

ADDENDUM TWO

DATE: July 12, 2013

TO: All Vendors

FROM: Michelle Musick, Mary Lanning, Buyers
State Purchasing Bureau

RE: Questions and Answers for RFP Number 4413 Z1
to be opened July 22, 2013

Following are the questions submitted and answers provided for the above mentioned Request For Proposal. The questions and answers are to be considered as part of the Request For Proposal.

QUESTIONS	ANSWERS
<p>1. In Attachment A, lines 2 & 5, it references scenario of “more than 4 MCOs”. Since lines 1 & 4 reference “up to 3 MCOs”, should lines 2 & 5 state “more than 3 MCOs”?</p>	<p>Refer to the revised Attachment A for corrections.</p>
<p>2. On page 6 of the RFP, Section N regarding registration, does the authorization to transact business in Nebraska and valid Certificate of Good Standing need to be submitted with the proposal or only after award?</p>	<p>The Certificate of Good standing will be requested from the bidder that will be awarded the contract.</p>
<p>3. II.E 3 What percentage of the total score is the additional score referenced for Oral Interview/Presentations?</p>	<p>In order to protect the integrity of the RFP process, the state will not comment on the evaluation criteria during the question and answer period.</p> <p>The State does not release scoring prior to the bid opening.</p>

QUESTIONS	ANSWERS
<p>4. II.F and V.A.3.h.i.(e) 4 Based on the RFP, the Technical Proposal may not contain reference to "dollar amounts." However, bidders are asked to include "budget data" for past performance project descriptions. Also, bidders may wish to cite dollar amounts for other reasons, e.g., cost savings achieved to demonstrate effectiveness on other projects. Can "dollar amounts" be cited that are not related to the budgeted costs for the proposed services?</p>	<p>Dollar amounts relating to budget data for past performance project descriptions may be included in the proposal response.</p>
<p>5. II.J 5 a. What are the evaluation criteria and scoring methodology the state intends to use to evaluate this procurement?</p>	<p>See answer to question #3.</p>
<p>6. II.J 5 b. Please indicate the points to be allotted for each category, e.g., how much for the Executive Summary, Corporate Overview, Technical Approach, Cost Proposal (Attachment A) and Attachment A-2?</p>	<p>See answer to question #3.</p>
<p>7. III. 7-24 Does the State wish bidders to initial and include Section III. Terms and Conditions (starting on page 7 of the RFP), with their proposals? If so, should the section be included with the Technical Proposal or with the Cost Proposal, and within which section?</p>	<p>Yes, include Section III with the Technical Proposal.</p>
<p>8. IV.D.1.a.iii 28 Will each of the MCOs and the PIHP undergo a HEDIS audit of performance measures calculated by the MCO/PIHP?</p>	<p>Each MCO will undergo a HEDIS audit of performance measures.</p>
<p>9. IV.D.3.a. 29 Please confirm that the EQRO will only provide a technical report for each individual MCO/PIHP, and not an aggregate report.</p>	<p>The EQRO will provide an aggregate report in addition to a technical report for each individual MCO/PIHP.</p>
<p>10. IV.D.5.d. 31 Should the contractor plan to attend the quarterly operational meetings with the MCOs and PIHP in-person or may the contractor participate by teleconference?</p>	<p>The contractor should plan to attend quarterly operational meetings with the MCOs and PIHP either in person or by teleconference.</p>

QUESTIONS	ANSWERS
<p>11. I.A. and Attachment A, Cost Proposal 1 and 39 Page 1 of the RFP references the contract term as "...approximately three (3) years from the date of award through September 30, 2016 with the option to renew for three (3) additional one (1) year periods as mutually agreed upon by all parties ..." For the base contract period, this would break down as follows:</p> <p><u>Base Contract</u></p> <p>10/1/2013-9/30/2014 10/1/2014-9/30/2015 10/1/2015-9/30/2016</p> <p>However, Attachment A – Cost Proposal shows the contract term as:</p> <p>10/1/2013-6/30/14 7/1/14-6/30/15 7/1/15-6/30/16 7/1/16-6/30/17 7/1/17-6/30/18</p> <p>Please clearly state the correct contract term and correct contract periods for budgeting purposes.</p>	<p>See the answer to question #1.</p>
<p>12. Attachment A, Cost Proposal 39 Is the proposed pricing for each line item expected to be a unit price, i.e., per MCO, or a total price for all existing MCOs?</p>	<p>The proposed pricing is expected to be a unit price.</p>
<p>13. Attachment A, Cost Proposal 39 Line items 1 and 4 reference "...Reviews, up to 3 MCOs"</p> <p>Line items 2 and 5 reference "<u>more than 4 MCOs</u>"</p> <p>Should line items 2 and 5 reference "...Reviews of 4 MCOs/PIHPs?"</p> <p>If not, please clarify.</p>	<p>See response to Question #1.</p>

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<p>14. Attachment A, Cost Proposal 39 For line items 2 and 5, please provide a maximum number of MCOs/PIHPs, to facilitate budget comparison between bidders.</p>	<p>See the answer to question #12.</p> <p>Lines 2 and 5 should not include costs for review and report of the PIHP.</p>
<p>15. Attachment A, Cost Proposal 39 To facilitate pricing comparisons between bidders, please indicate an approximate number of hours of technical assistance needed per month to use for budgeting purposes for line items 1 through 7 and 9.</p>	<p>Cost estimates should include up to 15 hours of technical assistance per month.</p> <p>Line 7 Technical Assistance on Attachment A is a separate cost from lines 1 through 6. To review the Technical Assistance requirements, please refer to page 28 of the RFP.</p>
<p>16. Attachment A, Cost Proposal 39 Are line items 1, 2 and 3 (pertaining to EQR Annual On-site Review) intended to include all costs related to compliance review, validation of PIPs and validation of performance measures?</p>	<p>Yes.</p>
<p>17. Attachment A, Cost Proposal 39 Are line items 4, 5 and 6 intended to reflect the cost of producing the MCO/PIHP-specific technical report?</p>	<p>Yes, and an aggregate report.</p>
<p>18. Attachment A-2, Additional Information 40 The bottom table sums the total cost of each additional service and instructs the contractor to total and enter the amount calculated on line 7 of Attachment A. Should this be line 9?</p>	<p>Yes.</p> <p>Refer to the revised Attachment A-2 for corrections.</p>
<p>19. Attachment A-2, Additional Information Should the bidder propose an hourly blended rate inclusive of all staff positions that may execute the work, or an annual rate by staff position?</p>	<p>Inclusive of all staff positions that may execute the work.</p>
<p>20. Please clarify the difference between Lines 1 and 2 of the Cost Proposal in Attachment A, page 39. Line 1 is for up to 3 MCOs, and Line 2 is for more than 4 MCOs. Should Line 1 reflect total costs for review of 3 MCOs, and Line 2 reflect additional costs for each additional MCO? ? If so, would Line 2 be the cost for an individual MCO?</p>	<p>See response to Question #1.</p>

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<p>21. Please clarify the difference between Lines 4 and 5 of the Cost Proposal in Attachment A, page 39. Line 1 is for up to 3 MCOs/PIHP, and Line 2 is for more than 4 MCOs/PIHP. Should Line 1 reflect annual final review document costs for 3 MCOs total? Should Line 2 only reflect annual final review document costs for one additional MCO/PIHP, which would allow the State to determine additional costs for whatever the total number of additional MCOs may be?</p>	<p>See the answer to Question #14.</p>
<p>22. Please clarify how Lines 8 and 10 (of the Cost Proposal in Attachment 1, page 39) should be calculated, as the totals will include what appear to be optional additional reviews noted in Lines 2 and 5.</p>	<p>See the revised Attachment A.</p>
<p>23. Section II.N (page 6): Is it permissible to simply provide certification within the bid response that the Bidder will comply with the Secretary of State and Tax Commissioner registration requirements prior to the contract award?</p>	<p>See the answer to Question #2.</p>
<p>24. Section III (pages 7-24): Should Bidders initial and submit all of these pages within their response, or is signing and submitting the Request for Proposal for Contractual Services Form sufficient?</p>	<p>See the answer to Question #7.</p>
<p>25. Section IV.B (page 25): Are the contracts with each physical health MCO the same with respect to their scope of work?</p>	<p>Yes.</p>
<p>26. Section IV.D.1.a.ii (page 28): How many Performance Improvement Project validations per MCO does the State anticipate the EQRO conducting in each year? Should our bid reflect an assumption of a specific number per year?</p>	<p>The number of Performance Improvement Projects vary by MCO. The bidder should reflect an average number of Performance Improvement Projects the EQRO normally reviews in other states.</p>

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<p>27. Section IV.D.1.a.iii (page 28): How many performance measure validations per MCO does the State anticipate the EQRO conducting in each year? Should our bid reflect an assumption of a specific number per year?</p>	<p>The MCOs and PIHP are required to report on the CHIPRA Core Quality Measures, the Adult Quality Measures, and additional measures as specified in <u>482-000-11</u>.</p>
<p>28. Section V.A.3.i (page 36): What would the State like bidders to address in individual resumes for “understanding of the process”?</p>	<p>All proposed bidders should be able to express their work experience as it relates to the RFP scope of work.</p>
<p>29. Section V.A.4.b (page 37): Should the reference be IV.D.1 through IV.D.6 and not IV.D.1 through IV.D.7?</p>	<p>Yes</p>
<p>30. Section V.C (page 38): Please clarify the invoice date for the Final Report deliverable. In this section, it states that the invoice date is by August 30. In IV.D.1.a.1 it states that onsite reviews must be completed in the second calendar quarter of the year (June 30), draft report due within 90 days of desk reviews (September 30), and final report due within 30 days of draft report (October 30).</p>	<p>The Final Report is due by October 30. The date for the Final Report under V.C. Payment Schedule is hereby amended to October 30.</p>
<p>31. Questions regarding Attachment A:</p> <p>a. How should the Bidder submit a cost proposal for Lines 1, 2 and 3? It is unclear if the cost submitted for Line 1 is a subset of what would be bid in line 2 or is it in addition to what is bid in Line 2? Further, assuming that proposed price to review Magellan is what should be included in Line 3, should this price be separated from the price in Lines 1 or 2?</p>	<p>See the answer to Question #1.</p> <p>Costs submitted for Line 1 are not a subset of what would be bid in Line 2. The cost to review the PIHP which current award is to Magellan Behavioral Health should not be included in Lines 1 or 2.</p>
<p>32. b. Why is the State asking for a bid on Line 2 for if there are only three MCOs to conduct an EQR on?</p>	<p>The State is planning continued expansion of the managed care program.</p>
<p>33. c. Similar to the questions above, how should Bidders submit proposed prices for Lines 4, 5 and 6?</p>	<p>See the answers to Questions #14 and 15.</p>

QUESTIONS	ANSWERS
<p>34. d. Related to the timing of deliverables, if the onsite reviews are to occur by June 30 each year and the final report is to be delivered no later than October 30, then i. Should Lines 4, 5 and 6 for SFY 2014 be blank</p>	<p>No, see response to Question # 11.</p>
<p>35. ii. How should bidders handle proposed pricing for SFY 2018 if there will only be an opportunity to do desk reviews and not deliver the report related to those desk reviews conducted in Calendar Year 2018?</p>	<p>See response to Question #11.</p>
<p>36. a. Questions regarding Attachment A-2 Should bidders insert in the Total \$ Per Year column their hourly rate multiplied by 160 hours for each row for 3.f and 6.a through 6.f?</p>	<p>Yes.</p>
<p>37. b. Is it assumed that the Awardee will do the work each year for rows 3.f and 6.a through 6.f, or are these placeholders for a contract amount?</p>	<p>These costs are placeholders for optional activities. See the revised Attachment A-2.</p>
<p>38. c. Since the scope of work of each of these items is not explicitly defined, will there be opportunity either to shift hours across tasks or request additional hours for a specific item based on State requests?</p>	<p>No.</p>
<p>39. Do potential bidders of this RFP need to be certified HEDIS auditors?</p>	<p>No.</p>
<p>40. Does the State require the MCOs to submit any HEDIS results based on calculations made by certified HEDIS auditors?</p>	<p>Yes.</p>
<p>41. Regarding the availability of encounter data for use in the EQRs, a. How often are encounters submitted by the MCOs to the State?</p>	<p>Monthly.</p>
<p>42. b. Are the encounters captured in a data warehouse at the State or would the EQRO need to collect this information directly from the MCOs?</p>	<p>Data warehouse.</p>
<p>43. c. If yes, would the Awardee have access to the data warehouse? If yes, would this access be able to be remote?</p>	<p>The State will provide the awarded vendor the encounter data through a data extract.</p>

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44. Is eligibility (e.g. member month) data available in a data warehouse at the State?	Yes.
45. Is provider enrollment data available in a data warehouse at the State, e.g. which MCO(s) the provider is enrolled with, how long they have been a Medicaid provider, their demographic information (location, specialty)?	Yes.