least one Community-based Organization (CBO)

Additional considerations

- Recipients of current or former HPC investment awards may apply; past performance in previous HPC investment awards is a selection criterion
- Status of Applicant as an HPC-certified ACO or ACO participant is a selection criterion

Partnerships



Each Proposal must be submitted by an Eligible Entity and at least one Partner that is a CBO

Additional Partners are encouraged

- A Partner is an organization that participates in the Program and has a role in the governance structure of the Partnership

Applicant and at least one Partner must have prior experience working collaboratively

Partners must participate in development of Proposal

- Proposal cover letter must be signed by representatives from each Partner

Community Engagement



Each Partnership must engage the community for authentic input and perspective

Proposals must describe an SDOH that is leading to poor health and Health Inequities for a given geographic community

- Must also propose a Program through which a Partnership will establish itself and undertake activities to address upstream challenges in the community

Partnerships must incorporate community perspectives into decision-making processes

Partnerships will undertake community engagement activities during the Planning Period and Implementation Period



Each Partnership must have a governance structure to set strategic direction of Partnership

Must be constructed in a way that creates equity and accountability among all organizations in the Partnership

Governance structure to be finalized during Planning Period

- Required deliverable for Planning Period

Partnership must designate at least one full-time equivalent staff person accountable to the Partnership governance structure

- No more than two staff persons for a total of 1.0 FTE
- No requirement to hire a new staff person—could reassign existing

Planning and Implementation Period Activities



Planning Period

- Establish **equitable governance structure**
- Finalize operational plans
- Designate **1.0 FTE** dedicated and accountable to Partnership
- **Community engagement** activities
- Collect and analyze **data**
- Identify **internal alignment** opportunities
- Identify **additional Partners**
- Develop **Implementation Plan** with goals and strategies for Program
- Develop **Measurement Plan**



Implementation Period

- Execute Implementation and Measurement Plans
- Continue community engagement activities
- Participate in **TA opportunities**
- Participate in **measurement and reporting** activities
- Engage with Interagency Policy Alignment Working Group
- Contribute to HPC's development of resources and learning tools
- Create and execute plans for **sustaining the Partnership** at the conclusion of the MassUP investment program

Measurement and Reporting

Awardees and Partners will work with the HPC and DPH to develop a **Measurement Plan** with Performance Measures

Development of strong Partnership relationship



Financial alignment and impact



Improved community engagement



Projected impact on structural barriers and the SDOH



Projected reduction in health inequities and improved health outcomes



Utilization of health care services by community residents



Funding Disbursement and Budget



Award Details

- Total funding amount: up to \$2,000,000
- 3-4 awards, with no award totaling more than \$650,000
- Categories of costs eligible for reimbursement: personnel, technology, contractor, support, and Partner expenditures



Budget Template

- Applicants must submit a proposed Budget as part of Proposal
- Awardees may make budget modification requests to HPC over the course of the Period of Performance



Funding Disbursement

- Payment of Awards made on a cost reimbursement basis
- To be eligible for reimbursement, cost must be identified in budget and incurred during Contract Period
- Will periodically reimburse eligible costs submitted by the Awardee on behalf of Partnership

Proposal Instructions

Each Proposal must include the following:

- 1** **Cover letter** signed by Applicant **and each Partner**
- 2** **Resume** for “Award Manager”
- 3** **Operational Response**
- 4** **Budget Response**
- 5** **Mandatory Contract Forms**
 - Authorized Signatory Form
 - Commonwealth Standard Contract Form
- 6** **(Optional) letters of support** from any additional organizations or stakeholders

Selection Criteria



Applicant and Partners

- History of prior working relationship
- Status of Applicant and/or Partners as MassHealth provider
- Status of Applicant as HPC-certified ACO or ACO Participant
- Past performance in HPC investment programs



Proposed Program

- Alignment of Program with MassUP opportunity
- Demonstrated understanding of SDOH need in community
- Focus on upstream work, and use of Racial Equity Principles
- Feasibility and capacity of Partnership to achieve goals



Partnership Governance/Oversight

- Clarity of proposed governance structure to support effective leadership
- Governance creates equity and enables accountability
- Incorporation of community in decision-making



Partnership Operations and Budget

- Inclusion of 1.0 FTE role, additional dedicated staff
- Appropriate resource allocation, efficiency of budget
- In-kind funding, staff support, other resources



Sustainability

- Feasibility, strength of approach to sustaining Partnership
- Alignment with ACO Population Health Management programs, Community Benefits, DoN, and/or anchor institution strategy

MassUP Investment Program Timeline

2019

December

- RFP released: **December 17**

2020

January

- Informational webinar: January 9, 12-1 pm

February

- Final day for questions: **February 7**
- Proposals due: **February 21, 3 pm**

March

- Review proposals and select awardees

April

- Present award recommendations to the HPC Board: **April 1**
- Begin contracting

June

- Program launch

Questions?

- **Please submit questions and feedback** through the webinar question submission feature, or to HPC-Innovation@mass.gov.
- HPC staff will provide responses to questions received on today's webinar in an FAQ published to CommBuys. Please check CommBuys regularly through February 14 for updated FAQs.
- A recording of this session will be posted to the HPC's MassUP webpage.