2017 Request for Proposals

Summary

BD Helping Build Healthy Communities™ is a multi-year initiative that expands access and improves care for underserved and vulnerable populations throughout the United States. The initiative aims to identify, award, and share successful community health innovations with other safety net providers, officials, and the public to generate awareness of health centers’ unique ability to address community needs. To date, 26 health centers from across the country have received $2.6 million in awards for innovative programs in community health. Information about past winners can be found at www.directrelief.org/bdhbhc.

In 2017, the initiative, funded by BD and implemented together with Direct Relief and the National Association of Community Health Centers (NACHC), will provide four (4) awards of $200,000 each to community health centers in support of innovative programs in Medication Therapy Management. The funding is to support programs that operate over a two-year period.

According to the American Pharmacist Association, “Medication Therapy Management is a service or group of services that optimize therapeutic outcomes for individual patients. Medication Therapy Management services include medication therapy reviews, pharmacotherapy consults, anticoagulation management, immunizations, health and wellness programs and many other clinical services. Pharmacists provide medication therapy management to help patients get the best benefits from their medications by actively managing drug therapy and by identifying, preventing and resolving medication-related problems.” Funds from the award should be used to develop or enhance programs related to Medication Therapy Management.

Award funds will be provided in July, 2017 and recipients will be honored at an awards dinner with past awardees on Sunday, August 27, 2017 in San Diego, CA during the NACHC Community Health Institute (CHI) conference. CEO presence at the awards dinner is required.

Eligibility Criteria

Organizations from all 50 states, D.C., Puerto Rico, and the Virgin Islands are eligible to apply. Applicants must be federally-qualified health centers, or look-alikes, and NACHC members.

Regional health center consortia and statewide associations are not eligible to apply. Past Award winners may reapply if they have not received funding the past two award cycles.
Background

Throughout the United States, over 25 million people in medically underserved areas receive healthcare at one of over 10,000 community health center sites. These safety net providers deliver demonstrably high-quality primary care and referral services to the nation’s most vulnerable people, despite operating with limited resources.

BD, Direct Relief, and NACHC, recognize the role health centers play within their communities. The addition of Medication Therapy Management programs has been on the rise as many primary care providers move towards a team based model of care. Health outcomes can be maximized with expertise from team-based care (pharmacist, physician, nurse, community health worker, etc.) in managing adverse drug events and through community partnerships with local hospitals, students, retired pharmacists, and others.

Demonstration of Innovative and Successful Models

Many health conditions of patients seen at health centers are not only clinical, but are related to broader community health factors. Health centers have taken a prominent role in communities across the U.S. by developing creative strategies to change habits, lifestyles, and health behaviors linked to needs for improved health. Past programs, rooted in community health, provided solutions designed for specific patient populations and took into account the needs for patient success; examples include, but are not limited to, programs that effectively address:

- Prevention
- Behavior Modification
- Awareness and Education

To encourage these practices and disseminate them throughout the U.S. healthcare safety net, \textit{BD Helping Build Healthy Communities} is soliciting innovative community-based approaches in Medication Therapy Management.

The \textit{BD Helping Build Healthy Communities} Awards have two main objectives:

- Foster the implementation and/or expansion of innovative programs and program concepts that serve as successful models related to Medication Therapy Management programs for underserved and vulnerable populations
- Share information about the program and its strategies with other health centers, clinics, and interested parties

The winners of the \textit{BD Helping Build Healthy Communities} Awards will be featured at the 2017 NACHC Community Health Institute to be held in August in San Diego, CA. The 2016 awards dinner featured Dr. Regina Benjamin, former U.S. Surgeon General and founder of the Bayou Clinic, as the keynote speaker. Lessons learned from the winning programs will be shared through a variety of means, including the American Public Health Association’s annual conference, with Direct Relief’s Network of community health centers and free clinics, online blogs, articles, podcasts, videos, NACHC’s \textit{Forum} magazine, conference exhibits and/or posters, and other publicity in conjunction with BD.
Application Instructions

The application cycle will include an initial determination of eligibility and review process, as well as a second round that will include onsite visits with health center semi-finalists. Each applicant must fill out the online application following the instructions below:

1. **Section 1: Application Form** – *this information needs to be entered into the online form, found here: [www.directrelief.org/bdhbhc](http://www.directrelief.org/bdhbhc)*
   - Health Center Information: Name, Mailing Address, Phone Number, Website
   - UDS Number
   - Tax ID Number
   - Contact Person: Name, Title, Email, Phone
   - CEO/Executive Director: Name, Title, Email
   - Chief Medical Officer/Medical Director: Name, Title
   - Board Chair: Name

2. **Section 2: Program Narrative** – *this information needs to be entered into the online form and each section has maximum character limits (including spaces)*
   - **Program Title and Executive Summary:** Description of the health center’s program and how it will operate over a two-year period. (max 1,500 characters)
   - **Organizational Description:**
     - Mission (max 750 characters)
     - History (max 1,500 characters)
     - Target Population (max 1,000 characters)
   
   Applicants must provide the following information for 2016:
   - Total number of unduplicated patients
   - Total number of unduplicated uninsured patients
   - Total number of patient encounters
   - Total number of unduplicated patients targeted in program (estimate if the program is new)

   - **Statement of Need:** Describe the specific needs related to the program. (max 2,000 characters)

   - **Program Description:** Summarize your program. Include in your description, goals, objectives, activities, timeline, key program staff, interventions used, any challenges faced and (if applicable) any mid-course corrective actions. Describe the program’s design and operation for a two-year period. Programs can fall into one of two categories: (max 7,000 characters)
     - Creating Innovation – A New Program for your Health Center: The proposed program in your health center has been in operation less than one year and has demonstrated success or potential success, and has high promise for expansion and/or replication. This program may be based on another program that has demonstrated success in another condition or environment (e.g. a program that was developed for hypertension, but will be adapted for diabetes). Provide compelling rationale and
credible, relevant, clinical, and/or behavioral data points and research to support the program’s success.

- Expanding Innovation – An Existing Program in your Health Center: The proposed program has been in operation in your health center for at least one year and has demonstrated success prevention and/or treatment. Provide compelling rationale and credible, relevant, clinical, and/or behavioral data points and research to support the program’s success.

- Demonstration of Innovation and Success: Describe how this program is innovative; differentiating factors from other programs in the field; whether the program is based on a proven model that has been implemented in your health center or in other environments (e.g. a hospital, community center). (max 3,500 characters)

- Documentation of Outcomes: Identify the performance targets, including baseline of how the program is being measured today or will be measured in the case of a new effort. List the outcomes to be tracked and the method for tracking them. Examples may include number of people served or to be served, health outcomes measures, and other indicators to show the impact on the patient population before the program began, since program’s inception, and within the last 12 months. For new programs, relevant outcomes measures that indicate the program’s likely success should be included. Include performance targets for each year of the two-year program. (max 3,500 characters)

Each applicant must complete Required Attachment 2: Metrics and Outcomes, which can be downloaded, completed, and uploaded in the following section.

3. Section 3: Potential for Replication by Other Health Centers: Please share insights of how your health center will develop, or has developed and implemented the program. What key issues will be or were addressed? What challenges are you likely to face or have addressed? Include a brief description of what requirements need to be present and how another health center or provider in another healthcare setting could replicate this program. (max 5,000 characters)

In addition, each applicant must complete Required Attachment 3: Program Budget, which can be downloaded, completed, and uploaded in the following section. This budget is not for the award amount, but for what is needed to execute the program for a two-year period, such as key staff (e.g. 0.15 FTE physician, 0.50 FTE Pharmacist, etc.), space and facilities, supplies, equipment, educational materials, and costs associated with each item.

Required Attachments

- Required Attachment 1: Signature Page must be signed by both the CEO/Executive Director, the Board Chair, and CMO/Medical Director to be considered for the Helping Build Healthy Communities Award – this is an online form that must be downloaded, completed, and uploaded

- Required Attachment 2: Metrics and Outcomes – this is an online form that must be downloaded, completed, and uploaded

- Required Attachment 3: Program Budget – this is an online form that must be downloaded, completed, and uploaded
Optional Attachments

If you would like to share additional information about the program, there is a maximum of two (2) optional attachments. Any additional attachments will not be reviewed.

Timeline

RFP Released: Wednesday, March 8, 2017

Proposals Due: Wednesday, April 19, 2017 by 5:00pm PST

Finalists Notified: On or before Friday, May 19, 2017

Site Visits: May - June, 2017

Award Notification: On or before Friday, July 14, 2017 by phone and email

Award Presentation: August 27, 2017 at NACHC Community Health Institute, San Diego, CA

Submission

Proposals must be received no later than Wednesday, April 19, 2017 at 5pm PST. Applicants must submit all materials online at: www.directrelief.org/bdhbhc

Awardee Requirements

The program will provide four (4) awards of $200,000 each to community health centers in support of innovative programs in 2017. Award recipient requirements include:

- Use of the funds to enhance or expand the program the Award recognizes
- Attendance by CEO/Executive Staff at Awards Dinner August 27, 2017
- Submission of a brief interim narrative report and outcome metrics at 12 months and a final report 24 months after the Award is received – reporting instructions will be provided after receiving the award
- Be available to participate in media or publicity opportunities with BD, Direct Relief, and NACHC related to the Award
- Be available for a site visit within one year of the Award
- In the event that a particular program demonstrates great promise, strong outcomes, and learnings that can be leveraged and applied to other health centers, BD will make a determination for additional funding, based on outcomes

Specific information will be given to Awardees in conjunction with the Award notification.

Questions? Please contact:

Direct Relief
1-877-303-7872 phone
1-805-823-7201 fax
usaprograms@directrelief.org
Helping Build Healthy Communities is funded by BD and implemented together with Direct Relief and the National Association of Community Health Centers.

BD is a global medical technology company that is advancing the world of health by improving medical discovery, diagnostics and the delivery of care. BD leads in patient and health care worker safety and the technologies that enable medical research and clinical laboratories. The company provides innovative solutions that help advance cellular studies and genomics, enhance the diagnosis of infectious disease and cancer, improve medication management, promote infection prevention, equip surgical and interventional procedures, optimize respiratory care and support the management of diabetes. The company partners with organizations around the world to address some of the most challenging global health issues. BD has more than 45,000 associates across 50 countries who work in close collaboration with customers and partners to help enhance outcomes, lower health care delivery costs, increase efficiencies, improve health care safety and expand access to health. For more information on BD, please visit www.bd.com.

Direct Relief was established in 1948 with a mission to improve the health and lives of people affected by poverty or emergencies, Direct Relief delivers lifesaving medical resources throughout the world – without regard to politics, religion, ethnic identities, or ability to pay. With operations spanning more than 70 countries and all 50 states in the U.S., Direct Relief is the only charitable nonprofit to obtain Verified Accredited Wholesale Distributor (VAWD) accreditation by the National Association of Boards of Pharmacy. Among other distinctions, Direct Relief earns a perfect score of 100 from independent evaluator Charity Navigator, was listed among the world's most innovative nonprofits by Fast Company, and has received the CECP Directors' Award, the Drucker Prize for Nonprofit Innovation, and the President's Award from Esri for excellence in GIS mapping. For more information, please visit www.Direct Relief.org.

The National Association of Community Health Centers was founded in 1971, with a mission to promote the provision of high quality, comprehensive and affordable health care that is coordinated, culturally and linguistically competent, and community directed for all medically underserved populations. NACHC is the membership organization for community health centers nationwide, which provide primary and preventive health care to more than 22 million people from more than 8,000 sites. www.nachc.org