



Department
of Health

Office of
Mental Health

Office of Alcoholism and
Substance Abuse Services

ANDREW M. CUOMO
Governor

HOWARD A. ZUCKER, M.D., J.D.
Acting Commissioner, DOH

ANN MARIE T. SULLIVAN, M.D.
L.M.S.W.
Commissioner, OMH

ARLENE GONZALEZ-SANCHEZ, M.S.,
Commissioner, OASAS

July 3, 2015

Dear Managed Care Organization,

The New York State Department of Health (DOH) and the Offices of Mental Health (OMH) and Alcoholism and Substance Abuse Services (OASAS) are pleased to release the attached Request for Qualification regarding “*Adult Behavioral Health Benefit Administration: Managed Care Organizations and Health and Recovery Plans*”. The purpose of the RFQ is to qualify All Mainstream Plans that have **NOT** been through the NYC behavioral health designation process to:

1. Administer the full continuum of mental health and substance use disorder services for adults covered under the Medicaid State Plan; and, if interested, apply to
2. Become Health and Recovery Plans (HARPs) and administer the full continuum of mental health, substance use disorder, and physical health services covered under the Medicaid State Plan as well as the enhanced Home and Community Based Services benefits for adults with serious mental illness (SMI) and/or SUDs who meet eligibility requirements.

New York is committed to the careful and responsible transformation of the current Behavioral Health system to Medicaid managed care. The design and development of the attached RFQ were guided by key principles adopted by the New York State Medicaid Redesign Team (MRT) including:

- Person-Centered Care management
- Integration of physical and behavioral health services
- Recovery oriented services
- Patient/Consumer Choice
- Ensure adequate and comprehensive networks
- Tie payment to outcomes
- Track physical and behavioral health spending separately
- Reinvest savings to improve services for BH populations
- Address the unique needs of children, families & older adults

Through this RFQ, Plans will demonstrate that, directly or through partnership with a Behavioral Health Organization, they have the experience, organizational capacity, and staffing to ensure the effective delivery of behavioral health care for many of New York’s neediest citizens.

NYS is qualifying mainstream MCOs and HARPs for adults in 2 rounds based on geographic region. The first round was in New York City (NYC). The second round is for the rest of the state. The process for integrating children’s BH services into managed care will be specified by New York State at a later date.

RFQ applications for Plans serving counties outside of NYC are due by 5:00 p.m. on September 18, 2015. Additionally, this RFQ for the rest of the state has been slightly modified based upon negotiations with the federal government and experience obtained during the NYC qualification process. **NOTE: An expedited application process will be released for Plans that have already been qualified for NYC.**

This RFQ package includes the following six items:

1. Adult Behavioral Health Managed Care Request for Qualification Application

2. In-state and Out-state Requirements
3. Preliminary premium for the Rest of State Health and Recovery Plan (HARP) benefit
4. Charts showing the number of NYS potential HARP enrollees by Plan and county
5. [Data Book for Mainstream Managed Care Organizations and Health and Recovery Plans \(HARPs\)](#)
6. HARP and Mainstream Personnel Requirements Table (Excel)

Please be advised that some criteria described in the RFQ are subject to change based on negotiations with the federal government. These items and notification of changes will be available on the OMH, OASAS, and DOH websites.

All questions must be submitted electronically to bho@omh.ny.gov by 5:00 p.m. July 15, 2015. Inquiries will not be answered on an individual basis. Responses will be posted in the form of FAQs on the Department of Health's MRT Behavioral Health transition website, as well as the OMH and OASAS websites.

Plans may not initiate any communication with any other personnel of the State (DOH, OMH or OASAS) regarding the content of this RFQ or their submissions in response to this RFQ during the restricted time period. Any information received as a result of such prohibited communications is not official and may not be relied upon. The initiation of such prohibited communications may result in the disqualification of the Applicant for designation.

A non-mandatory Applicant's Conference for applicants and other interested parties will be held in August 2015. The State will notify all potential applicants of meeting details when scheduled.

Thank you for your efforts to assist NYS in transforming the Medicaid behavioral health services to more effective managed care system.

Sincerely,

Jason Helgeson
New York State Medicaid Director, NYS Department of Health

Ann Sullivan, MD
Acting Commissioner, New York State Office of Mental Health

Arlene González Sánchez
Commissioner, New York State Office of Alcoholism and Substance Abuse Services