



**COMMONWEALTH of VIRGINIA DEPARTMENT OF  
MEDICAL ASSISTANCE SERVICES**  
600 East Broad Street, Suite 1300  
Richmond, VA 23219

August 6, 2021

Dear Prospective Respondent:

The Department of Medical Assistance Services (DMAS or the Department) is soliciting responses from organizations interested in providing input into the expansion of a PACE site in the following areas of Virginia :

Fredericksburg/Culpepper - Lexington - Galax - Tappahannock/Kilmarnock - Leesburg

Appendix A provides the zip codes for the proposed expansion areas. If additional zip codes are desired for a particular area they may be added if they are located within the Commonwealth of Virginia and are not already assigned to a PACE program. Please specify in your response each service area your organization is interested in.

This is not a formal solicitation and the Department will not award a contract based on responses to this Request for Information (RFI). The Department will use the responses, however, to strengthen understanding of the management strategies, necessary resources, tools, and experiences for successful implementation and sustainability of a PACE program in Virginia.

Organizations must check the eVA VBO at <http://www.eva.virginia.gov> for all official postings or notices regarding this RFI. Posting of such notices will also be done on the DMAS website at <http://www.dmas.virginia.gov> however, the eVA VBO is the official posting site.

Organizations are requested not to call this office. All issues and questions related to this RFI should be submitted in writing to the attention of and should be submitted by email in MS Word format 2010 or compatible format to: [judy.tyree@dmas.virginia.gov](mailto:judy.tyree@dmas.virginia.gov)

If your organization is interested in providing input, you are invited to submit a response to the Department. Responses should be received by **5:00 PM E.T. on Thursday, September 16, 2021**. Documents should be addressed per the instructions in RFI- PACE expansion request for Information in the following areas; Fredericksburg/Culpepper, Lexington, Tappahannock/Kilmarnock, Leesburg, and Galax.

The Commonwealth will not pay any costs that any Organization incurs in preparing a response and reserves the right to reject any and all responses received.

Sincerely,

*Whitney Wallace*

Whitney Wallace  
DMAS Contract Officer

**REQUEST FOR INFORMATION  
RFI 2022-01**

**Issue Date:** August 6, 2021

**Title:** PACE expansion request for Information for the following areas;  
Fredericksburg/Culpepper, Lexington, Tappahannock/Kilmarnock, Leesburg, and Galax

**Commodity Code(s): 95856**

All inquiries should be directed in writing via email in MS Word 2010 or compatible format to:

Judy Tyree  
Email: judy.tyree@dmas.virginia.gov

**Response Due Date:** Responses will be accepted until **5:00 PM E.T.**, Thursday September 16, 2021

**Submission Method:** Responses should be submitted electronically via eVA.

Attention:

**Note:** This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, §2.2-4343.1 or against an Offeror because of race, religion, color, gender, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

**Respondents to this Request for Information (RFI) are hereby** notified that all information, documentation, and any specific content or approaches included within RFI responses may be used in future solicitations. **Organizations should not submit any proprietary, trade secret or confidential information in their response to any aspect of the RFI. Organizations are responsible for ensuring this requirement is met and the Department will not be held responsible or liable for release of said material in response to subsequent FOIA requests.**

Under no circumstances shall the Commonwealth, the Governor's Office, the Secretaries, or the Virginia Department of Medical Assistance Services be liable for, or reimburse, the costs incurred by respondents in preparing and submitting responses to this RFI.

# PACE Expansion 2022-01

## Request for Information

### RFI - INSTRUCTIONS AND RESPONSE PROCESS

#### 1. Purpose:

This RFI is not a formal solicitation and the Department will not award a contract based on a response to this RFI. This RFI is strictly a means for the Department to obtain provider input into understanding the management strategies, necessary resources, tools and experiences for successful implementation and sustainability of a PACE program in one of or all of the defined regions in this RFI. Your responses should be tailored to each potential site. If expressing interest in multiple sites tailor your responses to each site individually. The Department plans to use input provided through this RFI process to inform a Request for Agreement that the Department expects to issue later this year. Organizations with experience in implementation of PACE programs are encouraged to respond to this RFI as applicable. Your response is not a commitment by your organization to provide services as described.

#### 2. Background:

The Department of Medical Assistance Services (DMAS) is the state agency that administers the Programs of All-Inclusive Care for the Elderly (PACE) in the Commonwealth of Virginia. PACE provides comprehensive medical, social and other services to certain individuals age 55 and older who live in the community who meet Long Term Services and Supports criteria ( LTSS), many of whom are dually eligible for Medicare and Medicaid benefits. An interdisciplinary team of health professionals works with individuals enrolled in PACE to coordinate care. For most individuals, the comprehensive service package enables them to remain in the community rather than receive care in a nursing facility. Financing for the program is capitated, which allows providers to deliver all services individuals require, rather than only those reimbursable under Medicare and Medicaid fee-for-service.

#### 3. Information Request:

The Department is interested in gathering information from organizations interested in providing PACE services in the one of, or more than one of the defined regions in this RFI. DMAS invites providers, plans and other entities with experience in long term health services and supports to prepare, present and submit (no longer than 15 pages) including appendices, answers to the questions below and provide other relevant information for consideration.

At a minimum, DMAS would like for interested parties to present information on and provide written response addressing all of the following: (If responding for more than one service area, tailor your response for each service area)

- a. Please describe the level of knowledge and experience in administering PACE services. If an existing PACE Provider please indicate its location, and length of operation.
- b. Please describe the ownership, size, types of services (PACE, home health, hospital, health system or other) and location of the Corporation, number of years in operation, and number of members (in the

largest population) served.

- c. Please describe the organization's brand and marketing visibility in the one or all of the defined regions in this RFI.
- d. Please describe the organization's interest in developing or expanding the PACE Model to new populations and if the organization has any experience in serving the needs of the population in the proposed service area.
- e. Please identify best practices experiences for service delivery, particularly with regard to assuring that individuals remain safely in the community with PACE, creative organizational and delivery methods for meeting service needs of the PACE participants, qualitative and quantitative outcomes measures as related to quality improvement efforts, cost savings and robust program integrity. Please include how outcome measures should be reported to the community.
- f. Please identify how information obtained from and membership in the National PACE Association can be used for strategic planning, data analysis and policy development within the organization
- g. Please comment and be specific in articulating anticipated challenges for successful and sustained success of a PACE program in one or all of the defined regions in this RFI.
- h. Please identify the importance of economic inclusion goals by the PACE organization promoting local and diversity suppliers
- i. Please describe strategic local partnerships a PACE program should promote for community engagement and overall success.
- j. Please describe the benefits of utilizing the alternative care site model to reach outlier regions of the service area.
- k. Please identify the importance of providing inclusive and culturally competent workforce able to communicate and effectively work with persons of various ethnic groups and diverse backgrounds.
- l. Please describe why you believe PACE can be of benefit to the one or all services areas you are expressing Interest in.
- m. In today's competitive Healthcare market place of managed care, please provide a description for each area in how you would propose to obtain referrals and work collaboratively with MCO's.
- n. Do you see any special challenges and solutions in operating the service area(s) you have selected? (For example: services area size, reasonable travel time, staffing limitations, etc.)

Your information is greatly appreciated by the department. DMAS looks forward to learning about the latest trends, successes, and lessons learned in PACE

*Note: The furnishing of ideas, solutions or information by a vendor is considered a part of normal sales efforts. It*

neither entitles any vendor to preferential treatment nor should it lead a vendor to believe they will subsequently be selected for award of any future DMAS procurements and/or contracts. Participation in this RFI is voluntary and future solicitation scoring matrices will not give preference to vendors who participate.

**4. Key Response Requirements:**

- a. **Important Dates:** Responses are due to the department no later than 5:00 PM E.T. on Thursday, September 16, 2021.
- b. **RFI Contact:** The principal point of contact for this solicitation in DMAS shall be:

Judy Tyree  
Email: judy.tyree@dmas.virginia.gov

All communications with DMAS regarding this RFI should be directed to the principal point of contact. All RFI content-related questions should be in writing to the principal point of contact.

- c. **Length of Response:** Responses should be no more than 15 pages, including appendices. (If responding to multiple areas 5 additional pages will be allowed) The Department will review attachments beyond the page limits; however, a limited number of attachments would be appreciated.
- d. **Format and Number of Copies:** The responder shall submit one electronic copy in MS Word format (Microsoft Word 2010 or compatible format) by the response date and time specified in this RFI.
- e. **Proprietary/Trade Secret/Confidential Information:** All data, materials and documentation originated and prepared for the Department pursuant to this RFI belong exclusively to the Department and shall be subject to public inspection in accordance with the Virginia Freedom of Information Act (FOIA) (Va. Code § 2.2- 3700, et seq.). ***Therefore, organizations should not submit any proprietary, trade secret, or confidential information in their response to any aspect of this RFI. Organizations are responsible for ensuring this requirement is met and the Department will not be held responsible or liable for release of said material in response to subsequent FOIA requests.***
- f. **Submission and Acceptance of Responses**

The responder shall submit one electronic copy in MS Word format (Microsoft Word 2010 or compatible format) or PDF format by the response date and time specified in this RFI, via the Commonwealth’s electronic procurement system, eVA at [www.eva.virginia.gov](http://www.eva.virginia.gov). The responder must be registered in eVA in order to submit an electronic response. Responders must submit one (1) complete copy of the request for information and attachments electronically.

The following are instructions for submitting an electronic response:

- a. Go to [www.eva.virginia.gov](http://www.eva.virginia.gov);
- b. Click on “I Sell to Virginia”;
- c. Click on “eVA Vendor Training”; and

d. Click on “Respond to IFBs-RFAs and more”.

If a responder needs assistance in submitting an electronic response, the responder must contact eVA Customer Care at (866) 289-7367 or email [eVACustomerCare@dgs.virginia.gov](mailto:eVACustomerCare@dgs.virginia.gov).

**Note that DMAS does not provide assistance with this process.**

Organizations should check the eVA VBO at <http://www.eva.virginia.gov> for all official postings of addendums or notices regarding this RFI. DMAS also intends to post such notices on the DMAS website at <http://www.dmas.virginia.gov> but the eVA VBO is the official posting site that organizations should monitor.

## Appendix A

This attachment provides a listing of the minimum zip code areas that must be included in the potential services area. If desired you can add additional zip codes if they are within the Commonwealth and NOT currently served by a PACE Program.

| <b>Fredericksburg /<br/>Culpepper</b> | <b>Galax</b> | <b>Lexington</b> | <b>Tappahannock /<br/>Kilmarnock</b> | <b>Leesburg</b> |
|---------------------------------------|--------------|------------------|--------------------------------------|-----------------|
| 20112                                 | 24053        | 24085            | 22432                                | 20105           |
| 20119                                 | 24072        | 24127            | 22435                                | 20109           |
| 20139                                 | 24076        | 24128            | 22436                                | 20120           |
| 20181                                 | 24088        | 24131            | 22437                                | 20129           |
| 20186                                 | 24091        | 24412            | 22438                                | 20136           |
| 20187                                 | 24105        | 24413            | 22442                                | 20137           |
| 22134                                 | 24120        | 24416            | 22443                                | 20143           |
| 22135                                 | 24171        | 24422            | 22454                                | 20144           |
| 22172                                 | 24185        | 24426            | 22460                                | 20147           |
| 22401                                 | 24292        | 24430            | 22469                                | 20148           |
| 22405                                 | 24317        | 24432            | 22473                                | 20151           |
| 22406                                 | 24325        | 24433            | 22476                                | 20152           |
| 22407                                 | 24326        | 24435            | 22480                                | 20155           |
| 22408                                 | 24328        | 24439            | 22482                                | 20164           |
| 22427                                 | 24330        | 24442            | 22488                                | 20165           |
| 22433                                 | 24333        | 24445            | 22503                                | 20166           |
| 22448                                 | 24343        | 24450            | 22504                                | 20169           |
| 22485                                 | 24348        | 24457            | 22509                                | 20170           |
| 22508                                 | 24351        | 24458            | 22511                                | 20171           |
| 22514                                 | 24352        | 24460            | 22520                                | 20175           |
| 22534                                 | 24363        | 24465            | 22523                                | 20176           |
| 22535                                 | 24378        | 24473            | 22529                                | 20190           |
| 22538                                 | 24380        | 24483            | 22530                                | 20191           |
| 22542                                 | 24381        | 24483            | 22539                                | 20194           |
| 22551                                 |              | 24484            | 22548                                | 22066           |
| 22553                                 |              | 24485            | 22560                                | 22106           |
| 22554                                 |              | 24487            | 22572                                | 20115           |
| 22556                                 |              | 24526            | 22576                                | 20117           |
| 22567                                 |              | 24555            | 22577                                | 20118           |
| 22580                                 |              | 24578            | 22578                                | 20118           |
| 22701                                 |              | 24579            | 22579                                | 20121           |
| 22709                                 |              | 24474            | 23003                                | 20184           |
| 22712                                 |              |                  | 23021                                | 20198           |
| 22714                                 |              |                  | 23023                                |                 |
| 22718                                 |              |                  | 23025                                |                 |

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