

RFP # 2022-AS-01
Actuarial Services RFP
Proposer Questions and Agency Answers
4/19/22

Question ID:	1
Date Question Asked:	4/4/2022
Question:	On page 17, item N. Proposal Format, the RFP states that proposals "must be bound." On page 19, item T. Copies Required, it states "Vendors must submit one original Proposal..., one additional hard copy in binder form..." Please confirm if there is a type of binding the State prefers (i.e., 3-ring binder, spiral bound, no preference).
Section Number:	VI.N, VI.T
RFP Page Number:	17-19
Agency Answer:	No preference
Question ID:	2
Date Question Asked:	4/4/2022
Question:	Considering the ongoing Public Health Emergency, our company is operating virtually. Will the State accept an electronic submission of the proposal via email, a procurement site, or other proposed method? If a mailed response is required, can the submission be limited to the USB submission and forego the paper hard copies?
Section Number:	VI
RFP Page Number:	15-19
Agency Answer:	No. Please refer to section VI.
Question ID:	3
Date Question Asked:	4/4/2022
Question:	What is the maximum budget for this project?
Section Number:	General
RFP Page Number:	General
Agency Answer:	The estimated budget for this procurement will not be provided. The Agency requests all prospective proposers to submit their best and final price.

Question ID:	4
Date Question Asked:	4/4/2022
Question:	Please provide the names of vendors who submitted questions. If the State is unable to provide the names, please provide the number of vendors who submitted questions.
Section Number:	General
RFP Page Number:	General
Agency Answer:	Medicaid will not disclose this information through the procurement process.
Question ID:	5
Date Question Asked:	4/4/2022
Question:	Who are the members of the Evaluation Committee?
Section Number:	General
RFP Page Number:	General
Agency Answer:	Medicaid will not disclose this information.
Question ID:	6
Date Question Asked:	4/4/2022
Question:	Given the broad experience necessary to fulfill the roles of Lead Strategist and Lead Clinician, can multiple individuals be use to fill each role?
Section Number:	II.2.1.1, 2.1.2
RFP Page Number:	11
Agency Answer:	No
Question ID:	7
Date Question Asked:	4/4/2022
Question:	Will the State provide the historical annual expenditures and hours for the current actuarial consulting vendor for the duration of the previous contract broken out by year and the Required Personnel positions provided in II.2.1
Section Number:	II.2.1
RFP Page Number:	10-11
Agency Answer:	The estimated budget for this procurement will not be provided. The Agency requests all prospective proposers to submit their best and final proposal.

Question ID:	8
Date Question Asked:	4/4/2022
Question:	How many on-site meetings does the State anticipate for the successful bidder?
Section Number:	II
RFP Page Number:	9-12
Agency Answer:	The number of in-person meetings will be dependent on the needs of the Agency. Most meetings can be handled remotely though.
Question ID:	9
Date Question Asked:	4/4/2022
Question:	Will the State provide any additional information (description, documentation, or sample deliverables) completed by the current actuarial consulting vendor related to the Hospital Financial Modeling project outlined in I.B.10? What is the frequency of the activities related to this scope?
Section Number:	I.B.10
RFP Page Number:	8
Agency Answer:	This will not be provided. The Agency requests all prospective proposers to submit their best and final proposal.
Question ID:	10
Date Question Asked:	4/4/2022
Question:	Section I.B.12, Pharmaceutical Studies, refers to cost of dispensing studies. Does the State intend to use this vendor to survey pharmacy providers to determine the cost of dispensing and set the dispensing fee for pharmacy reimbursement?
Section Number:	I.B.12
RFP Page Number:	8
Agency Answer:	No
Question ID:	11
Date Question Asked:	4/4/2022
Question:	Some of the information requested as part of Section V, Corporate Background and References, is duplicative of the information requested in Section II,1.1, Corporate Experience/Past Performance. Should this information be included in the response to both of these sections or can we make reference to the prior section?
Section Number:	II.1.1
RFP Page Number:	9
Agency Answer:	No. They should be included in both sections

Question ID:	12
Date Question Asked:	4/4/2022
Question:	Section IV, General, makes reference to “Operational Manuals” (second paragraph on page 14 of the RFP). To which specific documents does this refer?
Section Number:	IV
RFP Page Number:	14
Agency Answer:	Various Agency programs have developed and published Operational Manuals to provide the vendors or providers with additional information that may be supplemental to their original RFP. These documents are published on the Agency’s website for public review.
Question ID:	13
Date Question Asked:	4/4/2022
Question:	Our financial statements are more than 100 pages per year. To reduce the environmental impact of this solicitation, would you be willing to accept the required financial documents in our electronic submittal, in addition to a link to the investor tab of our website, where the public has 24/7 access to the financial documents?
Section Number:	II.1.1.1.6
RFP Page Number:	9
Agency Answer:	No, Medicaid is asking for the Contractor’s audited financial statements.
Question ID:	14
Date Question Asked:	4/4/2022
Question:	Should our response to RFP 1.1.2 fulfill the proposal requirement #9 on the Proposal Compliance Checklist, “The Proposal includes a detailed description of the plan to design, implement, monitor, and address special situations related to the 2022-AS-01 program as outlined in the request for proposal regarding each element listed in the scope of work”?
Section Number:	II.1.1.2
RFP Page Number:	10
Agency Answer:	No, as the RFP Section 1.1.2 refers to staffing and Compliance Checklist item #9 addresses the description of the plan to address special situations by the Vendor at the request of the Agency.

Question ID:	15
Date Question Asked:	4/4/2022
Question:	What section of the RFP should the approach be described in?
Section Number:	II
RFP Page Number:	9-12
Agency Answer:	The Agency requests all prospective proposers to submit their best and final proposal.
Question ID:	16
Date Question Asked:	4/4/2022
Question:	RFP Section 1.1.2 states a 20-page limit. Is there a page limit for the approach section of the RFP?
Section Number:	II.1.1.2
RFP Page Number:	10
Agency Answer:	No
Question ID:	17
Date Question Asked:	4/4/2022
Question:	Given that vendors must submit a signed cover sheet for each addendum issued and that hard copies of a vendor's proposal are to be delivered to the State prior to the submission deadline, vendors will likely need a buffer period in which production and shipping of the proposal hard copies will happen. Will the State share a date beyond which no further addendums will be issued?
Section Number:	General
RFP Page Number:	General
Agency Answer:	No
Question ID:	18
Date Question Asked:	4/4/2022
Question:	Will file sharing be accomplished via SFTP sites or VPN tunnels?
Section Number:	General
RFP Page Number:	General
Agency Answer:	SFTP

Question ID:	19
Date Question Asked:	4/4/2022
Question:	Just to confirm that we are correctly interpreting the evaluation table on page 20, all 100 points for this RFP are based on price for those vendors that meet the minimum requirements?
Section Number:	VII.F
RFP Page Number:	20
Agency Answer:	Yes
Question ID:	20
Date Question Asked:	4/4/2022
Question:	What new populations or programs are anticipated to potentially need actuarially sound capitation rates?
Section Number:	General
RFP Page Number:	General
Agency Answer:	At this time, the Agency would not be able to answer this as it is unknown what reforms will be mandated in the future by either CMS or State leadership.
Question ID:	21
Date Question Asked:	4/4/2022
Question:	Assuming the state used historical markers to generate the hours listed in Appendix C, could the state provide the historical annual expenditures and hours for the current actuarial consulting vendor for the last four years?
Section Number:	Appendix C
RFP Page Number:	48
Agency Answer:	The estimated budget for this procurement will not be provided. The Agency requests all prospective proposers to submit their best and final proposal.
Question ID:	22
Date Question Asked:	4/4/2022
Question:	Were potential increases in hours related to new initiatives or transitions considered in the formation of the estimates of hours listed in Appendix C?
Section Number:	Appendix C
RFP Page Number:	48
Agency Answer:	The estimated budget for this procurement will not be provided. The Agency requests all prospective proposers to submit their best and final proposal.

Question ID:	23
Date Question Asked:	4/4/2022
Question:	If the contractor believes the work can be completed in less time than the hours listed, can the Contractor discount the number of hours as part of the development of total price?
Section Number:	Appendix C
RFP Page Number:	48
Agency Answer:	The Agency requests all prospective proposers to submit their best and final proposal.
Question ID:	24
Date Question Asked:	4/4/2022
Question:	How will the state handle unforeseen circumstances leading to additional hours or fees for the Contractor? For example, if the State requests for the actuarial consultant to provide additional services not considered in the scope of work, would the Contractor be limited to the original fee estimates?
Section Number:	General
RFP Page Number:	General
Agency Answer:	The estimated budget for this procurement will not be provided. The Agency requests all prospective proposers to submit their best and final proposal.
Question ID:	25
Date Question Asked:	4/4/2022
Question:	The RFP notes that the hours listed are “for evaluation purposes only”. Could the state confirm if this indicates that the contract is essentially a ‘time and materials’ type contract with a ‘total expenditure cap’ / ‘not to exceed amount’?
Section Number:	General
RFP Page Number:	General
Agency Answer:	Yes
Question ID:	26
Date Question Asked:	4/4/2022
Question:	What is the annual contract amount (‘not to exceed amount’) for the current vendor?
Section Number:	General
RFP Page Number:	General
Agency Answer:	The estimated budget for this procurement will not be provided. The Agency requests all prospective proposers to submit their best and final proposal.

Question ID:	27
Date Question Asked:	4/4/2022
Question:	Who are the members of the evaluation team?
Section Number:	VII.D
RFP Page Number:	20
Agency Answer:	Medicaid will not disclose this information
Question ID:	28
Date Question Asked:	4/4/2022
Question:	Will any formal statements of actuarial opinion be required as a part of this contract (e.g., a formal statement of actuarial opinion for an IBNR calculation or claims reserve calculation)?
Section Number:	General
RFP Page Number:	General
Agency Answer:	Yes, as requested or required by CMS.
Question ID:	29
Date Question Asked:	4/4/2022
Question:	Under section VI.N, should the first electronic copy be in both word format and pdf format?
Section Number:	VI.N
RFP Page Number:	19
Agency Answer:	Yes
Question ID:	30
Date Question Asked:	4/4/2022
Question:	How many onsite meetings does the state anticipate the chosen firm will attend annually?
Section Number:	II
RFP Page Number:	9-12
Agency Answer:	The number of in-person meetings will be dependent on the needs of the Agency. Most meetings can be handled remotely though.

Question ID:	31
Date Question Asked:	4/4/2022
Question:	Can one person play multiple roles, for example, both lead strategist and actuary roles, in this engagement?
Section Number:	II.2.1.1, 2.1.2
RFP Page Number:	11
Agency Answer:	The Agency requests all prospective proposers to submit their best and final proposal.
Question ID:	32
Date Question Asked:	4/4/2022
Question:	Although we would not anticipate a broad need for subcontractors, are contractors allowed to utilize subcontractors in order to meet the requirements?
Section Number:	V.a
RFP Page Number:	14
Agency Answer:	The Agency requests all prospective proposers to submit their best and final proposal, but subcontractors can be allowed with Agency approval.
Question ID:	33
Date Question Asked:	4/4/2022
Question:	RFP Section 2.1.1 (page 11) mentions several broad categories of consulting needed. Is the expectation that the bidder assumes the leading role for the stakeholder engagement, CMS negotiations and testimony? Or that the bidder would act only as a subject matter expert for the listed categories?
Section Number:	II.2.1.1
RFP Page Number:	11
Agency Answer:	It is the Agency's expectation that the Vendor would only serve as subject matter expert, especially for actuarial related issues.
Question ID:	34
Date Question Asked:	4/4/2022
Question:	For the programs outlined, can the state further describe which programs are in partial risk arrangements? What services are not full risk?
Section Number:	General
RFP Page Number:	General
Agency Answer:	Currently, the Agency has no full risk MCO contracts. All managed care programs are shared risk.