



**REQUEST FOR PROPOSAL (RFP)
ACO/MSO DEMONSTRATION PROJECT**

**NATIONAL ATHLETIC TRAINERS' ASSOCIATION
1620 VALWOOD PKWY., SUITE 115
CARROLLTON, TX 75006**

AUGUST 1, 2018

TABLE OF CONTENTS

1.	SUMMARY AND BACKGROUND	2
2.	PROPOSAL GUIDELINES	2
3.	PROJECT PURPOSE & DESCRIPTION.....	3
4.	PROJECT SCOPE	3
5.	REQUEST FOR PROPOSAL AND PROJECT TIMELINE	4
6.	BUDGET	5
7.	SUBMISSION REQUIREMENTS	5
8.	PROPOSAL EVALUATION CRITERIA.....	6
9.	PROPOSAL SUBMISSION.....	6

1. SUMMARY AND BACKGROUND

In an effort to identify additional qualified providers in the rehabilitative setting in an Accountable Care Organizations (ACO) or Management Services Organization (MSO), the NATA introduces this ACO/MSO Demonstration Project to validate ATs as effective clinicians in this setting providing rehabilitative services to patients who have musculoskeletal injuries and/or illnesses. Demonstrating the ability of ATs to serve this population with documented, positive outcomes is crucial to the healthcare market. Further, the need for scientifically sound and independently published outcome data featuring athletic trainers (AT) has been identified as essential by most all in the athletic training profession.

Evidence-based medicine has garnered considerable attention in the medical field in the last decade. An important component of evidence-based medicine is outcomes research, which seeks to understand the end results of particular health care practices and interventions. For clinicians and patients, outcomes research provides evidence about benefits, risks, and results of preventative, diagnostic, and treatment interventions allowing for more informed decisions. For health care managers and purchasers, outcomes research can identify potentially effective strategies they can implement to ameliorate the quality and value of practical strategies to improve care, thereby fostering faster recovery, as well as reducing complications and health care costs. Through assessing interventions with patient-oriented outcome measures, evidence-based outcomes research has become the key to developing better ways to monitor and improve the quality of patient care.

The NATA is a professional organization serving more than 45,000 certified health care professionals, including ATs and students of athletic training. Our mission is to represent, engage, and foster the continued growth and development of the athletic training profession and ATs as unique health care providers. ATs are health care professionals who collaborate with physicians and other health care providers to provide preventative services, emergency care, clinical diagnosis, therapeutic intervention, and rehabilitation of injuries. As part of the health care team, services provided by ATs include injury and illness prevention, wellness promotion and education, emergent care, examination and clinical diagnosis, therapeutic intervention and rehabilitation of injuries and medical conditions.¹

ATs are included under the allied health professions category as defined by the U.S. Department of Health and Human Services (HHS), and are assigned National Provider Identifier numbers (NPIs). ATs must graduate from a CAATE accredited program at a college or university and pass a national certification exam. ATs are licensed or statutorily regulated in 49 states and the District of Columbia. In addition to employment by sports and athletic organizations, ATs are employed by hospitals, clinics, occupational health departments, wellness facilities, the United States military, and numerous other health care settings.

2. PROPOSAL GUIDELINES

This Request for Proposal represents the requirements for an open and competitive process. Proposals will be accepted only in electronic format until 5pm CST November 1, 2018. Any proposals received after this date will not be accepted. All proposals must be signed by an official agent or representative of the company submitting the proposal.

¹ <http://www.bocatc.org/about-us/defining-athletic-training>

All proposals must include a detailed budget and budget justification.

Contract terms and conditions will be negotiated upon selection of the winning application for this RFP. All contractual terms and conditions will be subject to review by NATA and will include scope, budget, schedule, and other necessary items pertaining to the project.

3. PROJECT PURPOSE AND DESCRIPTION

The purpose of this project is to assess the efficacy of rehabilitative services provided to patients with musculoskeletal injuries and/or illnesses by ATs within an ACO/MSO. This project will provide funding for an ACO/MSO to hire an AT to provide rehabilitative services to patients with musculoskeletal injuries and/or illnesses, collecting outcomes data on the efficacy of rehabilitative services provided by ATs.

Project Description:

The ACO/MSO Demonstration Project would fund an AT to be placed in an existing ACO/MSO. The AT would provide rehabilitative services to patients receiving care by the ACO/MSO. The plan of care would be exclusively developed, directed and provided by the AT, including proper documentation as outlined below.

ACO/MSO demonstration would last a period of 24 consecutive months of data collection as outlined below.

4. PROJECT SCOPE

Requirements:

1. AT will exclusively develop, direct and provide, with proper documentation, rehabilitative services on a consistent basis to patients with musculoskeletal injuries and/or illnesses.
2. The AT/ACO/MSO will:
 - a. Collect outcome data on all patients who receive treatment by the AT using a validated Patient Outcome Survey such as DASH, LEFS, UEFS, Oswestry, PROMIS etc.
 - b. Collect patient satisfaction data on patients seen by the AT in the ACO/MSO.
 - c. Collect specific data on patient treatment programs to include number of visits, length of stay, functional status at discharge, CPT and ICD-10 codes.
 - d. Collect data on weekly AT productivity (Hours worked / week; visits /week, etc.)
3. Staffing Requirements:
 - a. Employ an AT on a full-time basis for twenty-four consecutive months.
 - b. Provide benefits commensurate with full-time employment status
 - c. Provide office/desk space/ equipment to AT comparable to other clinicians within the facility.
 - d. Provide appropriate ACO/MSO specific/required employee training.
 - e. Provide EMR access comparable to other clinicians
 - f. Provide dedicated time per month for data collection/administration as needed in order to fulfill quarterly report requirements to the sponsor.

4. Qualifications of the Athletic Trainer:
 - a. Current BOC certification
 - b. NPI number with an AT taxonomy code
 - c. State credentialed exclusively as an athletic trainer
 - d. A minimum of 5 years of clinical rehabilitation experience
 - e. Patient outcome data collection experience utilizing an EMR
 - f. A member in good standing of NATA

5. REQUEST FOR PROPOSAL AND PROJECT TIMELINE

Request for Proposal Timeline:

All proposals in response to this RFP are due no later than 5pm CST November 1, 2018

Evaluation of proposals will be conducted from November 1, 2018 to November 9, 2018. If additional information or discussions are needed with any bidders during this time period, the bidder(s) will be notified.

The selection decision will be made no later than November 12, 2018.

Upon notification of award, the contract negotiation will begin immediately. Contract negotiations will be complete by November 30, 2018.

Notifications to applicants who were not selected will be completed by December 7, 2018.

Project Timeline:

- AT starts patient care
 - ✓ January 1, 2019

- Data summary provided quarterly
 - ✓ April 15 2019
 - ✓ July 15, 2019
 - ✓ October 15, 2019
 - ✓ January 15, 2020
 - ✓ April 15, 2020
 - ✓ July 15, 2020
 - ✓ October 15, 2020

- Demonstration Project Data Collection Ends—patient care ends
 - ✓ December 31, 2020

- Final Data Summary due February 1, 2021

6. BUDGET

All proposals must include a comprehensible budget with proposed costs to complete the tasks described in the project scope. Costs should be stated as one-time or non-recurring costs (NRC) or monthly recurring costs (MRC).

Total RFP budget is not to exceed \$187,000, with an annual base salary of \$65,000 - \$70,000 for the AT position.

7. SUBMISSION REQUIREMENTS

Applicants should provide the following items as part of their proposal for consideration:

A. Purpose of the Proposal

1. Restate the purpose of the proposal and how applicant will address.

B. Background and literature review

1. Background of organization that includes:
 - Organizational structure and company history as an ACO/MSO
 - Number of lives covered
 - Geographic area – number of locations
 - Physician staff
 - Clinical staff – part-time, full-time and contracted staff
2. Literature review relevant to topic of proposal
3. Research history and report development experience of the investigative team

C. Specific Aims

1. List research questions and hypotheses

D. Budget

1. Include itemized budget including personnel, equipment, and supplies for each year.

E. Data Collection

1. Description of experience in rehabilitative services including organizational metrics
2. Description of any existing or potential conflicts of interest
3. Project management methodology
4. Copies of and procedures for use of functional outcomes measurement surveys
5. Copies of and procedures for use of patient satisfaction surveys
6. Procedures for collecting and reporting on number of visits, length of stay, functional status at discharge, CPT and ICD-10 codes
 - a. Functional status at discharge
 - Return to pre-morbid status, discharge due to non-compliance, etc.

F. Personnel

1. Anticipated staffing resources assigned to this project (total number, title, role, % effort, experience)
 - a. Provide short form CVs for all members of the investigative team

- b. Procedure for reporting AT productivity
- c. AT job description

G. Methods

- 1. Hiring AT
- 2. Patient population
 - a. Applications should provide a grid that demonstrates the base population where the AT will be providing care.
 - b. Anticipated patient load
- 3. Data collection methods
 - a. Subjective measures; how and when collected
 - b. Objective measures; how and when collected
 - c. Data storage; back up and security
 - d. Data management including assessment of accuracy of data input
 - e. Plan for data transfer to NATA for analysis

H. References for proposal

I. References for organization

8. PROPOSAL EVALUATION CRITERIA

NATA will evaluate all proposals based on the following criteria. To ensure consideration for this RFP, your proposal should be complete and include all of the following criteria:

- Overall proposal suitability: proposed solution(s) must meet the scope and needs included herein and be presented in a clear and organized manner
- Organizational Experience: Applicants will be evaluated on their experience as it pertains to the scope of this project
- Organizational Feasibility: Ability to execute the proposed project successfully
- Clinical expertise and experience: Provide descriptions and documentation of organizational expertise and experience
- Methodology of the proposal will be reviewed for procedures for assigning patients to the AT, procedures for data collection and organization, procedures to ensure data accuracy and data analyses to be included in quarterly reports.

9. Proposal Submittal:

Each bidder must submit their proposal electronically November 1, 2018 by 5pm CST to gov@nata.org. If the size of your proposal is too big for electronic submission, you may also mail your submission to:

NATA
Attn: Amy Callender
1620 Valwood Parkway, Ste. 116
Carrollton, TX 75006