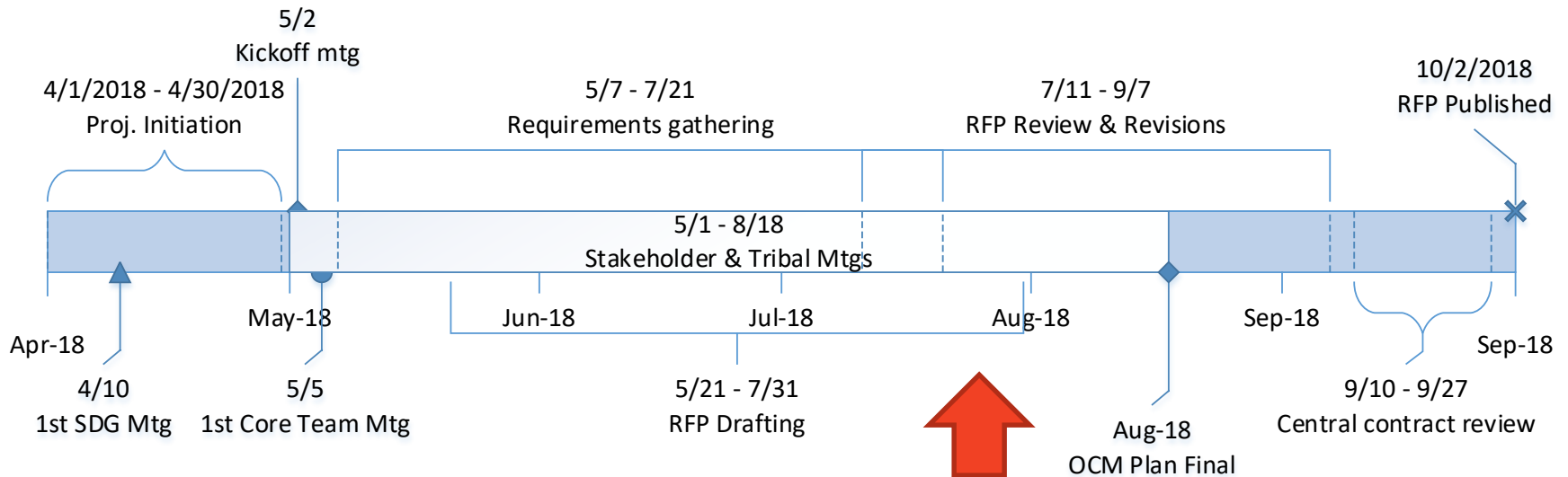


Strategic Development Group

July 27, 2018

CDE Project Update

Project Startup and Procurement Prep Schedule



Recent PM Tasks

- 19 of 19 Requirements sessions complete
- Internal requirements review complete
- 11 of 11 RFP sections in first draft
- 3 RFP Sections in review process
- Sample contract approximately 70% complete
- SDG Recommendation on licensure or certification drafted and in review with ALTSA legislative relations- Due 10/1/18
- Business analyst begins August 6, 2018
- Readiness analyst begins September 3, 2018

Upcoming Tasks

- More RFP drafting and review
- More Sample Contract drafting and review
- Onboarding new team members
- Hold last 3 listening sessions
- Recruiting additional business analyst (fall 2018)
- Recruiting additional readiness analyst (fall 2018)

EVV Update

EVV

- House voted in June to delay implementation until January 1, 2020. Senate followed suit last week. Goes to President Trump next for signature.
- Some advocate groups are pushing to exempt live-in providers. Other states are grappling with the application of EVV requirements to live-in providers.
- EVV strategy for the CDE implementation remains unchanged. The project team continues to monitor EVV developments and adjust CDE strategy as needed.

Engagement Update

Tribal Engagement

- July 10, 2018
CDE Presentation to Indian Policy and Advisory Council sub-committee
- July 11, 2018
CDE discussion at full Indian Policy and Advisory Council meeting
- Upcoming: November Summit, Roundtables, Consultation

Listening Sessions

- ✓ *June 15, 2018: Vancouver from 9:30 a.m. to 12:30 p.m.*
- ✓ *June 20, 2018: Lynnwood from 9:30 a.m. to 12:30 p.m.*
- ✓ *June 21, 2018: Renton from 1:00 p.m. to 4:00 p.m.*
- ✓ *July 25, 2018: Spokane from 9:00 a.m. to 12:00 p.m.*
- ✓ *July 26, 2018: Kennewick from 9:00 a.m. to 12:00 p.m.*
- **July 30, 2018: Lacey from 9:00 a.m. to 12:00 p.m.**

The sessions are intended for Individual Providers of personal care, consumers who receive personal care from an Individual Provider, and their families.

Email CDE@dshs.wa.gov to register

Sample of Listening Session Themes from June

- Clear and effective communication processes and protocols
- Clearly defined roles and responsibilities
- Importance of initial and on-going training
- Ease of use and simplicity of systems

Sample of Listening Session Themes from June

- Retain worker autonomy and client flexibility
- Retain relationships with case managers
- Payments must be timely and accurate
- Clear accountability and transparency of the CDE
- Questions about SEIU possibly becoming the CDE

Procurement Update

Minimum Qualifications vs. Vendor Requirements

Are you qualified
to mow a lawn?

Minimum Qualifications

- Do you have a lawn mower?
- Do you have the resources to keep it fueled and running well?
- Has anyone ever gotten a court order to keep you off their property?
- Have you ever mowed a lawn before?
- Have you successfully mowed at least 10 lawns?
- Have you mowed a lawn the size of a football field?
- Can you provide photos of lawns you have mowed in the last year?

Vendor Requirements

- Lawn must be mowed every other Tuesday
- Clippings must be bagged and disposed of off-site
- Grass blades should be 3 inches high
- Edges should look trimmed and tidy
- Lawn should have a distinct diagonal checkerboard pattern after it is mowed
- All lawn furniture must be returned to original positions

Draft Minimum Qualifications

Qualification: Bidder must be licensed to do business in the State of Washington or provide a commitment that it will become licensed in Washington within thirty (30) calendar days of being selected as the Apparently Successful Bidder (ASB). Not debarred from doing business with Washington State.

Importance: Must be legally able to do business in Washington and with the State of Washington as a client.

Draft Minimum Qualifications

Qualification: Bidder must have financial health and reserves such that the funding the required \$10,000,000 payroll float account will not negatively impact operations of the organization.

Importance: Speaks to the financial health and backing of the organization. This will be the 4th largest employer in the state. DSHS needs to know bidders have the financial foundation to take on this volume of work.

Draft Minimum Qualifications

Qualification: Bidder must have at least five (5) years of experience managing and paying a distributed group of employees.

Importance: Experience doing the work is important, and success over a period of time shows the organization has repeatable processes, knows how to manage employees that are not co-located, and has performed well enough to stay in business.

Draft Minimum Qualifications

Qualification: Bidder must have at least five (5) years of experience working in Medicaid, Medicare, or other healthcare/social service environments.

Importance: The world of healthcare and Medicaid regulations is complicated. Bidders who have no experience performing in this arena are more likely to struggle with compliance and have no track record of success in the regulatory environment.

Draft Minimum Qualifications

Qualification: Bidder must have a minimum of 10,000 total employees or providers who are managed and paid by the bidder as of one year before the proposal due date. This count may be at the parent company level.

Importance: Shows the organization can operate at a larger scale. Processes and systems used to manage 2,500 people may not work to manage 10,000 people. This is still only $\frac{1}{4}$ of the current IP population.

Draft Minimum Qualifications

Qualification: Bidder must submit examples used in previous project(s) with their proposal.

Importance: Shows that bidders don't just have blank templates, but that they actively use industry best practices for managing large projects. These tools have been shown through multiple studies to support successful project. Their absence contributes to failure.

Avatars

- Parent provider
- Unrelated provider
- Family non-parent provider
- Urban case manager
- Rural case manager
- Consumer who self-directs (high needs)
- Consumer with authorized representative
- Public official

Added Foundational Principle

Support the legislative directive to engage and work closely with consumers during the design and implementation process.

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- Sign up for GovDelivery:

<https://public.govdelivery.com/accounts/WADSHSALTSA/subscribe/new>

Select *Consumer Directed Employer* under “News and Resources”

- Visit the Website:

<https://www.dshs.wa.gov/altsa/cde>



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