

ADDENDUM ONE
QUESTIONS and ANSWERS

Date: May 22, 2015
 To: All Bidders
 From: Michelle Thompson/Teresa Fleming, Buyers
 AS Materiel State Purchasing Bureau
 RE: Addendum for Request for Proposal Number 5004Z1
 to be opened June 8, 2015 at 2:00 p.m. Central Time

Questions and Answers

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. It is the Bidder's responsibility to check the State Purchasing Bureau website for all addenda or amendments.

QUESTIONS	ANSWERS
<p>1. Section IV Project Description and Scope of Work E. 1 Page 38 How did you arrive at the required staffing model? You mention the "Director" must serve no less than 32 hours. Are there hour requirements, expectations or historical hours for the other disciplines?</p>	<p>Staffing model was developed using historical trends and usage.</p> <p>Contractor shall provide the number of hours of Therapy Services required to meet the needs of Members, between the hours of 8:00 a.m. and 5:00 p.m., Monday through Friday, which shall include Facility staff education and Facility requested meetings. Contractor shall not be required to work on weekends or holidays (as defined by DHHS policy), unless those days must be worked to meet the needs of the Members.</p> <p>One licensed Therapist shall be designated to serve as the onsite coordinator for all activities of the contract for no less than thirty-two (32) hours per week, Monday through Friday.</p> <p>Onsite Coordinator hours should fall within these defined hours of operation.</p>

QUESTIONS	ANSWERS
<p>2. Section IV Project Description and Scope of Work D. 5 Page 38 How was the rent payment amount derived? Since room and space are subject to change is the rent also negotiable or adjustable based on those changes?</p>	<p>Monthly space rental fee for the Therapy Room was determined through local market analysis for comparative spaces available for lease.</p> <p>Rental negotiation is acceptable in the event the current space is relocated.</p>
<p>3. Section IV Project Description and Scope of Work B Page 37 What is the current resident census by division (SNF, AL, IL) and therapy payor mix: %Med B, %Medicare Advantage, %Commercial, %GIVA? What were the invoice totals from you current therapy provider over the past 6 months or length of service agreement?</p>	<p>As of 5/18/15 GIVH has a census of 188 Skilled Nursing Members, 28 of which are Domiciliary Members as defined by Veterans Affairs. GIVH is 100% under SNF licensure. We do not have AL nor IL licensure.</p> <p>96% of GIVH Members are enrolled in Medicare B.</p> <p>1% of GIVH Members are enrolled in Medicare Advantage</p> <p>64% of GIVH Members are enrolled in Commercial Insurance.</p> <p>GIVA Hospital does not pay for therapy services.</p> <p>10% of GIVH Members qualify for therapy services to be paid by and billed to GIVH.</p> <p>Payment Structure and Scope of Work of the current contractor varies significantly from the parameters of this RFP due to the temporary nature of the current contract necessitated by the unexpected need to make immediate arrangements to ensure continuity of services.</p> <p>Invoice totals for prior 6 months are as follows:</p> <p>11/2/14 \$23,767.80 11/30/14 \$43,120.05 12/31/14 \$42,672.00 2/2/15 \$43,752.75 3/2/15 \$34,884.30 3/31/15 \$43,040.25</p>

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<p>4. IV, B Page 37 How many therapy visits, on average, are provided each week per therapy discipline for PT, OT and ST?</p>	<p>Current contractor reports the following approximate averages from the time period of 10/20/14 – 4/30/15:</p> <p>42 hours of OT including OT & COTA.</p> <p>61 hours of PT including PT, PTA, & RPT</p> <p>13 hours of ST.</p>
<p>5. IV, B Page 37 How many visits in the past year per therapy discipline for PT, OT and ST were billed to GIVH?</p>	<p>GIVH is currently being billed by staffing hour rather than by visit.</p> <p>Payment Structure and Scope of Work of the current contractor varies significantly from the parameters of this RFP due to the temporary nature of the current contract necessitated by the unexpected need to make immediate arrangements to ensure continuity of services.</p>
<p>6. IV, D Page 38 How many therapy patients were billed under medicare part B in the past year?</p>	<p>Information is unavailable because the current contractor does not bill anything to Medicare.</p> <p>Refer to the answer to Question #5.</p>
<p>7. IV, F Page 39-40 Are the additional services required in the proposal (wheelchair clinic, Staff inservice trainings) billable services?</p>	<p>Wheelchair clinic is conducted by Veterans Affairs; Contractor is expected to coordinate efforts with the VA Wheelchair Clinic to meet the needs of GIVH Members. This is only billable as allowed by Medicare Part B and Payee guidelines.</p> <p>In-service training consists of ensuring communication between Contractor and GIVH nursing staff and is only billable as allowed by Medicare Part B and Payee guidelines.</p>
<p>8. We Wanted to verify that the facility does no billing to Medicare or any other payer source. The therapy provider would need to have the ability to complete all billing through their own license/number.</p>	<p>GIVH reserves the right to bill for therapy services provided prior to contract start date. Additionally, GIVH reserves the right to bill non-therapy related services to Medicare. The awarded contractor shall complete all billing as required by the contract resulting from RFP 5004 Z1 through their own license/number.</p>

This addendum will become part of the Proposal and should be acknowledged with the Request for Proposal.