

Request for Proposals

Laying the Groundwork to Scale Up the National Diabetes Prevention Program in New York State

Deadlines:

Inquiry Form: August 22, 2013, at 1 p.m.

Full Proposal: September 26, 2013, at 1 p.m.

Applicants must first complete an online inquiry form to determine whether a proposed project is a good fit with the funding criteria. The online inquiry form and instructions are posted in the Grant Seekers/Open RFPs section of the NYSHealth website at <http://nyshealthfoundation.org/grant-seekers/rfps/laying-the-groundwork-to-scale-up-the-national-diabetes-prevention-program>. Completed online inquiry forms will be considered on a rolling basis until 1:00 p.m. on August 22, 2013. Selected organizations will be invited to submit full proposals; all applicants will be notified by August 30, 2013, whether a full proposal is invited. Full proposals from invited applicants will be due by 1 p.m. on September 26, 2013. We expect to support up to 30 organizations through this Request for Proposals (RFP), with grants of up to \$20,000 each for up to an 18-month period.

I. About the Foundation

The New York State Health Foundation (NYSHealth) is a private foundation dedicated to improving the health of all New Yorkers, especially the most vulnerable. To achieve meaningful impact, the Foundation makes grants, informs health care policy and practice, and spreads effective programs that work to improve New York's health system. Most of the Foundation's grantmaking is focused on three priority areas: expanding health care coverage, improving diabetes prevention, and advancing primary care.

II. Background

New York State's Prevention Agenda for 2013–2017 calls for coordinated efforts to prevent chronic diseases as one of five prevention priority areas aimed at improving the health of New Yorkers. In New York State, an estimated 4.5 million people have prediabetes, a condition that puts them at high risk for developing diabetes and its complications. While curbing the epidemic is a daunting task, a series of studies has produced strong evidence in support of strategies to prevent diabetes. A leading model is the National Diabetes Prevention Program (NDPP), which the Centers for Disease Control and Prevention (CDC) has identified as an effective, evidence-based public health program. In the mid-1990s, the National Institutes of Health and the CDC invested nearly \$200 million over 10 years to test whether this 16-week structured lifestyle change program could help people with prediabetes. Assessed against a drug regimen, the lifestyle intervention was the clear winner: the intervention helped participants lose

5–7% of their body weight and reduced their risk of developing Type 2 diabetes by nearly 60%. The program has since been tested successfully in different settings, including YMCAs.

To date, NYSHealth has supported the dissemination of the NDPP by:

- providing grants to establish the program in YMCAs in 10 regions of New York State;
- engaging local third-party payers to encourage reimbursement for the program for their enrollees; and
- collaborating with the New York State Department of Health in training lifestyle coaches to deliver the program and supporting the New York Academy of Medicine to evaluate the program.

III. The Program

NYSHealth's work to date in the area of diabetes prevention has helped generate the momentum necessary to disseminate the NDPP more broadly. The purpose of this RFP is to provide grants of up to \$20,000 to organizations to implement, expand, or secure sustainability for the NDPP in community-based settings. With this \$500,000 investment in scaling the NDPP in New York State, the Foundation seeks to reach communities with high rates of diabetes and prediabetes and make this effective program available to New Yorkers in places where they live, work, and worship. While projects that have impact within one organization or community are eligible, this RFP places emphasis on initiatives that have the potential for large-scale statewide or regionwide impact on disseminating and sustaining the NDPP.

Many elements must be in place for successful replication of the NDPP, including trained lifestyle coaches who deliver the program; access to potential program participants who have a high risk of developing diabetes; patient referrals from health care providers; and reimbursement mechanisms that will sustain the program over time. Grants awarded through this RFP will support projects that have at least one or more of these elements in place and that will be able to reach a larger population as a result of the grant.

Priority will be given to organizations with one or more of the following characteristics:

1. Organizations located in areas where a willing payer, such as an insurance carrier that already reimburses for the NDPP and has high market penetration, can serve as a collaborative partner and ensure that a critical number of people would be eligible for reimbursement;
2. Organizations with direct access to patient referrals from health care providers for the NDPP such as a community health center that offers the NDPP or a community-based organization with an established relationship with a clinic or primary care providers;
3. Organizations located in areas with a large employer willing to offer the NDPP as part of an employee's wellness program or benefits package;
4. Organizations that have established reimbursable programs led by trained lifestyle coaches, and that seek to expand their capacity and outreach to engage more participants in their programs; and
5. Organizations that have demonstrated success engaging and working with high-need, vulnerable populations, and that seek to develop their capacity to offer the NDPP.

IV. Types of Activities that May Be Funded

Successful applicants might undertake the following activities in projects supported through this RFP. These examples are not intended to be exhaustive or proscriptive:

1. Communication, outreach, and education activities with providers to obtain a steady flow of referrals;
2. Development of contracts with employers to provide the NDPP as a covered benefit for employees;
3. Training of lifestyle coaches in organizations with the infrastructure and track record to deliver lifestyle interventions;
4. Data management and coordination in support of obtaining CDC diabetes prevention recognition;¹ and
5. Activities related to managing referrals and coordinating classes.

Organizations that are funded through this RFP will be encouraged to work with the Quality and Technical Assistance Center at the State University of New York at Albany to secure training, as needed, and technical assistance in seeking national recognition through the CDC's Diabetes Prevention Recognition Program.

V. Who May Apply

The following are examples of organizations eligible to apply:

1. Community-based organizations;
2. Primary care providers (e.g., community health centers, migrant health clinics, rural health clinics, outpatient departments, and private practices);
3. County health departments;
4. Health plans and insurers; and
5. Wellness and fitness organizations.

NYSHealth will consider proposals from existing nonprofit (501[c][3]) and for-profit organizations with a significant presence in New York State. NYSHealth encourages applicants to leverage additional funds to strengthen their competitiveness for grants by seeking agreements with payer groups, identifying matching funds from other sources, and/or proposing financial models that can help make the program self-sustainable. Proposals that demonstrate organizational and/or financial support for existing NDPP dissemination activities and the ability to expand these programs will be especially competitive.

VI. Selection Process

An external review committee will assist the Foundation in vetting and selecting the groups that are best positioned to use the grants to leverage existing resources and build their capacity to offer and sustain the NDPP.

NYSHealth is committed to a fair and transparent proposal review process. Project applications are assessed by a panel comprising reviewers from across the State who possess a diverse set of expertise.

¹ The CDC's Diabetes Prevention Recognition Program is used by insurers and other third-party payers to ensure that reimbursement is based on the outcomes achieved by the site delivering the program. It is an important component to secure sustainability for the NDPP.

Grantees will be selected to ensure geographical spread and representation of a variety of community-based organizations working in regions across New York that have a high incidence and prevalence of diabetes, with special emphasis on serving vulnerable populations.

VII. Selection Criteria

NYSHealth's review panel will consider the following factors:

1. Clear articulation of need, such as showing concordance of geographic location of project activities in areas with a high prevalence of diabetes (or prediabetes, if data is available), and/or a focus on vulnerable populations;
2. The experience, potential, and readiness of the applicant organization to implement, expand, and/or sustain the NDPP;
3. Clear plan for the NDPP to continue to be implemented successfully after the grant award; and
4. Ability to demonstrate level of impact (e.g., number of potential program participants who will be targeted, number of additional sites for program replication, number of providers who will participate in the referral process, and the number of people with prediabetes who are insured or employed by organizations that reimburse for the program).

VIII. Budget

Projects will be assessed for the appropriateness of the budget as it relates to the proposed scope of work and timeline. Funding requests of up to \$20,000 per site will be considered.

IX. Application Timeline and Process

NYSHealth invites submissions of online inquiry forms at this time. Guidelines for submission are below. Selected applicants then will be asked to submit full proposals later in the process.

Timeline:

1. Please complete an online inquiry form. Completed online inquiry forms will be considered on a rolling basis until 1 p.m. on Thursday, August 22, 2013.
2. All applicants will be notified about the outcome of their online inquiry via e-mail on a rolling basis no later than Friday, August 30, 2013. Invited applicants then will be furnished with application guidelines for full proposals at this time.
3. Full proposals from invited applicants will be due by 1 p.m. on Thursday, September 26, 2013.

The inquiry form and instructions, along with answers to Frequently Asked Questions, are available at <http://nyshealthfoundation.org/grant-seekers/rfps/laying-the-groundwork-to-scale-up-the-national-diabetes-prevention-program>.

X. Inquiries and Additional Information

Inquiries about the RFP should be addressed to Lourdes Rodríguez, program officer, at rodriguez@nyshealth.org. Questions regarding the submission process should be e-mailed to grantsmanagement@nyshealth.org.

For more information about the Foundation's work in diabetes prevention, visit <http://nyshealthfoundation.org/priority-areas/improving-diabetes-prevention>. A full list of NYHealth's diabetes-related grantees is available at <http://nyshealthfoundation.org/our-grantees/results/search&category=6/>.