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St. Vincent Family Center
Syntero
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The Heritage of Hannah Neil
The Ohio State University Wexner Medical Center
The P.E.E.R. Center
The Village Network
Twin Valley Behavioral Healthcare (TVBH)
Urban Minority Alcoholism & Drug Abuse Outreach Program of Franklin County, Inc. (UMADAOPFC)



REQUEST FOR BIDS

Dear Prospective Vendor:

The ADAMH Board of Franklin County is seeking bids for an operating budget analysis. To be considered for this project, please submit a proposal on your company letterhead that includes the information stated below **by noon on Friday, March 20, 2020.**

BACKGROUND

ADAMH is a local, levy-funded agency that plans, funds, and evaluates behavioral healthcare services in our community. ADAMH does not provide any direct alcohol, drug, or mental healthcare services, but instead contracts with more than 30 non-profit organizations. ADAMH, representative organizations from the ADAMH network, Franklin County Board of Commissioners, Central Ohio Hospital Council, Mount Carmel, OhioHealth, OSU Wexner Medical Center, Columbus Fire and Police, The Columbus Foundation, Osteopathic Heritage Foundation, consumer and family advocacy organizations, and other community stakeholders have formed a Steering Committee to facilitate the development of a comprehensive center intended to support the wellness of adults in Franklin County experiencing (or at risk of experiencing) a crisis associated with their mental health and/or substance use disorder.

The Franklin County Mental Health and Addiction Crisis Center is intended to support adults in Franklin County experiencing (or at risk of experiencing) a crisis associated with mental health or substance use disorder. The center will be a central core facility in Franklin County and will serve as a preferred destination for mental health and addiction crisis needs. The crisis center will decompress hospital emergency departments and observation beds and will have the capability to facilitate medical clearance and patient transfers.

CRISIS CENTER GOALS AND OBJECTIVES

The objectives of the Crisis Center are to:

- Increase access to mental health and addiction crisis care, so that it meets the needs of Franklin County, including at-risk and socially disadvantaged populations. The Crisis Center will provide access 24/7 to self-referrals, EMS,

police and hospitals, and will serve other community stakeholders including the probate court and community-based providers.

- Improve quality of crisis care, by offering a spectrum of mental health and addiction services (from lobby-level to observation to inpatient) and direct links to community-based programs after crisis care is provided.
- Construct a facility that meets current and future demand. Franklin County is forecasted to have a 23% growth in outpatient mental health and addiction services in the next 10 years.
- Provide a central core facility that serves as a preferred destination for mental health and addiction crisis needs, while simultaneously decompressing hospital EDs, and reducing the need for medical clearance.

CORE SERVICE OFFERINGS

CORE SERVICE	ADDITIONAL NOTES
Intake, assessment, & triage	<ul style="list-style-type: none"> • The Crisis Center is proposed to include a specific portal for first responder referrals; this portal will be specialized for quick handoff of patients, allowing EMS and police to return to the community as promptly as possible
Walk-in clinic	<ul style="list-style-type: none"> • Unlocked, walk-in clinic for less acute patients • The goal is returning the patients to the community safely with timely community-based provider linkage
23-hour observation	<ul style="list-style-type: none"> • 23-hour, locked milieu observation unit • Provides a safe setting for treatment of patients in immediate crisis • Admitting will be on a voluntary and involuntary basis • A discharge plan with a social worker or case manager will be required
Inpatient services	<ul style="list-style-type: none"> • Locked unit for stays 24 hours and longer • In consideration of IMD regulations, the unit will be 16 beds • The beds are key to allowing flow of patients out of observation unit • A discharge plan with a social worker or case manager will be required
Medical care services	<ul style="list-style-type: none"> • Medical services provided at an outpatient/urgent care level • Patients will have access to an on-site practitioner, with access to an ED physician via telemedicine in case of a mid-level practitioner • Support care for patients with limited medical needs (wounds/sutures, diabetes, hypertension, urinary tract infections, etc.) and reduce the need to transport to an ED for medical clearance
Pharmacy	<ul style="list-style-type: none"> • Establish an automated medication dispensing system which increases safety and efficiency • Enhance ability to accurately and quickly reconcile patient’s home medications on admission to the Crisis Center’s programming • Provide common psychiatric drugs including long-acting injectables • Increase accessibility to the walk-in clinic for patients with medication compliance issues • Consider an on-site outpatient pharmacy to optimize medication compliance and reduce recidivism
SUD services	<ul style="list-style-type: none"> • Detox, initiation of medication-assisted treatment (MAT) and linkage to ongoing care.

CORE SERVICE	ADDITIONAL NOTES
Linkage services	<ul style="list-style-type: none">• The Crisis Center will have workspace for organizations such as community-based mental health and substance use treatment providers, which can provide linkage services for patients
Family support services	<ul style="list-style-type: none">• Support and education for families, partners and friends that may come in with the patient in crisis to provide families with tools to help the patient succeed, and is a key indicator of the patient's success

KEY ASSUMPTIONS

Target population: Adults age 18+ who are experiencing a mental health crisis in Franklin County at the time of their crisis, regardless of immigration status, residency or insurance status. This includes persons with co-occurring substance use disorders.

Access: 24 hours/7days a week, including a public walk-in entrance and an entrance for EMS and law enforcement.

Estimated volume: 26,000 encounters in year one, and 37,333 encounters in year ten.

Additional information can be found here: <https://fcmhacc.com/>

OPERATING BUDGET ANALYSIS: OBJECTIVES & DELIVERABLES

To assist with the development of the financial pro forma, the Steering Committee is looking to compile research and financial analyses to understand options for business models within Ohio's current funding structures.

The Steering Committee wants to learn what optimizes revenue/expense ratios in terms of:

- Licensure, certification, accreditation options;
- Service types, procedure codes, reimbursement rate options; and
- Staff types, credentials, training requirements, salaries, staff/patient ratio options

Based on these objectives, the Steering Committee is seeking a vendor to provide this analysis to assist with the development of a financial pro forma and SWOT analysis for identified business model options under Ohio's/Franklin County's current funding structures.

The vendor will work with the Alcohol, Drug and Mental Health Board of Franklin County (ADAMH) and other representatives of the Steering Committee identified by ADAMH to meet the objectives and deliverables mentioned above.

PROJECT TIMELINE & EXPECTATIONS

Responses to this request are due by noon on Friday, March 20, 2020. A vendor will be selected the week of March 23. Once the resulting contract is executed, the project timeline

should not exceed six (6) weeks and must include at least weekly check-ins with the project team (in-person or virtual).

VENDOR QUALIFICATIONS

The vendor selected in response to this request for proposals will have:

- Experience with behavioral health;
- Experience with the Ohio payer market, specifically Medicaid managed care;
- Experience with licensure, certification, and accreditation options, e.g. OhioMHAS, CARF, the Joint Commission, etc.;
- Experience with local community partners, i.e. Franklin County organizations or entities represented on the crisis center steering committee.

YOUR RESPONSE

- An overview of your qualifications as defined in the “Vendor Qualifications” section.
- Please provide a project plan, including timeline and final deliverables.
- Please identify the methods in which you will:
 - Analyze licensure, certification, and accreditation options;
 - Analyze service types, procedure codes, and reimbursement rate options; and
 - Analyze staff types, credentials, training requirements, salaries, and staff/patient ratio options.
- Identify your total budget, including a breakdown of all costs and identification of any consultants/subcontractors.
- List two references who can discuss your work of a similar nature. Include contact, business name, and telephone number or email address. We reserve the right to contact them if necessary.

NOTICES

Vendors interested in funding or operating the new crisis center should not submit a proposal in response to this request.

SUBMISSIONS

ADAMH Board of Franklin County
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