



Allegheny County Department of Human Services

# RFP Response Form

## RFP for Opioid and other Substance Use Disorder Interventions that are Led, Designed and Operated within and by Highly-Impacted Communities

### PROPOSER INFORMATION

Proposer Name: JADE Wellness Center

Authorized Representative Name & Title: Abbie Scanio, Vice President

Address: 4105 Monroeville Blvd. Monroeville, Pa 15146

Telephone: 412-380-0100

Email: [REDACTED]

Website: www.myjadewellness.com

Legal Status:  For-Profit    Nonprofit    Sole Proprietor/Individual    Partnership

Women Owned:  Yes    No

Minority Owned:  Yes    No

If yes, select the ethnicity:

American Indian or Alaska Native

Black or of African decent

Hispanic or Latino/a

Native Hawaiian/Pacific Islander

Western Asian/Middle Eastern

East Asian/Far Eastern

South Asian/Indian (Subcontinent)

Southeast Asian

Other Asian

Multi-racial

Self-Describe: [Click here to enter text.](#)

Faith Based:  Yes    No

Partners included in this Proposal: N/a

How did you hear about this RFP? *Please be specific.* Mass Email from the County and Peers

### PROPOSAL INFORMATION

Total dollar amount requested: \$118,859

**RFP for Opioid and Other Substance Use Disorder Interventions that are Led, Designed and Operated within and by Highly-Impacted Communities**

- 1.
2. Which category does your proposed intervention fall under? Select all that apply.
  - Education** – Expanding timely access to quality and comprehensive information about the spectrum of OUD/SUD interventions, including holistic approaches to prevention, treatment, de-stigmatization and recovery
  - Engagement/Outreach** – Cultivating ongoing, person-centered relationships with underserved and/or vulnerable communities and individuals
  - Linkages to Treatment** – Creating or expanding connections between affected communities, creating or expanding informal community-based peer support programs and providing information about use of MOUD (supplementary to the existing infrastructure of formal, institutional supports)
  - Other** *(please briefly explain.)*  
Click or tap here to enter text.

3. Proposal summary *(please use only one sentence):*  
Streamlined, no barrier, Direct Admit to COE &MOUD Care Model.

**REQUIRED CONTACTS**

	<b>Name</b>	<b>Phone</b>	<b>Email</b>
Chief Executive Officer	Daniel Garrighan	[REDACTED]	[REDACTED]
Contract Processing Contact	Abbie Scanio	[REDACTED]	[REDACTED]
Chief Information Officer	Daniel Garrighan	[REDACTED]	[REDACTED]
Chief Financial Officer	Abbie Scanio	[REDACTED]	[REDACTED]
MPER Contact*	Melanie Delp	412-380-0100	[REDACTED]

\* MPER is DHS's provider and contract management system. Please list an administrative contact who will update and manage this system for your agency.

**BOARD INFORMATION**

\* For the Board Chairperson, you must list an address, email address and phone number that are different than the organization's.

Board Chairperson Name & Title: N/A JADE Wellness Center does not operate at this time.

Board Chairperson Address: n/a

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Board Chairperson Telephone: n/a

Board Chairperson Email Address: n/a

Partners included in this Proposal: n/a

How did you hear about this RFP? *Please be specific.* Mass Email from the County and Peers

**REFERENCES**

Provide the name, affiliation and contact information [include email address and telephone number] for three references who are able to address relevant experience with your organization. *Please do not use employees of the Allegheny County Department of Human Services as references.*

Leah Masciantonia, U.S. Probation Officer

E: [REDACTED]  
C: [REDACTED]

Alice Bell, Prevention Point Pittsburgh

E: [REDACTED]  
C: [REDACTED]

Stuart Fisk, CRNP MSN  
Center for Inclusion Health  
Medicine Institute, Allegheny Health Network

E: [REDACTED]  
C: [REDACTED]

**CERTIFICATION**

Please check the following before submitting your Proposal, as applicable:

I have read the standard County terms and conditions for County contracts and the requirements for DHS Cyber Security, EEOC/Non-Discrimination, HIPAA and Pennsylvania’s Right-to-Know Law.

By submitting this Proposal, I certify and represent to the County that all submitted materials are true and accurate, and that I have not offered, conferred or agreed to confer any pecuniary benefit or other thing of value for the receipt of special treatment, advantaged information, recipient’s decision, opinion, recommendation, vote or any other exercise of discretion concerning this RFP.

## **RFP for Opioid and Other Substance Use Disorder Interventions that are Led, Designed and Operated within and by Highly-Impacted Communities**

Choose one:

My Proposal contains information that is either a trade secret or confidential proprietary information and I have included a written statement signed by an authorized representative identifying those portions or parts of my Proposal and providing contact information.

OR

My Proposal does not contain information that is either a trade secret or confidential and/or proprietary.

### **ATTACHMENTS**

Please submit the following attachments with your Response Form. These can be found at <http://www.alleghenycounty.us/dhs/solicitations>.

- One letter of support from a community-based organization or individual
- Partner commitment letters, if applicable
- MWDBE and VOSB documents
- W-9

### **REQUIREMENTS**

Please respond to the following. The maximum score a Proposal can receive is 80 points. Your response to this section should not exceed 5 pages. (Pages 1-3 are not included in the page count).

# **RFP for Opioid and Other Substance Use Disorder Interventions that are Led, Designed and Operated within and by Highly-Impacted Communities**

## **Approach (25 points)**

1. Describe your organization's proposed intervention, including the services that will be provided and the intended outcomes. (10 points)

JADE Wellness Center aims to be an agency whose name rings synonymous with quality, patient centered care. With three brick and mortar Pennsylvania DDAP licensed outpatient centers (Monroeville, Wexford, Southside Pittsburgh) in Allegheny County, our goal is to offer a continuum of low barrier treatment services to those diagnosed with substance use disorders. Demographics such as race, gender and socioeconomic status play no role in the methodical delivery of our services. Harm reduction in conjunction with evidence-based resources are essential guiding factors in JADE's day-to-day mission. JADE Wellness Center utilizes formal behavioral health treatments by offering intensive outpatient programming, individualized counseling, certified recovery specialists, psychiatric evaluation and medication maintenance, and medications to assist those treatments, such as Buprenorphine and Vivitrol. Telehealth has presented itself as an incredible tool in our ever-evolving toolbox over the past few years, enhancing low-barrier delivery and engagement of these services. However, the prevalence of increased addiction and overdose related deaths within Allegheny County during the third wave of the opioid epidemic has most recently uncovered an alarming trend. A formidable number of individuals following an emergency department visit, discharge from incarceration or after suffering an opioid overdose need immediate introduction to medication for opioid use disorder (MOUD).

This recent trend in the community has begun to get leadership thinking; What happens when a low barrier approach to treatment still is not enough for everybody to combat the third wave of the opioid epidemic, plagued by the introduction of Fentanyl. Traditional interventions will not always allow for this sort of immediacy. The traditional point of entry process; a formal drug and alcohol evaluation, psychosocial needs assessment, ASAMs and treatments plans, can prohibit expeditious MOUD introduction and discourage certain individuals away from care during the most critical time. Agencies like the UPMC Telemedicine Bridge Clinic have done a tremendous job identifying this need within our community and adapting to this "medication-first" treatment model. However, these harm reduction treatment offerings are not set up to be long term, thus JADE Wellness Center is proposing a creative new intervention that would be a sustainable long-term complement to medication first treatment and an extraordinary referral source for jails and emergency rooms.

With an emphasis on disproportionately affected communities, through the offering of easily accessed, no barrier MOUD through streamlined admittance to the JADE Center of Excellence (COE) program JADE Wellness Center proposes a plan to combat increased addiction and overdose related deaths throughout Allegheny County. Additional funding will allow JADE Wellness Center to hire and deploy multiple Certified Recovery Specialists into highly affected communities in Allegheny County that may lack access to our brick-and-mortar sites. Furthermore, direct admittance into a COE program through modernized point of entry process will allow those potentially discouraged clients being referred from high-risk environments to easily access to MOUD via telehealth physician visits in conjunction with peer supports. It is our goal that this intervention will yield not only positive outcomes to the community, peers, and referral sources, but will aid in increased treatment engagement, decreased recidivism in the healthcare system and jails, and most importantly decreased opioid related overdoses.

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The process is simple, a member is referred directly to the JADE Center of Excellence and they will receive a brief phone intake of 5 minutes or less where essential data is collected. Following the phone call, in lieu of an evaluation, an advanced patient portal integrated within the patient's electronic health record will push out and initiate the electronic delivery of any additional paperwork necessary to treatment initiation. JADE has the capacity to offer same day med visits for Buprenorphine, as applicable. Med visits may be telehealth or telephonic, as regulations remain applicable. Visits with the certified recovery specialist will be mandatory to be enrolled in the COE only program and positive outcomes of doing so are supported by evidence. These touch points with the mobilized CRS team will be essential in offering some of those formal treatment components that remain essential for recovery; including but not limited to, connecting individuals to naloxone and overdose education, counseling and referral to treatment for infectious disease, linkages to more intensive treatment services as desired and appropriate, as well as linkages to secondary supports like, recovery advocacy groups, twelve-step meetings, and unmet treatment needs, such as housing

2. Which focus community(ies) and population(s) does your organization plan to serve? Explain how this community and population have been disproportionately impacted by the opioid epidemic. (15 points)

With three Allegheny County brick and mortar sites in Monroeville, Wexford and the Southside of Pittsburgh, this Direct Admit to COE & MOUD Care Model can essentially treat members from any community within Allegheny County, however an emphasis will be placed on targeting those outliers not within direct access of our current sites through mobile services; Braddock, Carnegie, McKees Rocks, Sharpsburg, Spring City, West Mifflin. Not only are these areas outliers of our current outpatient centers, but a simple google search will show a comparatively low number of results for any sort of treatment offering at any of these locations.

The focused population within these communities are those individuals with an opioid use disorder with a high susceptibility of opioid overdose. More specifically, this will be those individuals with an opioid use disorder coming from high-risk areas, such as, the legal system and/or coming out of the Allegheny County jail, individuals being discharged from the local emergency departments for an opioid related stay, and individuals who have initiated interim based medication for opioid use disorders elsewhere in need of continuation of said treatment to remain free from substances. There is an admirable push in the community right now for these high-risk areas to push start medications for opioid use disorders, which is essential to combating the opioid epidemic. Where this population is disproportionately impacted is in, they have nowhere to go for follow up no barrier med servicing. What we are proposing above, is a unique solution to this by offering long-term, no-barrier MOUD treatment with the support of Certified Recovery Specialist inside of COE.

While we are confident formal treatment methodologies will stand the test of time, if there is one thing we have learned from the opioid epidemic, it is that there are multiple pathways to recovery, and whatever pathway works is the route we must initiate! Individualized, patient centered care should be made available to anybody, regardless of location, background, or willingness to participate in certain treatment plans. If there is any desire to live a life free of substances, that desire should be met head on.

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### **Community Designed and Operated (45 points)**

3. Explain how your organization's proposed intervention will be community designed and operated, including a plan to include community members in the planning, design and/or implementation of the intervention. (15 points)

JADE Wellness Center was established in 2009. Since inception, JADE's day to day operation has been primarily run by individuals and advocates in recovery. Throughout the years, those leaders of our organization have remained committed to working on the front lines of treatment and interacting with members of the community and referral sources daily. Outside of individuals and family members, JADE received numerous referrals from the Allegheny County jail and legal systems, other providers, such as the Bridge Clinic, and emergency rooms and hospital systems.

Family owned and operated, JADE's leadership team travels to all three JADE locations throughout the week, interacting with staff and members alike. Through this interactive approach, by taking time to understand the problems faced in the community from the top down, JADE can remain flexible to pivot and accommodate ever the ever-changing needs of the population served. Regardless of what the future holds, JADE wants to keep this value close, as we feel it helps yield the best outcomes while simultaneously identifying gaps and allowing us to extend access to needed communities and populations when necessary.

In the years following Covid-19, telehealth emerged and introduced us to a new way to accommodate those seeking treatment for substance use disorder. Presenting individuals with options on how to receive services has proved a successful way to engage members in treatment. What Telehealth has not done is cut back on the requirements of both members and service providers engaged in licensed treatment.

What has become apparent over the past few years is not everybody is interested in going through the intake process of licensed treatment. Formal treatment, while yielding exceptional results, requires members to call in and make an appointment for an evaluation. The evaluation will be scheduled within one week. As a Certified Assessment Center the evaluation process is held onsite to accommodate consents and additional paperwork and can last up to 1 hour. Following the evaluation process the evaluator must complete an ASAM, psychosocial evaluation and a preliminary treatment plan, all which require physician input should the individual be in need of MOUD. From here a same day or following day new patient visit will be made with one of the agency physicians, as applicable.

The proposed intervention suggests referral sources and/ or individuals seeking services call a dedicated MOUD referral line operated by a JADE employee, different from the typical intake line. From here, minimal questions are asked to garnish a same day appointment with an agency physician for Buprenorphine services, when applicable. The individual will receive an electronic confirmation of said appointment with directions along with all paperwork to be completed electronically. Following initiation of MOUD, the individual will be scheduled an appointment with a JADE certified recovery specialist to enroll in the JADE Center of Excellence Program where they will be seen a minimum of twice monthly. CRS/COE appointments may be offered on telehealth, much like Buprenorphine services, or on location in an Allegheny County community and intended to strengthen the recovery process and aid in reducing the likelihood of relapse. With the addition of three CRS to the JADE team through this initiative, new staff will all garnish a territory within Allegheny County which they will be responsible for meeting clients where they are at. As a COE, individuals paperwork will be deduced to a monthly BARQ-10 and Recovery Plan, which can all be done by a dedicated CRS, in lieu of Masters level clinicians and Medical Doctors.

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An important differentiator of this intervention is the connections being made between the individuals and the CRS while engaged in no barrier MOUD. The CRS will be influential in assessing the individuals' on going needs in the program and aiding linkages to additional treatments when appropriate.

4. Explain why your organization is the appropriate provider to implement the proposed intervention, including a description of your organization's experience providing support or services to, with, or within communities that have been disproportionately affected by the opioid epidemic. (15 points)

JADE Wellness Center received their COE designation in early 2020 and has been a leader at providing medication assisted treatments for opioid us disorders since early 2010. The JADE COE has a track record of working closely with individuals in the community and our leadership is representative of this. On the front lines each day, this proposal is entirely created to assist in breaking down current barriers faced and passed down to us by those utilizing services in Allegheny County.

Adapting to the demands the treatment community faces has always been of utmost priority to JADE Wellness Center. It is clear from JADE Wellness Center's experience treating the substance use population, JADE has a well understanding of the determinants to treatment and may provide a solution to many gaps within care currently being faced in our communities.

The proposed intervention has never been done before, and we at JADE pride ourselves on being pioneers in addiction treatment. While a waiver may be required to offer Buprenorphine treatment with a COE program outside of outpatient treatment, this is something we also feel comfortable going to bat for, especially because of how strongly we feel about the outcomes it may. Whether it's the payers or the State of PA, JADE is fortunate enough to have a respected working relationship with these entities. We are hopeful some deeper conversations can lead to a mutually beneficial solution to offer the interventions sited within this RFP and so desperately needed to assist our peers within the community, especially when we feel so passionate about the outcomes it has the potential to produce.

Further, we at JADE welcome the idea of reporting to monitor results and have many years of experience doing so, whether for REDCAP within the COE as it currently operates or to Allegheny County and CCBHO for our Certified Assessment Center. We have the technology and the talent to be able to accommodate the reporting needs necessary to extract and analyze data for outcomes and anticipate adapting to future reporting needs as they may arise.

5. Describe your organization's plan for staffing, including roles, role descriptions and any training requirements. Proposers should demonstrate how the staffing plan reflects their commitment to prioritizing interventions led/staffed by Black individuals and individuals in recovery. (10 points)

JADE Wellness Center currently has 5 Certified Recovery Specialists on staff working between the Monroeville, Wexford, and Southside Offices. These individuals are constantly connecting with others in recovery and provide a wonderful referral source of new talent to the agency as needed. Furthermore, JADE has an impressive alumni program, which has also proved successful over the years developing new CRS talent. This intervention to treat no barrier MOUD within the COE model will initially call for the hiring of 3 new CRS during the first year but may be able to hire more should the demand be what we anticipate it to be in the community. These 3 CRS will be capable of seeing upwards of 120 individuals



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monthly, combined. Furthermore, as a previously mentioned pioneer to addiction medicine, JADE currently has a plethora of contracted prescribers with the availability to add hours to provide low barrier medications for opioid use disorders. Our JADE prescribers are involved in a residency program with AHN and are continuously training and networking new talent. Should an individual desire or require medications other than Buprenorphine or Sublocade, a referral can be made to the JADE outpatient program as well as any other treatment program in the community that may prove more accessible.

As a current Allegheny County Contracted Provider, JADE remains committed year after year to prioritizing staffing of individuals in recovery and individuals of all races and ethnicities.

6. Attach one letter of support from a community-based organization or individual that speaks to your experience building trust with or within an affected community; this letter should include at least one specific example. (5 points)

See attached

### **Budget (10 points, not included in page count)**

7. Attach a detailed, line-item budget that reflects a realistic estimate of the costs associated with planning, implementing and sustaining the intervention. (5 points)

See attached.

8. Provide a budget narrative that clearly explains and justifies all line items in the proposed budget. (5 points)

It was most important when identifying and creating an intervention to assist the community with the opioid epidemic, that this intervention be sustainable for years to come. It was not our intent to create a program that relied solely on grants and additional funding throughout the years. You will note the services we provide under this no-barrier intervention are strictly Buprenorphine visits and COE services. All services will be billed to a payer in Allegheny County and reimbursed as per the fee schedule. With three separate CRS holding a reasonable caseload of 35 individuals per month, and daily physician hours, if the intervention can garnish referrals of a minimum of 100 individuals a month in need of long-term no barrier MOUD, the program will sustain itself after one year of operations.

Aside from the talent needed to provide the billable services and fringe benefits associated with that talent (3 CRS, one physician at 10 hours weekly, physician support, and a clerical person), JADE Wellness Center will need to invest in an advanced patient portal. The patient portal is essential due to its capacity to electronically enroll individuals into the no barrier program. Doing so eliminates the need for a traditional evaluation, amongst other things. Computers, signature pads and telehealth software will be another cost associated with the delivery of said services. Additional costs account for marketing, increased insurance, and travel expenses. Conservatively, as mentioned, it may take 1 full year to work up to the target number of individuals to be served by referral sources. The amount of money requested is a direct result of a monthly loss until the intervention can produce cash flow positive results and a necessary lasting program.



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