



STATE OF TENNESSEE
Division of TennCare, Long Term Services and Supports
REQUEST FOR INFORMATION
FOR
Assessments and Related Services
Pertaining to Long-Term Services and Supports Programs

RFI # 31865-00705
January 4, 2021

1. STATEMENT OF PURPOSE:

The State of Tennessee, Division of TennCare (TennCare), Long Term Services and Supports (LTSS) issues this Request for Information ("RFI") to gain deeper insight into the solutions available to meet TennCare's needs related to Training and Technical Assistance, Pre-Admission Screening and Resident Review (PASRR) processes, services related to medical or Level of Care (LOC) eligibility assessments and appeals for Long-Term Services and Supports (LTSS), Level of Care reliability audits, and Supports Intensity Scale™ (SIS™) assessments. TennCare is seeking information and insight from experienced vendors via this RFI to help identify the industry best practices, approaches, and availability of qualified vendors to provide these services. This information may aid in organizing requirements for a formal procurement. We appreciate your input and participation in this process.

This RFI is intended to identify solutions in the market that meet the following needs:

- Training and Technical Assistance related to the following: training and certifying staff to perform the Maladaptive Behavior Assessment component of the Inventory for Client and Agency Planning (ICAP), Life Skills Assessment training, development of an electronic tool to calculate the Maladaptive Behavior Index Score, processes for conducting post-scoring audits of Maladaptive Behavior Assessment, and targeted training and technical assistance to improve assessment accuracy and performance.
- Pre-Admission Screening and Resident Review (PASRR) process: Level I assessment, Level II assessment, and appeals.
- Medical or Level of Care (LOC) eligibility assessments and appeals for Long-Term Services and Supports (LTSS) programs.
- Level of Care Reliability Audits.
- Supports Intensity Scale™ (SIS™) Assessments.

2. BACKGROUND:

The State of Tennessee's Medicaid program provides health care for approximately 1.4 million

Tennesseans. Long-Term Services and Supports (LTSS) is one of the largest units within TennCare with a team of highly capable staff who are committed to leading the ongoing development and operation of an innovative, sustainable, person-driven long-term services and supports system in which older adults and people with disabilities and/or chronic conditions have choice, control and access to a full array of high-quality services and supports to assure optimal outcomes, including independence, health and quality of life.

LTSS has current processes and contracts in place regarding the above services. However, LTSS is interested in learning if there are additional best practices or approaches that could bring efficiencies to the services as well as whether there are qualified vendors that could provide all of these services in a cost-effective manner.

3. COMMUNICATIONS:

3.1. Please submit your response to this RFI to:

Matt Brimm, Director of Contracts
 Division of TennCare
 310 Great Circle Road, Nashville, TN 37243
 (615) 687-5811
matt.brimm@tn.gov

3.2. Please reference RFI # 31865-00705 with all communications to this RFI.

4. RFI SCHEDULE OF EVENTS:

EVENT		TIME (Central Time Zone)	DATE (all dates are State business days)
1.	RFI Issued		January 4, 2021
2.	RFI Response Deadline		February 4, 2021

5. GENERAL INFORMATION:

5.1. Please note that responding to this RFI is not a prerequisite for responding to any future solicitations related to this project and a response to this RFI will not create any contract rights. Responses to this RFI will become property of the State.

5.2. The information gathered during this RFI is part of an ongoing procurement. In order to prevent an unfair advantage among potential respondents, the RFI responses will not be available until after the completion of evaluation of any responses, proposals, or bids resulting from a Request for Qualifications, Request for Proposals, Invitation to Bid or other procurement method. In the event that the state chooses not to go further in the procurement process and responses are never evaluated, the responses to the procurement including the responses to the RFI, will be considered confidential by the State.

5.3. The State will not pay for any costs associated with responding to this RFI.

6. INFORMATIONAL FOR RESPONDING:

- 6.1. Sections **7 through 15** below indicate the information specified to be included in your response. All components should be addressed according to the instructions within this section and any item-specific instructions, e.g. page limitations, as noted below.
- 6.2. Respondents are **not** expected to insert responses directly into the RFI template. Please provide your response under separate cover in accordance with the details noted in the sections below.
- 6.3. Please clearly label each question/item in your response according to the exact numbering system used in the requirements tables below.
- 6.4. To better enable an efficient and effective review process, please respond as succinctly as reasonably possible to satisfy the questions/requirements.

RFI # 31865-00705	
TECHNICAL INFORMATIONAL FORM	
7. RESPONDENT LEGAL ENTITY NAME:	
8. RESPONDENT CONTACT PERSON:	
	Name: Title/Role: Address: Phone Number: Email:
9. EXPLANATION OF VENDOR SOLUTION AND RELEVANT EXPERIENCE:	
	<i>*Please limit your section 9 response to five (5) pages</i>
	9.1 Please provide us with the following information about your company:
	9.1.1. Background and history.
	9.1.2. Size of company.
	9.1.3. Areas of expertise.
	9.1.4. Services offered.
	9.1.5. What separates you from other vendors.
	9.2 Please provide a brief description of experience providing similar scope of services/products for the following services:
	9.2.1. Training and certifying staff to perform the Maladaptive Behavior Assessment component of the Inventory for Client and Agency Planning (ICAP), Life Skills Assessment training, development of an electronic tool to calculate the Maladaptive Behavior Index Score, processes for conducting post-scoring audits of Maladaptive Behavior Assessment, and targeted training and technical assistance to improve assessment accuracy and performance.
	9.2.2. Pre-Admission Screening and Resident Review (PASRR) process in compliance with Federal and state regulations.

9.2.3. Medical or Level of Care (LOC) eligibility assessments and appeals for Long-Term Services and Supports (LTSS) programs.

9.2.4. Level of Care (LOC) Reliability Audits.

9.2.5. Supports Intensity Scale™ (SIS™) Assessments.

9.3 If delivery of services is for a government agency, please include the following information:

9.3.1. State/Federal Agency Name

9.3.2. Contract Start/End Dates

9.3.3. Contract Value

9.3.4. Summary of Scope of Work

10. Please explain whether you have the capability to provide **ALL** services listed above.

11. Please explain your staffing qualifications and if you have enough staff to provide the services listed above? If hiring and training is required, please describe how long the process would take?

12. What minimum experience should a vendor have to qualify and to be able to respond to a future RFP?

13. Please explain your interest in responding to a future solicitation that includes **ALL** services listed above.

14. COST INFORMATIONAL

**Please limit your section 14 response three (3) pages.*

14.1. Describe your normal pricing approach (e.g., per hour, each, etc.) for each service:

14.1.1. Training and certifying staff to perform the Maladaptive Behavior Assessment component of the Inventory for Client and Agency Planning (ICAP), Life Skills Assessment training, development of an electronic tool to calculate the Maladaptive Behavior Index Score, processes for conducting post-scoring audits of Maladaptive Behavior Assessment, and targeted training and technical assistance to improve assessment accuracy and performance.

14.1.2. Pre-Admission Screening and Resident Review (PASRR) process including Level I and Level II Assessments and appeals.

14.1.3. Medical or Level of Care (LOC) eligibility assessments and appeals for Long-Term Services and Supports (LTSS) programs.

14.1.4. Level of Care (LOC) Reliability Audits.

14.1.5. Supports Intensity Scale™ (SIS™) Assessments.

14.2. Describe the typical price range for each service:

14.2.1. Training and certifying staff to perform the Maladaptive Behavior Assessment

component of the Inventory for Client and Agency Planning (ICAP), Life Skills Assessment training, development of an electronic tool to calculate the Maladaptive Behavior Index Score, processes for conducting post-scoring audits of Maladaptive Behavior Assessment, and targeted training and technical assistance to improve assessment accuracy and performance.

- 14.2.2. Pre-Admission Screening and Resident Review (PASRR) process including Level I and Level II Assessment and appeals.
- 14.2.3. Medical or Level of Care (LOC) eligibility assessments and appeals for Long-Term Services and Supports (LTSS) programs.
- 14.2.4 Level of Care (LOC) Reliability Audits.
- 14.2.5 Supports Intensity Scale™ (SIS™) Assessments.

15. ADDITIONAL CONSIDERATIONS

**Please limit section 15 response to two (2) pages.*

- 15.1 Please provide input on alternative approaches or additional things to consider that might benefit the State.