RFQ 1 - 2021
Request for Qualifications for a Medi-Cal Consultant
October 29, 2021
Medi-Cal Consultant Services in support of the
San Francisco Public Health Foundation

You are receiving this announcement because you have been identified as a possible vendor RFQ 1 - 2021 for a project.

The Foundation is requesting proposals through this process to determine a Pre-Qualified Vendor list.

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A. RFQ Overview:

The San Francisco Public Health Foundation is requesting proposals from you to provide services in regard to accessing Medi-Cal funding for food programs.

I. Funding and Term of Funds:

- Total possible funding is estimated to be $100,000 for the term of the agreement.
- The services will be funded through CCSF General Funds.
- Funding for services is based on the availability of funds.
- Fund amounts may increase or decrease depending on the availability of funds.
- Term of services:
  - Services are based on a Fiscal Year term, beginning November 1, 2021, through June 30, 2022.
- Geographic Preferences is to engage a San Francisco based Consultant.

II. Overview of the Medically Supportive Food and Nutrition program:

A steering committee led by the Food as Medicine Collaborative and comprised of individuals from nonprofits, governmental departments, and the healthcare community has gathered over the past two years to advocate for the inclusion of Medically Supportive Food and Nutrition – a spectrum of food-based interventions including food pharmacies, produce prescriptions/vouchers, healthy grocery and medically tailored meals– into the California Medicaid Waiver, CalAIM. In January 2021, the California Department of Healthcare Services (DHCS) released their draft Medicaid waiver application which included language authorizing Medically Supportive Food and Nutrition. This language allows health plans across California to provide food-based supports to their patients and have them paid for with Medicaid dollars. However, these services are optional and individual health plans must opt into providing these interventions.

Healthcare providers, healthcare systems, and food-based service organizations are all interested in determining how to operationalize this new policy change to connect patients to medically supportive food and nutrition services that will improve health outcomes and lower healthcare costs. Specifically,
most food-based service organizations are unfamiliar with contracting with health plans, medical coding and billing, and sharing confidential patient information, all key aspects of integrating food-based interventions into healthcare.

The inclusion of Medically Supportive Food and Nutrition in CalAIM is a monumental opportunity to address a critical social determinant of health for low-income Californians and represents the future of progressive, effective healthcare.

III. Solicited Service Goals and Specifications:
The selected vendor will collaborate with the Department of Public Health’s Food Security Program and the Food as Medicine Collaborative as a Consultant.

1) Provide technical assistance to food-based service organizations provide services in San Francisco to prepare them to contract with health plans, use medical coding and billing, share confidential patient information, and any other areas needed to access Medi-Cal funding for services rendered.
2) Work with local health plans that provide services in San Francisco to encourage them to opt-in to providing MSF&N as an In Lieu of Service (ILoS) covered by the health plan by December 2022.
3) Identify potential funding for infrastructure needs of food-based service organizations to facilitate billing Medi-Cal, including but not limited to state incentive dollars.
4) Summarize best practices and lessons learned during the project.

The selected vendor will not provide direct client services or human resource services as part of this agreement.

The successful bidder will be solely responsible for managing its subcontractors. To the extent that the SFPHF provides objectives, direction, and input regarding the work to be provided, the selected vendor shall determine how such objectives, direction, and input are addressed and will be solely responsible for how such a result is obtained. The selected vendor will retain all authority over the conduct of its subcontractors.

The selected vendor and their subcontractors assume all liability for any and all work-related injuries/illness, including but not limited to infectious exposures such as Bloodborne Pathogen and Aerosol Transmissible Diseases. The successful bidder must demonstrate appropriate policies and procedures for reporting such work-related injuries/illnesses to the City and to any state or federal regulatory agencies and ensuring the provision of appropriate post-exposure medical management as required by the State Workers’ compensation laws and regulations.

IV. Application Process/ Submitting a Proposal
If you are interested in providing these specific services, please complete the following steps:

1. Required Proposal
   a. Provide a comprehensive response to the questions outlined in Section V Proposal Guideline

2. REQUIRED: Proposals are DUE: November 15, 2021 by 5PM
   a. Email your proposal to: peardley@sfphf.org
   b. Email Subject line must state: RFQ 1-2021 Consultant Proposal
c. Attach your proposal as a PDF document.
d. Maximum page limit is 3 (any pages beyond 3 will be discarded without review)
e. Times New Roman font, 11 point font, 1 inch margins, and 1.5 spacing between lines

V. Proposal Guideline:

Please answer the following questions in numerical order.

In your proposal, please describe the following:

1. Describe your experience providing technical and capacity building services to community-based organizations, particularly any experience you have with food organizations.
2. Describe your experience working with the Department of Healthcare Services (DHCS), Medi-Cal, and health plans.
3. Describe your experience identifying potential non-government funders to fund infrastructure support for community-based organizations to begin invoicing Medi-Cal.
4. Describe your experience preparing a summary of best practices and lessons learned.
5. Summary statement of Consultant and any unique qualities to successfully implement outlined services related to this RFQ.

VI: Scoring Criteria:

Responses from agencies that meet guidelines for submission and deadline will be scored as follows:

1. Consultant’s experience working with community-based organizations (25 points)
2. Consultant’s experience working with the Department of Health Care Services (DHCS), Medi-Cal, and health plans (40 points)
3. Consultant’s experience working with non-government funders (5 points)
4. Consultant’s experience preparing final reports (20 points)
5. Summary of agency abilities and unique qualities (10 points)

Total points available 100

VII. Technical Review Process:

Technical Review and Scoring Proposals:

1. The proposal will be reviewed and rated by (a) Technical Review Panel(s) with expertise in the services required.
2. The Technical Review Panel(s) will be recruited with strict attention to ensuring that no conflict of interest exists related to any member of the panel.
3. The Technical Review Panel(s) will review and score each proposal according to the criteria outlined in Section VI Scoring Criteria” of this solicitation.

Proposals must have a total score of 80 or higher in order to be eligible to list as a “Qualified Vendor” candidate.

VIII. Next Steps: Interviews with Qualified Vendors will be scheduled as soon as the list of Qualified Vendors is finalized, which is estimated to be November 18, 2021.