

To: COHBE Board

CC: Patty Fontneau, Lindy Hinman, Adele Work, Jed Summerton, Chuck Fish

Subject: Provider Directory Services Vendor Evaluation and Recommendation

Date: January 15, 2013

Recommendation

Based on evaluation of six proposals from our RFI, the COHBE PMO recommends that contract negotiations commence with Treo Solutions. The total estimated contract value is \$210,000 which will require Board approval. The evaluation process is summarized below.

Background

On October 9, 2012, COHBE released RFI 2012-02 for Provider Directory services. In response to the RFI COHBE received approximately 35 vendor questions. COHBE posted written responses to the COHBE website.

COHBE received six responses to the RFI. Preliminary evaluation was conducted by an evaluation team comprised of Dr. Lisa Latts from LML Solutions, Tom Abel from the Colorado Division of Insurance (DOI), Lindy Hinman, Adele Work, Chuck Fish and Gary Schneider from COHBE.

Meetings were held with Larry Wolk (COHRIO) and Phil Kalin (CIVHC) to discuss their organizations’ needs for provider director data and to ensure that COHBE’s decision would not preclude partnering with these other Colorado health information organizations.

The evaluation process proceeded in three phases:

- Phase 1 – Reviewed and ranked technical and cost proposals.
- Phase 2 – Performed reference check for the leading candidate.
- Phase 3 – Requested revised proposal from leading candidate.

Evaluation

Phase 1 – Reviewed and ranked technical and cost proposals. Summary information from evaluation of the Treo proposal is provided below.

<p>Treo – Troy, NY</p> <p>Rank – 1</p>	<ul style="list-style-type: none"> – Partnering with CIVHC in developing APCD; – Developing a provider dataset based on Medicaid, Medicare and private insurers – Would give one single provider database for CO – “Strong” relationships w/ 6 CO carriers – Developed client-specific DW solutions for 30 payers 	<p>\$210K for 3 year contract</p>
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Among the four finalists, Treo was determined to be the “best fit” for COHBE for the following reasons:

- Partnership with CIHVC in developing the Colorado APCD.
- Intimate knowledge of Colorado health care system.
- Strong relationship with existing Colorado carriers.
- Ability to leverage APCD resulting in reduced risk for COHBE.
- One of lowest cost proposals.

Phase 3 – Performed reference check

Contacted Philip Kalin, President & CEO CIVHC | Center for Improving Value in Health Care
720.583.2198

CIHVC partnered with Treo Solutions to develop the Colorado All Payer Claims Database (APCD).

- **Services Provided:**
 - Develop a comprehensive, validated and up-to-date provider dataset based on all private insurer, Medicaid, and Medicare claims filed in Colorado.
 - Implemented a host of data integrity checks and extensive matching logic to enhance, normalize, and improve the quality of data.
- CIHVC provided strong, positive feedback on Treo.

Summary and Recommendation

Based on evaluation of six proposals, the COHBE PMO recommends that COHBE begin contract negotiations with Treo. The estimated cost for the contract is \$210,000. This includes implementation plus ongoing data updates. The contract would also include two one-year options. Based on input from CORHIO the contract will also include provisions that the vendor provide a monthly data file to CORHIO.