Dual Special Needs Plan (D-SNP) Readiness Grant Funding Application

About CenCal Health

Founded as the Santa Barbara Regional Health Authority, CenCal Health is the oldest managed care Medicaid health plan of its kind, having launched in 1983. CenCal Health utilizes the County Organized Health System (COHS) model and is the exclusive Medi-Cal health plan in the two-county service area, serving one in three residents in Santa Barbara County and one in four in San Luis Obispo County.

We work in partnership with our contracted providers, including with local primary and specialty providers, all hospitals in both counties, county health departments, health systems, Federally-Qualified Health Centers, Indian Health Centers, private medical groups and individual physicians.

CenCal Health has been recognized by the National Committee for Quality Assurance (NCQA) for our innovation and consistently ranks among the top health plans serving Medi-Cal members in California. Our work results in the delivery of innovative community-based health care services, better medical outcomes, and cost savings.

D-SNP Readiness Grant Overview

CenCal Health recognizes that the launch of its Dual Special Needs Plan (D-SNP) – CenCal CareConnect – requires significant investments in readiness activities across people (training), processes (revised policies and workflows), and technology (procurement and implementation of new software platforms). The creation of new workflows which reflect the level of care coordination needed for seniors, coupled with support for billing and coding, as well as necessary electronic healthcare record (HER) modifications, are just a few examples of the practice transformation needed to ensure providers are well-equipped to serve CenCal CareConnect members.

CenCal Health has the opportunity to support CenCal CareConnect providers through the provision of start-up funding for D-SNP readiness activities. The D-SNP Readiness Grant will invest $1M to support network providers with securing the staffing, processes, and technology needed to serve CenCal CareConnect members.

For more information on CenCal CareConnect, please visit https://www.cencalhealth.org/providers/medicare-d-snp/.

CenCal Health requests that applicants refrain from issuing any press releases or public announcements regarding an award of funding until a legal agreement has been fully executed. Additionally, any use of CenCal Health's name and logo, including for press releases and public announcements, requires prior written approval from CenCal Health.

Funding Opportunity

CenCal Health is now accepting applications from current CenCal CareConnect providers to support the following D-SNP readiness activities:

- Staffing
- Practice Support and Staff Training
- Technology Infrastructure

Only one application may be submitted per organization. Award amounts will be based on demonstrated need, as described in the application. D-SNP Readiness Grant funds must be utilized by the end of calendar year 2026.

Eligible Expenses	Example of Activities to Support D-SNP Readiness	Project Duration
Staffing	• Allocate dedicated staff to provide referral and care coordination support, or billing and coding support for services provided to CenCal CareConnect members	Upon award through 12/31/2026
Practice Support and Staff Training	• Train staff on D-SNP, including providing dedicated training time for clinicians and administrative staff to learn best practices and participate in CenCal Health Trainings, such as educating staff on D-SNP regulatory and compliance requirements and benefits, billing, and reimbursement coordination • Practice redesign support for new workflow development and implementation in accordance with the Model of Care, such as implementing Quality Improvement Initiatives to support continuous quality initiatives and ensuring long-term success of D-SNP readiness • Cover compliance and regulatory costs, including assistance with adherence to CMS documentation regulations	Upon award through 12/31/2026
Technology Infrastructure	• Implement EHR modifications or implement new software to support appropriate billing, coding, and regulatory reporting required for Medicare, such as developing or upgrading data analytics and quality assurance capabilities for population health management, identifying high risks, gaps in care and tracking performance measures or enhancing Telehealth infrastructure to support telehealth visits, particularly for members with chronic conditions	Upon award through 12/31/2026

Eligibility Requirements

Applicants must meet the following eligibility criteria to receive D-SNP Readiness Grant funding:

a. Organization must be fully contracted for CenCal CareConnect at the time of application. Letters of Intent will not be considered qualifying.

b. Organization must commit to being open to serving D-SNP members in 2026. "Open" means accepting assignment (for PCPs) or accepting referrals (for specialists).
c. Organization must be one or more of the following:
    i. High-volume Primary Care Provider (PCP)
    ii. High-need specialty for older adults (e.g., Endocrinology, Gastroenterology, Oncology)
    iii. Provider focused on end-of-life care (e.g., home health, hospice, palliative care)
    iv. Facilities specifically serving the older adult population (e.g., SNFs)
    v. Other criteria, subject to review by CenCal Health

Funding Application

Section One: Overview *(20 points possible)*

1. Does your organization currently hold a provider agreement with CenCal CareConnect?
   ◉ Yes ○ No

2. Which of the following activities will D-SNP Readiness Grant funding support (select all that apply)?
   ☐ Staffing
   ☐ Practice Support and Staff Training
   ☐ Technology Infrastructure

3. Please provide an overview of your proposal, including: (*150 words max for each question)*
   a. Purpose of funding
   b. Members served
   c. Overview of how funds will be spent and how they will support D-SNP readiness

4. How much funding are you requesting?

5. Complete the detailed D-SNP Readiness Grant budget template and submit it with your submission.

Section Two: Organization Information *(10 points possible)*

1. Legal name of your organization.

2. Address and phone number for your organization.

3. Tell us about your current services and programs.

4. Which counties does your organization serve? (Santa Barbara, San Luis Obispo, or both)

Section Three: Proposal Details *(40 points possible)*

1. Please describe the need which you seek to meet through D-SNP Readiness Grant funding. *150 words max.*

2. Please provide an overview of your proposed timeline for utilizing D-SNP Readiness Grant funds.

3. Please describe how many CenCal CareConnect members you anticipate serving.

4. Please describe your organization's plan for the sustainability of services funded by D-SNP Readiness Grant after these funds have been exhausted. *150 words max.*

Section Four: Evaluation Information *(20 points possible)*

Please describe the desired outcomes which will be achieved through use of these funds, including their anticipated timelines. How will success be measured?

Include specific measures of performance, including a description of the measure numerator,

denominator, and the estimated rate of performance that will be achieved at the conclusion of the use of these grant funds. Be certain to include the number of new members served, in unique numbers and new patient encounters.

Final scoring will include 10 additional points towards overall quality of the proposal and the indicated impacts, including whether the application addresses a CenCal CareConnect Provider Network identified need, as determined by the scoring committee.

This application for D-SNP Readiness Grant funding is submitted by the below party, who has the authority to submit such application on behalf of the applicant organization.

Name:

Title:

Email and phone number:

Signature: Date:

Please submit this application and budget form to IPP@cencalhealth.org

Thank you for your application. CenCal Health will review the information provided and follow up with any additional questions.