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Secretary



**State of Wisconsin**  
Department of Health and Family Services

**DIVISION OF LONG TERM CARE**

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September 6, 2007

Wisconsin Council on Long-Term Care Reform  
Comprehensive Systems Change Committee  
Stakeholder Committee  
Long-Term Care Expansion Planning Consortia  
Interested Individuals and Organizations

Dear Interested Parties:

On June 3, 2007 the Department of Health and Family Services released a Request for Proposals (RFP) to solicit entities interested in beginning the process of certification to provide managed long-term care services in 27 counties in Wisconsin. Seven proposals were received and evaluated by a committee comprised of individuals internal and external to the Department. Four of these proposals were evaluated as meeting the criteria to move to the certification phase of development as a managed care organization. Two are being asked to provide additional financial information before moving to the certification phase. One proposal was deemed insufficient to move to the certification phase of development as a managed care organization. Note: There is a 14-day appeal period for proposers that did not receive Intent to Award Contract letters.

Pending the outcome of the present budget deliberations by the Wisconsin Legislature, those entities that successfully meet certification requirements will be offered a contract by DHFS to provide Family Care to program enrollees in the counties they identified in their proposals. The table attached identifies entities that submitted successful proposals, the counties each proposes to serve, the degree of integration of long-term care and health care proposed by each and the anticipated start of enrollments by the care management organization.

All proposals will be posted on the Department's Managed Care Expansion website during the week of September 10-15, 2007. Please check the "What's New" page, periodically, for this information at <http://dhfs.wisconsin.gov/ManagedLTC/whatsnew.htm>.

Questions about the procurement process that led to this announcement should be addressed to Sue McKercher, Purchasing Agent, DES, at 608-267-7637. Any questions about Long-Term Care Expansion Planning may be addressed to Kathleen Luedtke at 608-267-4896 or [luedtka@dhfs.state.wi.us](mailto:luedtka@dhfs.state.wi.us).

Sincerely,

Judith E. Frye  
Director  
Office of Family Care Expansion

Managed Care Organizations Notified of Intent to Award Contracts

<b>Proposing Organization</b>	<b>Counties Identified in Proposal</b>	<b>Degree of Integration Proposed and Anticipated Start of Enrollments*</b>
Community Care of Central Wisconsin	Marathon, Portage, Wood	Family Care in 2008
West Central Consortium for Long-Term Support and Health Care Reform	Buffalo, Clark, Jackson, La Crosse, Monroe, Pepin, Trempealeau, Vernon	Family Care in 2008
Partnership Health Plan, Inc. and Community Health Partnership, Inc.	Chippewa, Dunn, Eau Claire, Pierce, St. Croix	Family Care Plus in 2008
Community Living Alliance, Inc. and Health Plan for Community Living, Inc.	Columbia, Dodge, Green Lake, Jefferson, Marquette, Walworth, Waushara	Family Care in 2008 Family Care Partnership in 2009
Elder Care of Wisconsin, Inc. and Elder Care Health Plan, Inc.	Columbia, Dodge, Green Lake, Jefferson, Marquette, Washington, Waushara, Waukesha	Family Care in 2008 Family Care Partnership in 2008
Community Care, Inc. and Community Care Health Plan, Inc.	Ozaukee, Sheboygan, Walworth, Washington, Waukesha	Family Care in 2008 Family Care Partnership in 2008

\* Enrollments may be phased-in by county, target group or program type over the course of 2008 and 2009.