

## RFA Questions

<u>Question</u>	<u>Answer</u>
Who would qualify for these services as many of our patients are already on Medicaid, CHP+, or Cover Colorado. I would appreciate information on who are eligible candidates excluding the above patients?	Please refer to WWC eligibility guidelines in the RFA and the WWC Grantee Toolkit Section 1, page 1, "Eligibility Requirements." Women with Medicaid and Medicare are not eligible for WWC. Women with private insurance plans that fully cover breast and cervical cancer screening and diagnostic services are not eligible for WWC. Women with private insurance plans who consider themselves underinsured are eligible for WWC. Underinsured women are those whose insurance plans do not cover breast or cervical screening or diagnostic services or who have a deductible for services that they state they cannot afford.
Will this result in a vendor agreement as has been the case in the past? Vendor agreements have different implications than grants.	This will be a vendor agreement for public health agencies.
Is there any other options on the time of the webinar?	There will be a full recording of the webinar posted online on November 9, 2012. Also, all questions asked via email and at the webinar will be posted with answers on November 19, 2012. If after watching the uploaded recording and viewing the Q&A you still have concerns and need assistance, we are fully accessible via phone and email. I can point you to the right person to assist.
Can I do one RFA for two counties.	Yes, as long as the applicant has a clinic in both counties.
The funding amount of \$323. Does it include the breast exam and pelvic exam for the pap + the lab charge for the pap + mammogram fee + colposcopy procedure + pathology reading of the colposcopy + breast biopsy procedure + pathology reading of the breast biopsy + anything else?	\$323 is the average amount reimbursed per client and is used to estimate applicant budgets. Agencies are reimbursed according to a "Bundled payment system." Reimbursement within this system is provided at the end of breast or cervical cancer screen and at increasing levels depending upon medical complexity. See Item #7 under "Women's Wellness Connection Competitive Grant Request for Applications" located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for payment schedule, including a listing of services reimbursed through the program.

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Do providers need to find their own target patients or will WWC send patients to providers?	<p>As referenced in the WWC Grantee Toolkit on Page 3 of the Recruitment section, WWC agencies are responsible for partaking in recruitment activities that are within the scope and capacity of their organization. A WWC contractor will not receive additional funding for recruitment activities outside of the bundled payment amount. For WWC, recruitment includes education, outreach and inreach. WWC agencies should designate a specific staff member, or members, that are responsible for overseeing recruitment activities.</p> <p>Additionally, as referenced in the WWC Grantee Toolkit on Page 5 of the Recruitment section, WWC contracts with the American Cancer Society for a referral line and regional community coordination that includes recruitment activities. WWC providers are required to work with their regional community coordinators to maintain active communication that ensures quality, non-duplicative efforts are utilized to reach eligible women and enroll them into the WWC program. WWC providers are encouraged to collaborate with their regional community coordinator on recruitment activities when possible.</p>
How do we know that the person is "lawfully present" in the US? What are your criteria: Green card, social security...?	<p>See Section 1, page 2 of the WWC Provider Toolkit for lawful presence requirements (Item #1 under "Women's Wellness Connection Competitive Grant Request for Applications" located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a>). Also refer to the Colorado Department of Revenue's website for more guidance on lawful presence requirements at <a href="http://www.colorado.gov/cs/Satellite/Revenue-Main/XRM/1216289012112">http://www.colorado.gov/cs/Satellite/Revenue-Main/XRM/1216289012112</a>.</p>
Is there a limit of number of women for whom we can request funding? What is the minimum amount and what is the maximum amount?	<p>No, there is no limit to the number of women or minimum/maximum amount that can be requested per applicant.</p>

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Can you explain how a small WWC provider in a yellow and/or orange counties on the eastern plains, who historically serves 50 women per year, can compete in this application process with larger WWC clinics who annually serve thousands of women (and more diverse populations)? We primarily serve a white and latino population and may only serve 1-4 women annually who would qualify in the diverse groups you have identified (ie, lesbians, WSW). We are concerned we will be shut out of the upcoming grant cycle in favor of larger WWC groups who serve more women. Can you address this?	Please refer to page 16 of the RFA. A minimum of 15 percent of available funds are reserved for rural areas except if the WWC program determines that there are no adequate applicants for targeted rural areas. Applicants need to address the targeted area represented by their community.
Will the slide show used in the webinar's presentation be posted so we can copy and or print off for future reference?	Yes, the slide show is be posted on the website under "Women's Wellness Connection Competitive Grant Request for Applications" at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> , and can be printed for future reference.
All that is required to apply is the completed application form and finanacial risk assessment, correct?	That is correct. The application can be no more than 15 pages (not including the financial risk assessment).
Is a letter of support required?	There is no letter of support required.
Is there a a budget request limit per applicant?	There is no budget limit.

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Please clarify the amount of funding provided for patient navigation (PN) and case management (CM) in the BPS	Successful applicants will be reimbursed for patient navigation and case management as part of the Bundled Payment System (BPS) according to screening outcome achieved for individual cases. At breast and cervical level 2, \$30 is included for patient navigation and admin fees. At breast and cervical level 3, an additional \$60 is included for case management and admin fees. See Item #7 under “Women’s Wellness Connection Competitive Grant Request for Applications” located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for details.
It seems that the application provides many opportunities to set lofty goals and objectives, how will you determine that these objectives are actually achievable and what will happen if they are not achieved?	Please refer to the application review factors indicated on page 16 of the RFA. In addition, goals and objectives are expected to be S.M.A.R.T (Specific, Measurable, Attainable/Achievable, Relevant and Time-bound). Submitted work plan objectives will be assessed as attainable/achievable according to information provided in the application. Goals and objectives are monitored by the WWC program staff, and are incorporated into the Contract Monitoring System (CMS), and ratings are based on actual performance.
If my agency does not feel comfortable disclosing all of the information regarding our internal business practices that is requested in the Financial Assessment Questionnaire, is that acceptable? Or must ALL questions be answered in order to for our application to be considered?	Refer to page 8 of the RFA. The Financial Assessment Questionnaire is designed to assess the administrative structure of corporate entities, and must be submitted on January 4, 2012 with the application.
Is there a page limit for the application?	There is a 15 page limit, this does not include the financial risk assessment questionnaire.
I feel like the information given about the Financial Risk Assessment was conflicting. The original answer said it was not reviewed as part of the application but is reviewed to determine if we can have a contract?	The Financial Assessment Questionnaire is not reviewed by the review team, however the form is used to rate the financial risk of the organization.

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What does "burden" refer to? The number of women with cancer in that population? The financial burden of screening and treatment?	Both. Applicants should use the term broadly when completing #3 of the Needs Assessment section.
Is there a easy way to tell if we have the old RFA or the new one?	The RFA revised Nov. 7, 2012 is now posted on the website.
If a van goes out and sees only mammo patients. Are we still reimbursed for that mammo or only if a pap is completed?	Successful applicants will be reimbursed according to the Bundled Payment System separately for breast and cervical services. Successful applicants do not need to provide both breast and cervical screening services to all women. In this specific case, if a woman was provided a mammogram (and no other services) under the RFA, the provider would received B2 payment (\$220 in FY2013). Note that specific amounts reimbursed are subject to change. See Item #7 under "Women's Wellness Connection Competitive Grant Request for Applications" located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for details. Successful applicants will also have the capability to provide breast and cervical cancer screening services including clinical breast examinations, Pap tests and pelvic examinations in-house.
Is the RFA only available in pdf	Yes, the entire RFA is only available in PDF. The application portion is included on the website as a Word document.
What about if the patient only recieved a mammo and not a CBE?	Successful applicants will be reimbursed according to the Bundled Payment System based on the highest level of service achieved. In this specific scenario, since a mammogram is the highest level achieved, a B2 (\$220 in FY2013) would be reimbursed with or without a clinical breast exam. Note that specific amounts reimbursed are subject to change. See Item #7 under "Women's Wellness Connection Competitive Grant Request for Applications" located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for details.
What is the page limit?	There is a 15 page limit, this does not include the financial risk assessment questionnaire.

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Where can I access the bundled payment schedule?	See Item #7 under “Women’s Wellness Connection Competitive Grant Request for Applications” located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for details.
Can salaries be included in this grant program for staff members?	The program reimburses for screening and diagnostic services entered into the eCaST system. Once the invoice is paid to the agency, the agency can allocate its resources as it determines.
It looks like the RFA on the website: Request for Applications (rev) has not been updated with the changes indicated in the revisions document. I only looked at pages 4 and 5, but they still had the original text. Am I mistaken?	The RFA revised Nov. 7, 2012 is now posted on the website.
We are a newly opened primary care clinic in Pueblo. Is there a limit on how many clinics can serve as a WWC site per county?	No, there is no limit to the number of women or minimum/maximum amount that can be requested per applicant.
I’m assuming this program is appropriate for women who present without insurance or who are eligible for CICIP at the 250% FPL, not for women on Medicaid who already have coverage for these services, correct?	That is correct.
Can a portion of the funding received be used to reimburse our subcontractor for performing the colposcopy or LEEP procedure (as an example), or the surgeon who might perform a biopsy?	Yes. See Item #7 under “Women’s Wellness Connection Competitive Grant Request for Applications” located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for details on payments.  Also, see item #9 under “Women’s Wellness Connection Competitive Grant Request for Applications” located at <a href="http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963">http://www.colorado.gov/cs/Satellite/CDPHE-PSD/CBON/1251617581963</a> for details on allowable procedures and current Medicare rates.

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Do you have any recommendations on where to find documentation of evidence based recruitment strategies?	As referenced in the RFA in the Definitions section, “evidence-based” is defined as the explicit and judicious use of current best evidence from systematic research to determine the most effective course of recruitment. The Guide to Community Preventive Services is a free resource to help you choose programs and policies to improve health and prevent disease in your community. By clicking on the “Cancer” topic, agencies will be able to identify intervention categories for breast and cervical cancer screenings. These intervention categories include a wealth of interventions that are relevant to those categories. Interventions are based on systematic reviews of the literature, including publications focused on specific intervention activities. This information can be found on the website. Agencies are encouraged to review the “Changes Made to The Guide to Community Preventive Services” Prezi housed on the WWC website under “Resources and Tools”.
Does WWC have a definition of underinsured?	Please refer to the definition of underinsured on page 18 of the RFA and in the WWC Grantee Toolkit Section 1, page 1, under "Eligibility Requirements." A woman can consider herself underinsured if her private insurance coverage does not cover breast or cervical cancer screening or diagnostic services or if she states she has a high deductible for these services that she cannot afford.
What's the difference between a contract and a task order?	A contract is used for non profit and for profit organizations. A task order is used for public health entities.
What is the total amount of grant funding for the current fiscal year as a comparison to the award listed in the RFA for the FY 2013-2014?	Total grant funding for service delivery in Fiscal Year (FY) 2012-13 is currently \$5,709,951. Estimated funding for FY2013-14 is \$5,892,000.

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Can you give one example of an evidence-based outreach/recruitment activity?	The Guide to Community Preventive Services is a free resource to help you choose programs and policies to improve health and prevent disease in your community. By clicking on the “Cancer” topic, agencies will be able to identify intervention categories for breast and cervical cancer screenings. These intervention categories include a wealth of interventions that are relevant to those categories. Interventions are based on systematic reviews of the literature, including publications focused on specific intervention activities. This information can be found on the website. Agencies are encouraged to review the “Changes Made to The Guide to Community Preventive Services” Prezi housed on the WWC website under “Resources and Tools”.
It is suggested that a glossary be submitted. Can the state provide a common list to avoid duplicative work by applicants with agencies only listing instances beyond what is listed by the state?	A glossary cannot be submitted. Applicants should instead define technical terminology within the text of the application. CDPHE will not be providing a common list or glossary.
Can a bibliography citing sources be attached?	No, a bibliography cannot be included. If you are citing resource(s) for answers related to evidence-based recruitment practices or other sources, please reference the resource name and/or website within the answer. A formal citation is not needed.
When discussing recruitment/outreach best practices, the resources listed in the RFA (Community Prevention Guide) address more access to care than recruitment. For example, scheduling a screening mammogram on behalf of the client verses a passive process by the client. Can you answer the RFP question from an access to care perspective verses outreach/recruitment?	The Guide to Community Preventive Services does address access to care as part of outreach/recruitment. Addressing access to care issues are frequently part of recruiting eligible individuals into a program. An agency may include access to care strategies as part of their recruitment and outreach efforts utilizing SMART objectives and evidence-based strategies.

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How can my facility be just a subcontractor to do mammograms?	This RFA is intended for agencies who want to become a WWC provider site, not just a subcontractor. Your agency would need to approach WWC providers directly about becoming a subcontractor for their mammograms.
My agency is a current WWC contractor. We are not a medical provider so cannot provide services on site as required by RFP. Is there any way we can participate, perhaps as a subcontractor of a provider that would like to use our outreach-education-patient navigation services? Will there be another RFP for agencies that facilitate access in the community by connecting women to care?	This RFA does not include funding solely for patient navigation services. As referenced in the WWC Grantee Toolkit on Page 3 of the Recruitment section, WWC agencies are responsible for partaking in recruitment activities that are within the scope and capacity of their organization. A WWC contractor will not receive additional funding for recruitment activities outside of the bundled payment amount. If a WWC contractor chooses to subcontract recruitment efforts out to another agency, that relationship becomes a business agreement between those agencies that is independent of the state. Agencies interested in subcontracting recruitment efforts may indicate so in their application under Question 2 of the Funding Request Capacity section of the WWC Application Form. Applicants must still describe these sub-contracted activities utilizing SMART objectives and evidence-based practices in order to be competitive for funding. The agency directly contracting with CDPHE is ultimately responsible for recruitment associated with the WWC program regardless of subcontractors being utilized.

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