

eConsults

ACC Provider & Community Experience Subcommittee

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COLORADO

Department of Health Care
Policy & Financing

Agenda

- eConsult program goals
- Updates about eConsults
- Invitation to Negotiate
- Evaluation/Negotiation process
- Estimated Timeline
- Q & A



eConsult Program Goals

- Improve member/provider experience and satisfaction
- Support earlier diagnosis and health management of chronic conditions
- Accelerate turnaround time with care management guidance
- Reduce unnecessary or inappropriate referrals to specialists
- Decrease health care expenditures

Prior Meeting Updates

- Dec 2021 P&CE meeting:
 - Centers for Medicare and Medicaid Services (CMS) delayed timeline
- Feb 2022 P&CE meeting:
 - CMS approved program design
 - Invitation to Negotiate (ITN) being reviewed internally
 - CMS review of ITN for the funding and solicitation

Current Updates

- CMS reviewed and approved our ITN late March 2022
- Timeline has moved up
- Vendors may submit their proposals to the ITN 4/1/22 to 5/18/22 on the Vendor Self Service (VSS) website

What is an ITN?

- Invitation to Negotiate (ITN):
 - Alternative to the Request for Proposal (RFP) process since 2018.
 - Intended to solicit responses from potential Vendors to determine the best method for achieving a specific goal/solve a particular problem (innovative solutions)
 - Flexibility in program design
 - Not as prescriptive as RFP
 - Foundational program requirements remain non-negotiable

Evaluation & Negotiation Process

- 5-6-month process
 - Multiple internal teams across several departments
- Evaluation process
- Negotiation process
- Awarding the Vendor
- Department is limited in its ability to discuss specifics
 - Procurement Code: 24-101-401-01: In no event shall a solicitation response be made available publicly prior to award.
 - Internal members must sign non-conflict/confidentiality agreements



Timeline

Mid-Spring/Summer 2022 - Invitation to Negotiate (ITN) posted and Vendor Selection

Fall/Winter 2022 - Contract Negotiations

Winter 2023 - Centers for Medicare and Medicaid Services (CMS) Review of Contract

Spring/Summer 2023 - Implementation Activities

Summer/Fall 2023 - Go Live

- Note that the timeline is subject to change without prior notice and is only provided as a reference

Webpage: [Telemedicine and eConsults Policy Development](#)

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Questions

