



TENNESSEE INNOVATIVE
HEALTH NETWORK

Tennessee Innovative Health Network

REQUEST FOR PROPOSALS

Medicare Shared Savings (MSSP)

Accountable Care Organization Partnership

RFP Release Date: April 28, 2026

Proposals Due: May 12, 2026

Proposal Submissions should be directed to:

Becky Grando, Senior Director

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ABOUT TIHN

Formed in 1976, the Tennessee Primary Care Association (TPCA) proudly serves as the collective voice of our state's community health centers. At TPCA, we're not just a membership association, we're a strategic partner in ensuring all Tennesseans have access to quality, patient-centric primary care. We empower our members with shared resources, amplify their interests at the state and federal levels, and foster a collaborative environment. Each year, TPCA members served more than 400,000 Tennesseans, regardless of their insurance status or ability to pay.

The Tennessee Innovative Health Network (TIHN) was formed as a subsidiary of TPCA in 2024. TIHN is a clinically integrated network of Federally Qualified Health Centers in Tennessee. Currently, TIHN has eleven participating health centers from all three of Tennessee's grand regions. These eleven health centers serve approximately 223,000 Tennesseans.

PROJECT BACKGROUND

This RFP seeks an experienced Medicare Shared Savings Program (MSSP) Accountable Care Organization (ACO) partner to support TIHN and its participating community health centers in designing, launching, and operating a sustainable Medicare ACO that improves quality, reduces total cost of care, and advances health equity for Medicare beneficiaries in Tennessee.

SCOPE OF WORK

- Support CMS MSSP ACO application development and submission
- Provide population health analytics, benchmarking, and performance dashboards
- Deliver Medicare-focused care management and clinical models of care
- Provide care team training, coding and documentation improvement support
- Assume and manage downside risk in collaboration with TIHN
- Establish incentive distribution and financial reconciliation processes

TIMELINE

- RFP Release: April 28, 2026
- Proposals Due: May 12, 2026 by 5:00pm CDT
- Selection Made: by June 4, 2026

BUDGET

TIHN's up front budget for this project is \$0.

FORMATTING YOUR RFP RESPONSE

Please provide a narrative response to include the following:

1. A cover letter that summarizes your experience and expertise.

- a. What motivates and positions your organization to partner with the Tennessee Health Innovation Network in a Medicare Accountable Care Organization (ACO)?
- b. What capabilities (people, processes, technologies) do you use to effectively serve Medicare beneficiaries attributed to a Medicare ACO?

2. A detailed project plan outlining how you will approach the project, including a timeline and budget.

- a. How do you propose working together (e.g. roles, decision-making authority, coordination points, clinical models of care, etc.)?
- b. What investment will you make in TIHN and its participating community health centers to facilitate their performance in the ACO? How is that investment counted as an expense in the incentive distribution plan?
- c. What other resources and assistance will you provide?
 - i. Facilitating the application to CMS
 - ii. Care management
 - iii. Clinical models of care specific to the Medicare population
 - iv. Care team training and coaching
 - v. Technology support and analytics (please send a sample dashboard)
 - vi. Coding and documentation improvement
 - vii. Communicating with TIHN
 - viii. Responsibility for downside risk
- d. How will the daily work of the care team be impacted by working with you in a Medicare ACO? How will it translate to TIHN's Medicaid value-based care (VBC) work?
- e. What information must be documented in a separate platform or database or what can be pulled out of Azara DRVS?
- f. What is your incentive distribution methodology?
- g. What are the contractual implications if TIHN decides to terminate the relationship in the future?

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3. **A description of relevant experience with MSSP ACOs.**
4. **A brief biography of individuals who would complete the work.**
5. **Two references including name and contact information.** *Your provision of references is considered your agreement for TIHN to contact your references.*

OTHER

TIHN retains the right to negotiate with entities who respond to this RFP, as necessary, to adjust scope of work, timeline and/or budgets to accommodate the needs of TIHN.

Questions and communication are welcome throughout the proposal process. Please direct proposal questions to Becky Grando at becky.grando@tnpca.org.