



Alliance for the Betterment of
Citizens with Disabilities

Empowering People: Providers Shaping Policies

Increase Competition in the Procurement Process and for the Life of the Contract

Division of Developmental Disabilities Self-Directed Vendor Fiscal/Employer Agent Model

The current contract New Jersey has with Public Partnerships, LLC (PPL) to provide fiscal intermediary (FI) services for the Division of Development Disabilities Self-Directed Vendor Fiscal/Employer Agent Model will end in November 2023.¹ DHS will issue a Request for Proposal for the operation of this program.

The state reports that based on consumer feedback, the new contract will be more detailed and have improvements which include community partnership and collaborative engagement to ensure a smooth transition, user friendly tools, high quality care and training opportunities, customer service focus with member satisfaction, and flexibility to adopt best practices.²

In addition to more consumer services, the state should consider improvements to the administrative structure. Instead of the current reliance on one entity to provide the FI service, the contract should divide the state into regions with multiple FIs.³ Regional contracts will enable both smaller entities like DDD community provider agencies and larger national entities like PPL to offer FI services in one, some, or all regions. Framing the administration in this way will not only increase the talent pool but add on-the-ground competition for the life of the contract. This will have numerous benefits for:

Individuals and Families by

- Increasing choice.
- Increasing quality.
- Reducing risk. The existence of multiple FIs will enable the individual to switch should there be a need.

The State of New Jersey by

- Increasing the talent pool.
- Improving crisis management. Problems with one FI will be contained within that FI and less likely to spread to the system. Meanwhile, other FIs can offer services to impacted individuals and families.

¹ This is not the Easterseals Agency with Choice program.

² NJ Medical Assistance Advisory Council, April 2023 meeting.

³ This resembles but is not identical to the model in NY.

- Decreasing the potential for waste, exploitation, and fraud because there are more stakeholders and eyes on the program.
- Maximizing the use of NJ resources. For participating DDD licensed providers, state resources to provide FI service will have the added benefit of helping to strengthen these NJ assets.

Participating DDD Provider Agencies by

- Improving financial stability through diversification of revenue stream.

Over the last five years and within our relatively tiny universe, ABCD member agencies have twice witnessed actual harm to individuals, families, and agencies because of inadequate contract procurement by previous administrations. ⁴ Though the state is to be commended for adding improvements to the FI contract, it is obliged to do its utmost to reduce risk and prevent harm. Increasing competition during both the procurement process and the life of the contract will lead to a superior product.

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⁴ FI VG/EAP Model in DHS and Early Intervention Management Information System in DOH.