

## Appendix E Population Health Demonstration<sup>1</sup>

**\*\*RFP applicants must complete and submit the template below with their RFP response. IHP applications that do not include this completed template may not be considered for a contract.\*\***

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### INSTRUCTIONS

Applicant Integrated Health Partnerships (IHPs) are required to propose a Population Health Demonstration (“demonstration”) to address health-related social needs (HRSNs) and/or demonstrations that are outside the scope of regular patient care. Examples of acceptable demonstrations are included at the end of these instructions. The IHP will be held accountable for agreed upon measures related to the proposed demonstration upon contract execution. **IHPs are required to propose a demonstration in their response to the Request for Proposal (RFP) using the template below. IHP applications that do not include this completed template may not be considered for a contract.** Demonstrations should be based on the Applicant IHP’s knowledge of the health disparities impacting their patient population and this should be clearly articulated in the template responses. IHPs are also encouraged to consider how their approach will reach the entire intervention population. **Applicants applying to be a Track 2 IHP must submit an intervention that includes an accountable care partnership with a community-based organization (see the Accountable Care Partnership section below for additional details).** The demonstration proposal may be modified or refined during contract negotiations, based on data available and technical assistance from DHS. Please see Section 5.3 of the IHP 2026 RFP for additional details around health-related social needs and community engagement.

**Please answer the questions related to your organization’s proposed demonstration in the template below and submit the completed document with your application. All sections must be completed (e.g., IHP name and title of the demonstration, target population, explanation of the issue this demonstration is designed to address, etc.).** The completed Appendix (the template) must be submitted in Microsoft Word format. The Applicant IHP may incorporate the response to this template in a PDF with the full application, if desired, but it must also be submitted as a Word document to facilitate transferring relevant content to a potential contract.

### Demonstration Measures

Demonstration proposals must include measures the Applicant IHP is proposing for monitoring the effectiveness of the demonstration.

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<sup>1</sup> This section was previously known as the Health Equity Intervention. The intent behind this section has not changed and health equity remains an important focus of the IHP program, but the title was updated to Population Health Demonstration for this section of the contract to more closely align with the expectations for this portion of the IHP contract.

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For example, a demonstration focused on screening for health-related social needs (HRSNs) could monitor such things as,

- How many patients are screened,
- How many patients screen positive and for which needs,
- How many patients were referred and connected with services, and
- How many patients reported receiving the assistance they needed.

Demonstrations **must include metrics related to monitoring processes, measuring outcomes, assessing whether the intervention is meeting patient needs, and at least one overall SMART goal (Specific, Measurable, Achievable, Relevant, Time-bound)**. Applicant IHPs should make their best effort to identify and include these types of measures when submitting the Population Health Demonstration Measures in the template below. This will facilitate successful RFP proposal reviews and streamline contract discussions.

### Continuing a Demonstration in a Prior IHP Contract

For Applicant IHPs that participated in the IHP program in the 2026 performance period, DHS generally expects those IHPs to propose new demonstrations or incorporate significant changes to a prior demonstration. If the demonstration is a well-established process and significant expansion of the demonstration is no longer possible, then that demonstration would likely not be considered appropriate for consideration in the next IHP contract. For example, screening and connection to mental health services, where the process for screening and referral has been established would not be considered appropriate.

The examples below demonstrate the types of significant expansions DHS expects to see. Please note this is not a comprehensive list.

- Significantly expanding the target patient population included in the demonstration. For example, including additional clinics and service lines or including a broader group of patients that would also benefit from the demonstration. The Applicant IHP must identify the approximate number of additional patients this would include compared to the IHP's total or attributed population in its Population Health Demonstration template.
- Adding reciprocal arrangements with community partners. For example, the Applicant IHP may screen for food insecurity and refer individuals to an organization but not have a formal partnership. Formalizing that partnership and demonstrating how that reciprocal arrangement will work may count as a significant enhancement. The Applicant IHP would identify the scope and reach of the partnership in its Population Health Demonstration template.
- Adding resources to address patient needs such as food boxes or additional services to help address HRSNs would count as a significant enhancement. The Applicant IHP would identify the scope and reach of the additional resources and/or services in its Population Health Demonstration template.

There are some exceptions to this requirement. If the intervention clearly aligns with the Exemplary Demonstration criteria described in the next section, then the Applicant IHP may demonstrate that alignment and propose the demonstration for this contract cycle without significant enhancements.

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### Exemplary Demonstration

An Exemplary Demonstration is one that reaches all attributed patients, intervenes on aspects that impact personal health and are outside of regular patient care, takes a multipronged approach such as community partnerships and onsite resources, and includes a feedback loop to improve processes and assess the demonstration so that aspects that may not be working as planned within the demonstration are addressed. For example, an Exemplary Demonstration would include the key components noted below and would *also* include resources available through the IHP to help with immediate needs such as a food box and/or onsite legal aid.

- Screen all patients for several health-related social needs,
- Determine if the individual wants assistance,
- If the individual does want assistance, will connect them with those resources or an individual who will facilitate connection to those resources,
- Follow up to confirm the individual received the assistance they needed, and
- Process improvements are made based on identified gaps from patient feedback.

### Examples of Acceptable Demonstrations

Examples of acceptable demonstrations are included below. Please note this is not a comprehensive list and Applicant IHPs may propose demonstrations not included on this list.

- Screening and connecting patients to resources for social determinants of health needs.
- Screening and connecting patients to resources for food insecurity, including onsite immediate food support and referrals to other programs.
- Community paramedic program that provides additional supports in the community for qualifying individuals.
- Comprehensive medication management for qualifying patients utilizing a partnership, such as pharmacy services, to provide additional support with patient education, effective medication use, and referrals for other needs such as health-related social needs impacting medication adherence or other aspects of health.
- Supports addressing opioid use disorder (OUD) and lack of adequate substance use treatment, providing a comprehensive approach to address this need.
- Supports and community partnerships to address medical and behavioral health needs of justice involved individuals.

### Examples of Unacceptable Demonstrations

Examples of demonstrations that are not acceptable are included below. Please note this is not a comprehensive list. While these are important aspects of patient care they are not appropriate for the Population Health Demonstration because this demonstration is intended to address non-medical aspects of patient care or medical care that is outside of the traditional medical setting.

- Management of a particular medical condition.

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- Increasing a particular medical visit type within the traditional medical setting such as well child visits.

### **Percent of Population Impacted by the Demonstration**

Applicant IHPs must identify the percent of their population which will be impacted by the demonstration. This percentage does not need to be an exact calculation but must provide a good estimate of the number of patients who will be touched by the demonstration. This number may be expressed as either a percent of the Applicant IHP's Medicaid population or a percent of the Applicant IHP's anticipated IHP attributed population. Generally, more than 50% of the Applicant IHP's Medicaid population should be impacted by the demonstration for it to be considered acceptable. However, DHS is willing to consider demonstrations that may impact a smaller percentage of the population, but this would need to be determined on a case-by-case basis through discussion with the Applicant IHP. For example, a Community Paramedic Program may not impact 50% of the population but may still be considered an acceptable intervention.

### **Accountable Care Partnership – This applies to all Track 2 applicants.**

For Track 2 IHP applicants, the population health demonstration must include a formal partnership with a community organization(s) to be eligible for participation in the IHP program, and this partnership must align with the Population Health Demonstration described in Appendix E. The IHP must submit a Letter of Support and a Memorandum of Understanding (MOU) or Business Associate Agreement (BAA) (or a similar agreement) with its IHP Application. The Letter of Support must be submitted with the application. If the MOU, BAA, or other similar agreement is not available at time of application, it must be submitted by November 2, 2026. See the 'Community Partnerships' section of the IHP Application for additional details.

The Applicant IHP must clearly describe the monetary or in-kind support for the community partner(s). Examples of areas in which IHPs can pursue community partnerships include but are not limited to housing, food security, social services, education, and transportation.

## POPULATION HEALTH DEMONSTRATION TEMPLATE

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**Applicant IHPs must complete all sections of this template.** For an additional explanation of each section, please see the “Additional Explanation of Population Health Demonstration Template Sections” on the following page. The Population Health Demonstration was previously known as the Health Equity Intervention. The intent behind this section has not changed and health equity remains an important focus of the IHP Program, but the title was updated to Population Health Demonstration for this section of the contract to more closely align with the expectations for this portion of the IHP contract.

**Please provide a response to the following questions.**

1. Are you applying to be a Track 2 IHP?
  - Yes – *Please ensure your proposal includes an Accountable Care Partnership and that you have also addressed the required items in the ‘Community Partnerships’ section of the application.*
  - No - *Please proceed to question #2.*
  
2. Is this demonstration new?
  - Yes - *You may skip question #3 and move on to completing the rest of the template.*
  - No - *Please complete question #3.*
  
3. If the demonstration is not new, does it meet one of the following? If not, the intervention is not appropriate for the IHP contract. Please select the appropriate response and provide a brief description.
  - Meets the Exemplary Demonstration requirements (i.e., will reach all attributed patients, will intervene on aspects that impact personal health and are outside of regular patient care, will take a multipronged approach such as community partnerships and onsite resources, and will include a feedback loop to improve processes and assess aspects that may not be working as planned within the intervention). *If this item is selected, please include a narrative explanation in the space below that articulates how your intervention specifically meets these requirements. Refer to the “Exemplary Intervention Example” section of the instructions for more details.*
  
  - The demonstration is not new, but it includes significant changes which serve more individuals or provide additional support. *If this item is selected, please include a narrative explanation in the space below that articulates how the Applicant IHP’s demonstration specifically meets these requirements. Refer to the “Continuing an Intervention in a Prior IHP Contract” section of the instructions for more details.*

Appendix E: Population Health Demonstration Template

**IHP Name and Title of the Population Health Demonstration:**

**Target population:**

**Percent of population expected to be impacted by the Demonstration and a description of the method used to reach this estimate:**

**Explanation of the issue this demonstration is designed to address:**

**Proposed solution:**

**Intervention:**

**Historical background:**

**Population health demonstration measures:**

**Structural measures:**

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**Process measures:**

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**Outcomes measures:**

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**Patient feedback measures:**

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**Overall Goal for the Intervention (framed as a [SMART](#) goal):**

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## **ADDITIONAL EXPLANATION OF POPULATION HEALTH DEMONSTRATION TEMPLATE SECTIONS**

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**IHP Name and Title of the Population Health Demonstration:** *Include name of Applicant IHP and the title or “name” you would like to use for the demonstration.*

**Target population:** *Please identify target populations for the demonstration. This does not need to be limited to the attributed population.*

**Percent of population expected to be impacted by the demonstration and a description of the method used to reach this estimate:** *Please provide an assessment of the percentage of your IHP-attributed, Medicaid, or total population who will be impacted by the intervention. This section should include a description of how you arrived at this percent. Some examples are included below.*

*The IHP aims to screen 100% of patients and reach out to all patients who request assistance with connecting to services. To arrive at this estimate we...[include description].*

*The IHP aims to screen 100% of patients at three of its primary care locations which make up 50% of its patient population and will reach out to all of those patients who request assistance connecting to services. To arrive at this estimate we... [include description].*

**Explanation of the issue this demonstration is designed to address:** *Please explain the issue your demonstration is designed to address. For example, what are the barriers standing in the way of better health for the target population?*

**Proposed solution:** To *(please restate the issue your intervention is designed to address)*, the IHP will *(please succinctly state the desired outcome of the intervention).*

*Please fill in the blanks in the sentence above to explain the goals of this intervention. Here are some examples of solution statements:*

- *To impact socio-economic factors that are influencing health and causing health inequities, all patients will be screened for multiple health-related social needs and connected to services to address those needs.*
- *To increase access to primary care services, the IHP will incorporate the community paramedics' model of care at three distinct primary care clinics.*
- *To address barriers that have a negative impact on health, specifically food insecurity, the IHP will screen the IHP population for food insecurity and connect individuals in need with community resources to help meet those needs.*

**Demonstration:** *Please explain the steps the IHP is planning to take to implement the demonstration. Please be as specific as possible. (e.g., When/where will patients be screened and by whom? Which screening tools will be used? How will your organization connect patients to needed resources? Etc.) Also, please explain structural changes that will be made to facilitate the success of the demonstration. (e.g., How will you secure and communicate leadership buy-in? How will you share information among IHP partners? How will you engage staff? Will the demonstration require an adaption of new data analytics tools and how will you use that data? Etc.) For demonstrations that are currently underway, please clearly indicate your plans to expand and/or modify the demonstrations based on what you have learned to date.*

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**Historical background:** *If your organization is planning to build on or continue an existing intervention or community effort, please provide background information (e.g., When did the intervention begin? What led to its inception?) and explain how your participation in the IHP demonstration will impact this intervention (e.g., How might participation assist with its evolution? What goals do you have?). If this is an equity intervention from an existing IHP contract, please indicate that as well. The background section should include lessons learned and key findings over the course of the intervention to date, and whether any changes will be made to expand or enhance the intervention.*

**Population health demonstration measures:** *Please explain how the Applicant IHP will monitor the effectiveness of this effort. Examples of some population health demonstration measures are included below. For Applicant IHPs proposing to continue with an intervention in an existing IHP contract, please clearly identify enhancements to existing metrics or new metrics that will more effectively capture the impact of the continued intervention by labeling those as 'NEW' or 'ENHANCED.' Applicants with an Exemplary Demonstration do not need to identify 'NEW' or 'ENHANCED' measures given the wide scope of the demonstration is sufficient and does not need to be expanded.*

**Structural measures:** *Ideally structural changes should be implemented by the end of the first IHP performance period. In some cases, there may be a structural measure included to determine the appropriate measure for the contract. For example, if the Applicant IHP does not have a patient feedback measure in place then the first performance period may include identification and/or implementation of that patient feedback component.*

- *Create a multidisciplinary team at specific locations by the end of the first IHP performance period.*
- *Establish new tracking system to monitor patients' outcomes over time and across multiple settings, by the end of the first IHP performance period.*
- *Recruit additional staff (e.g., care coordinators, community health workers) by the end of the first IHP performance period.*
- *Establish partnerships with community providers by the end of the first performance period.*
- *Create an approach to gather patient feedback about existing screening and services by the end of performance period 1.*

**Process measures:** *At least one process measure must be included. Most demonstrations include several process measures to track progress.*

- *Number of patients screened for health-related social need(s) (e.g., food insecurity, housing instability, transportation etc.).*
- *Number of patients who screened positive for health-related social need(s) (e.g., food insecurity, housing instability, transportation, etc.) overall and by social service need category*
- *Number of patients referred to community organizations for needed services overall and by type of social service need.*
- *Number of patients who received needed services from community organizations by type of social service need.*

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**Outcomes measures:** *An outcome measure must be included which assesses the demonstration's impact on individual health, costs, and/or health-related social needs.*

- *Percent of patients who communicated a reduction or elimination of a social service need (e.g., housing, transportation, food, etc.) [include numerator and denominator].*
- *Cost savings due to reduced emergency department and/or inpatient hospital utilization in the intervention population.*
- *Percent of diabetic patients in the intervention population who reduced their HbA1c levels.*

**Patient feedback measures:** *A patient feedback measure must be included. The Applicant IHP may take a variety of approaches such as a representative patient focus group where results from the focus group are reported, a survey of the majority of participants, phone interviews with randomly selected participants, etc. The Applicant IHP should propose measures that align with how it is assessing whether the intervention is meeting patient needs and identifying areas for improvement.*

- *Percent of patients who "strongly agreed" that the program met their needs [include numerator and denominator] and qualitative response regarding how this information is being used.*
- *Facilitate client/patient focus groups related to the demonstration and report qualitative findings and any resulting intervention changes. [Results will be reported as a narrative response.]*

**Overall goal for the demonstration (framed as a [SMART](#) goal):** *An overall goal must be included. This should be a stretch goal based on current knowledge of the intervention. Applicant IHP must be able to clearly articulate the rationale for the current goal.*

- *By Performance Period 4, the IHP will increase the number of food insecure individuals who are connected to food resources by 50% compared to the initial performance period.*
- *By Performance Period 4, the IHP will increase the number of individuals who report needing assistance and were connected to services by 80% compared to the initial performance period.*