

HSS RFP 14-053 Questions and Answers

Questions	Answer
<p>Can a list of all the accessed data sources utilized by the Division of Medicaid and Medical Assistance (Division) be provided?</p>	<p>No</p>
<p>Does the Division have a data warehouse that contains MCO vital statistics, eligibility, claim, provider contract information?</p>	<p>Not at this time. DMMA is in the process of working with another vendor to obtain another data warehouse. We do not know when it will be completed.</p>
<p>How would the awarded bidder access data from other departments (Department of Corrections, Department of Labor, IRS, DMV, Public Assistance Reporting Information System, etc.)? Would the other departments send data in a flat file format or provide direct access to the appropriate databases?</p>	<p>There is no specific date at this time. It would be something they would need to consider in their proposal.</p>
<p>Does the Division want to identify both fraud/abuse and waste/overpayment information for BOTH Fee-For-Service and Encounter Data?</p>	<p>Yes</p>

<p>How does the State of Delaware currently identify COB information for member? Does the Division store the known COB information in eligibility data?</p>	<p>It does not apply to the services being sought.</p>
<p>What are the current program integrity/fraud control/recovery units/programs present for the Division?</p>	<p>We have a Program Integrity/SUR and TPL Unit. SUR is Surveillance, Utilization and Review. TPL is Third Party Liability.</p>
<p>What type of implementation are you expecting the State staff to perform? It is our expectation that the awarded bidder would be performing the implementation of the solution.</p>	<p>It is the States' expectation that the bidder would be performing the implementation of the solution along with state staff.</p>
<p>Is our understanding correct that the awarded bidder will receive \$500,000 at the end of the three month pilot after a successful implementation of the solution?</p>	<p>Yes</p>
<p>Does the Bidder need to provide information/resume of all the project participants in time of response to this RFP or may the bidder supply the resumes of key personnel for the RFP response?</p>	<p>Yes, the bidder needs to provide information/resumes of all the project participants when they respond to the RFP.</p>
<p>Does the awarded bidder have the option to use a combination of onsite or offsite resources for any portion of the work? Is the State of Delaware open to offsite resources including offshore?</p>	<p>Yes, they can so some of it off-site. Off-shore is not acceptable.</p>

<p>Is there a mandatory set aside for this project?</p>	<p>Yes</p>
<p>II. Scope of Services, Section A, Bidder Capabilities: First bullet indicates that Bidder must collect and analyze data from a wide range of sources, MCOs vital statistics, Dept. of Corrections, Dept. of Labor, IRS, etc. How will the award bidder access data? Will award bidder be granted access to each State site? Will data be released to award bidder via encrypted CDs? Please explain.</p>	<p>Some of the data is currently housed within DMMA, other data, the bidder will be responsible for gathering from various resources.</p>
<p>II. Scope of Services, Section B, Deliverables, first bullet states: “Demonstrate agreed upon results in reducing fraud, waste, and abuse.” How are agreed upon results determined?</p>	<p>The bidder must demonstrate the capacity to decrease fraud, abuse and neglect. Your strategy to accomplish this task in six months must be clearly articulated.</p>
<p>II. Scope of Services, Section B, Deliverables, third bullet states: Provide a detailed report on the project cost savings per beneficiary . Please clarify the level of details being sought in a “per beneficiary” report. Is such savings to be projected based on the population of beneficiaries.</p>	<p>Yes it is. What would be the projected savings for each beneficiary that is currently receiving benefits in the State of DE.</p>

<p>II. Scope of Services, Section C, Outcomes, third bullet states: “Provide an adequate return on investment to be awarded the full amount of \$500,000.” Please identify the adequate return on investment needed in order for the selected vendor to be awarded the full amount of \$500,000.</p>	<p>The amount of savings to the state. There is no target range.</p>
<p>III. Special Terms and Conditions, Section B. Subcontractors states: “...Subcontractors will be held to the same requirements as the primary contractor...” Do Subcontractors also have to submit Appendix A and B; Budget Summary Sheet and a Budget Workbook, the same as the Prime Contractor for the RFP submission?</p>	<p>Yes. It is up to the vendor, if they decide to use a subcontractor.</p>
<p>III. Special Terms and Conditions, Section A. Length of Contract states; “Contract term is 6 months, with the possibility of renewal for up to (5) additional years contingent on funding and satisfactory performance.” Section V. Budget also states; “Vendor will submit a line item budget, for each contract year, using a format mirroring that in Appendices A & B.” Would this RFP budget submission be for (1) contract year only, with a period of performance of 6 months for January 5, 2015 through June 11, 2015?</p>	<p>Yes</p>
<p>III. Special Terms and Conditions, Section G. Payment states: “The agencies involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt.” V. Budget section also states; Applicants shall also describe any factors that may have an impact on the cost and should suggest a payment schedule contingent upon completion of the various tasks. Is this a Fixed Price contract to be invoiced monthly for the duration of the 6 month contract period?</p>	<p>Yes, it is the amount stated.</p>

<p>VII. Selection Process, Section A, Proposal Evaluation Criteria, Item 2, Methodology Proposed, item d) states “builds on existing work of the Division’s planning efforts.” Please identify the Division’s planning efforts.</p>	<p>The division is planning to reduce the amount of fraud waste and abuse within this department. The Division currently has a SUR and TPL unit that currently recovers monies from providers. We would like to increase the amount of recoveries, based on the amount the vendor provides.</p>
<p>In identifying other insurance with respect to Third Party Liability (TPL) to ensure the State remains the payor of last resort, what does the Division envision being the process for this scope of work?</p>	<p>Identify the 3rd party and determine the cost savings.</p>
<p>What is the intended data the state sees the vendor utilizing to identify the other insurance? What is the frequency the vendor can expect to receive the data and in what format?</p>	<p>We use Insurance Information. The frequency is monthly. The format has not been determined at this time.</p>
<p>How will this scope of work differ from the work being performed under the current MMIS contract, and also, under the implementation of the new MMIS scheduled for a 2017 implementation? How will duplication of efforts be managed, if this is a potential concern?</p>	<p>The scope of Work is not under the current MMIS Contract. Therefore there is no duplication of efforts.</p>
<p>The RFP requirements map to a very large scope of work which may be a challenge for vendors to accomplish within the \$500K capped payment. Can the Division confirm that the \$500K payment cap is only available for the initial six month contract period?</p>	<p>Yes</p>
<p>Is the Division assuming a 90% federal share if the proposed solution meets the CMS Advanced Planning requirements for this type of solution?</p>	<p>No</p>
<p>Given the complexity of the scope of work, is the Division willing/able to allocate additional funding above the \$500K after the 6 month period to ensure appropriate implementation and ability to achieve the RFP objectives?</p>	<p>Funding is dependent upon the Legislators.</p>
<p>Does the Division anticipate any additional budget for vendor involvement for this scope in subsequent years?</p>	<p>This is dependent upon the Legislators.</p>

Per the RFP Scope of Work, Vendors are to operate the solution for a minimum of three months during the pilot period. Is the expectation that vendors will manage all system tasks and create all reporting for the Division?	Yes
Per the RFP Scope of Work, Vendors are to provide an adequate return on investment to be awarded the full amount of \$500,000. Will the Division provide additional information on what criteria will be used to determine "adequate return on investment"?	It is the amount of savings to the state, there is not a target figure projection.
In the Notification to Bidders section of the RFP, it states "There will be a ninety (90) day period during which the agency may extend the contract period for renewal if needed." Please clarify regarding the 90-day period and circumstances that may warrant the need for extension of the contract period.	This is standard language for all DHSS DMS contracts. The circumstance would be that we may need to extend the contract to complete the contractors' work.
Will DMMA define the appropriate type of staffing expertise that is expected (e.g., nurse or doctor)?	Medical Staff, Management Analyst data experts, nurses, doctors or any additional staff needed to fulfill the requirements.
Will DMMA define their expectation for ROI (e.g., percentage or dollars)?	It is the amount of savings to the state. We have no target range. The legislators did not provide this information.
Is the bidder expected to bid for the 6-month contract term to cover the pilot only or to include option pricing for the potential 5-year extension?	5 year extension, however it is dependent upon the legislators.
Will the State consider granting a longer time frame for the pilot period, or is the time frame fixed?	Fixed timeframe
Please advise whether the pilot solution can be run outside of the State of Delaware infrastructure.	No
Please advise how many years of historical data will be made available for this project. What is the approximate data size for a year of data (e.g., gigabytes, terabytes)?	We do not have an answer.
Please advise whether the sample includes transactions that have been determined to be potentially fraudulent.	We do not know what the sample includes.

<p>Please advise if there are any restrictions on the availability of data.</p>	<p>Yes. The data could be limited by some of the departments, we may need to sign MOUs to obtain it or it is in a format that is not acceptable by DMMA or the vendor.</p>
<p>Please advise whether access to all public data sources associated with the State of DE (e.g., Department of Corrections, Department of Labor, DMV, IRS, etc.) will be provided.</p>	<p>Some of the data will be provided by the state, other data will have to be obtained</p>
<p>Please advise what solution or which system the State currently has in place to address data integrity.</p>	<p>None</p>
<p>Please advise as to the current organizational structure comprising the existing Program Integrity, Fraud Control, and Audit/Recovery Teams. Where are these teams located? What are the team sizes?</p>	<p>There is a Chief, 4 Senior Administrators and support staff. The teams are located in New Castle County and 2 individual staff members in Kent County.</p>
<p>Please advise whether professionals are expected to be onsite with the Program Integrity, Fraud Control and Audit/Recovery teams.</p>	<p>Yes</p>
<p>Regarding the requirement "The bidder should have the capability to identify other insurance with respect to the Third Party Liability to ensure that Medicaid is the payor of last resort" (II. Scope of Services, A. Bidder Capabilities, Bullet 6, P.8): will the State provide more detail in regard to what offering(s) they expect bidders to bring to bear to meet this capability?</p>	<p>Yes. Our Fiscal agent currently has a contract with a vendor that provides TPL information.</p>
<p>In II. Scope of Services, A. Bidder Capabilities, the following capability is requested: "As specified in the epilogue to Senate Bill 255, Section 146, design and deliver the innovative solution within the stated budget of \$500,000." will the State please validate if the \$500,000 provided by the Senate bill is for the pilot period only? If so, is the \$500,000 considered a set fee/price for the pilot period for all bidders?</p>	<p>Yes, for the pilot period. Yes it is a set fee/price.</p>
<p>Per II. Scope of Services, A. Bidder Capabilities (Bullet 11, p.8): what claim types will be included in the MMIS data provided by the State? How many claims does this encompass? How many covered lives are included? From how many claims systems will we be receiving extracts from? (i.e., are there multiple Medical claims systems?)</p>	<p>Fee-for-service and encounter-claims. N/A, N/A . The MMIS System which includes encounter data from MCO's. We will be receiving extracts from MMIS system and MCO's.</p>

<p>Per II. Scope of Services, B. Deliverables (Bullets 6, p.9): For the requirement of "Train State staff on how to implement and monitor the solution," how many users/investigtors will be included in the pilot and where are these users located?</p>	<p>21 throughout the state. 21 Staff members, they are located throughout the state.</p>
<p>In II. Scope of Services, C. Outcomes, the following capability is requested: "Operate the solution for a minimum of three months during the pilot period." Will the State validate that the pilot period is a total of 6 months and the expectation is that the implementation of the solution should take no longer than 3 months?</p>	<p>Yes it is 6 months.</p>
<p>Under I. Required Reporting, p.12, the RFP references Attachment 7. There apperas to be no such attachment issued with the RFP but Attachment 1 seems to crrespond with the contentof this section. Is there an additional attachment forthcoming/ or does Attachment 1 provide the correct content for this section?</p>	<p>No there are no other attachments and yes Attachment 1 is the correct content fot this section.</p>
<p>May the vendors include an Executive Summary in their response? If yes, may it be inserted after the Table of Contents but before Section D, Confidential Information?</p>	<p>Yes</p>
<p>In IV. Format and Content of Response, the cover letter is not listed as part of the electronic response. May the vendors include the cover letter (understanding a hard copy is still required) between the Title Page and Table of Contents in the submitted electronic version?</p>	<p>Yes</p>
<p>Under IV. Format and Content Response, I Standard Contract (p.15), the RFP references Appendix G. The RFP does not contain and Appendix G; however , Apeendix F appears to contain relevant content for this tiem. Is there and additional appendix forthcoming, or does Appendix F provide the correct content for this ection?</p>	<p>No additional Appendix is forthcoming. Appendix F does provide the correct content for this section.</p>
<p>In V. Budget (p.15), the following I stated: "Vendor will submit a line item budget, for each contract year, using a format mirroring that in Appendices A & B." Will the State clarify if these budget sheets are to be used for pricingof the possible five (5) additional years after the six-month pilot?</p>	<p>No</p>
<p>Would the State clarify what "Administrative Oversight" (p. 21) maps to in the II. Scope fof Services or IV. Format and Content of Response?</p>	<p>Please Clarify</p>
<p>Does "Quality Assurance Program details" (p. 21) map to the existing content in IV. Format and Content Response, E. Qualifications and Experience (p. 14) or is it considered additional requested information?</p>	<p>Clarify the question</p>

Does the term “Available Resources” (p.21) map to the existing content in IV. Format and Content Response, E. Qualifications and Experience (p.14) or is it considered additional requested information? If the latter, would the State please define the term and what information it requests?	Please clarify the question.
On p.22, the RFP refers to Scope of Services, Section .A – I. However, the Scope of Services appears to encompass sections A – C on pp.8-9 of the RFP. Are Special Terms and Conditions, A—I, (pp.9-13), considered part of the Scope of Services?	No
Does Item 4 on page 22 (“The degree to which the bidder demonstrates the potential ability to recruit, hire, schedule, and train qualified applicants”) map to existing content in IV. Format and Content Response, E. Qualifications and Experience (p.14), or require an additional, distinct response?	It requires an additional response.
If the proposal bids a fixed fee, is completing this form required?	Yes
Is Appendix A Divisional Requirements, p.50, considered part of the contract boilerplate content in Appendix F, pp.38-49?	Yes
Senate Bill 255, Section 146, referenced in the RFP (Section IIA, page 8), provides for an appropriation of \$500,000 to support this RFP, and states that “of this amount, \$250,000 shall be withheld from the vendor until an adequate return on investment can be achieved under a shared savings agreement between the selected vendor and the department. a. What specific criteria will be used to determine whether the contractor has provided “an adequate return on investment” to be awarded the full amount of \$500,000? b. Please provide details concerning the nature of the “shared savings agreement” that will exist between the selected vendor and the department. c. Does the state have a methodology for calculating savings or should the vendor provide its savings calculation methodology to the state as part of its proposal?	A) The amount of savings to the State. B) Savings will be the savings for the State of DE C) The Vendor can provide a savings calculator.
Has funding been authorized by the legislature or by the Department of Health and Human Services for the contract renewal of up to 5 years referenced on page 5 of the RFP (Section A, page 9)? If so, how much money has been budgeted?	No

<p>Does the Department of Health and Human Services or the Division of Medicaid and Medical Assistance currently have an executed Data Use Agreement (DUA) with any of the entities or regarding any of the data sets delineated at the first bullet of Section II.A (Scope of Services, Bidder Capabilities) of the RFP (page 9)? a) If so, for which datasets do you have active DUAs? b) If not, when do you anticipate those agreements will be in place (please identify the expected timeframe for each dataset for which there is such an expectation)? c) Are there any other state data sets that could be relevant to the work under this RFP for which your agency has DUAs in place? What are those data sets?</p>	<p>Yes, A) N/A B) N/A and C) This has not been determined at this time.</p>
<p>Section V, page 15 of the RFP references the budget summary sheet and worksheet in Appendices A and B. Can bidders use another budget format to present their budgets as long as similar information is presented? Will the contract resulting from this RFP be a time and materials contract? If not, what should we assume?</p>	<p>No,</p>
<p>The RFP requires the development of a plan to access MMIS data (Section A, page 8). Can bidders assume that the State will facilitate access to the data from the MMIS vendor?</p>	<p>Yes</p>
<p>On page 11 (Section F), the RFP references on-site monitoring/evaluation. Please provide additional information about the on-site monitoring requirement? Does this mean that the work should be performed on-site at the Department? Or that monitoring/evaluation may take place at the contractor's worksite?</p>	<p>We can provide a data file that can be utilized off-site.</p>
<p>Category 4 of the Proposal Evaluation Criteria ("the degree to which the bidder demonstrates the potential ability to recruit hire, schedule, and train qualified applicants") is not clear to us (Section VII, page 22). Does this criterion refer to the agency's expectation that the contractor will assist the agency in hiring staff to work for the <u>agency</u> and perform program integrity activities, or an expectation that the <u>contractor</u> will need to hire additional staff to perform the required work under the RFP?</p>	<p>The contractor will need to hire employees under the RFP.</p>
<p>Please provide a list of vendors that submitted questions pertaining to this RFP</p>	<p>N/A</p>

<p>Please clarify the requirements for a Usage Report. Is this the report included in Attachment 1 (not Attachment 7)? Also, please clarify how this applies to the current procurement. Specifically, we seek clarification on the following requirement: “A complete and accurate Usage Report (Attachment 7) shall be furnished in an Excel format and submitted electronically, no later than the 15th (or next business day after the 15th day) of each month, detailing the purchasing of all items on this contract. The reports shall be submitted and sent as an attachment to the Program Administrator .Submitted reports shall contain accurate descriptions of the products, goods or services procured, purchasing agency information, including the six-digit department and organization code, quantities procured and prices paid. Any exception to this mandatory requirement or failure to submit complete reports, or in the format required, may result corrective action, up to and including the possible cancellation of the award. Failure to provide the report with the minimum required information may also negate any contract extension clauses. Additionally, Vendors who are determined to be in default of this mandatory report requirement may have such conduct considered against them, in assessment of responsibility, in the evaluation of future proposals.”</p>	<p>This is standard boilerplate language in a contract under DHSS DMS.</p>
<p>Please clarify whether separate references are required for subcontractors (Section F, page 14). And if so, are subcontractor references included in the total of three references required for the vendor, or is this in addition to the three references required for the vendor?</p>	<p>Yes references are needed for both the contractors and the subcontractors.</p>
<p>Does the agency have a preferred business intelligence tool? Does it have existing software license for this BI tool that could be utilized?</p>	<p>Truven’s Advantage Suite and Data Probe</p>

<p>The cover page says that proposals will be received by the following address: Delaware Health and Social Services Herman M. Holloway Sr. Campus Procurement Branch Main Administration Bldg., Sullivan Street Second Floor, Room #257 1901 DuPont Highway, New Castle, Delaware 19720</p> <p>Page 16 says that responses "shall be submitted to" the following address: Kieran Mohammed Division of Management Services Delaware Health and Social Services Main Administration Building, Sullivan Street Second Floor, Room 257 1901 North DuPont Highway New Castle, DE 19720</p> <p>Can you please clarify exactly where the proposals should be sent?</p>	<p>Both addresses are the same. Please direct your proposal to Kieran Mohammed</p>
<p>Section IV-I says that any exceptions to the contract should be stated in the transmittal letter, but the only required letter is the cover letter. Are these the same?</p>	<p>Yes</p>
<p>Section VI-A says Appendix F must be submitted in hard copy with signatures, but then section IV-I says the contract was provided as a courtesy only and that any exceptions to the contract should be stated in the transmittal letter. Furthermore, page 3 also states that only Appendices C, D, & E need to be submitted in hard copy with the proposal submission. Does Appendix F need to be signed and submitted in hard copy with the proposal?</p>	<p>Yes</p>
<p>The RFP states that the Bidder should have the capability to identify other insurance with respect to Third Party Liability to ensure that Medicaid is the payer of last resort. How does the State currently manage and administer TPL?</p>	<p>Our fiscal agent contracts with a vendor that does TPL for the state.</p>
<p>Is it permissible for the pilot to include a subset of the Medicaid population (e.g. 4 counties), and then expand upon successful implementation of the pilot?</p>	<p>No</p>

Does the RFP response have to address ALL areas of concern, ie, appropriate of recipient usage, verification of eligibility criteria, inefficient and overutilization of services and	It can target specific areas as defined by the state.
Can you please prioritize the areas of concern identified in the background/introduction?	N/A
Can you provide information on current practices in place to prevent fraud and ensure program integrity?	Review of abberant providers, audits, provider self-audits, CMS provider education, etc.
Can you please provide information on number of applicants served annually?	N/A
Can you please provide data on number of transactions/payments issued annually to providers?	N/A
Does the State desire the vendor to provide a hosted solution, or will the data be hosted by the State?	Hosted by the State.
Can you provide baseline program costs against which projected cost savings can be calculated?	N/A
With a pilot budget amount of \$500,000, what is the projected annual budget, and the projected 5 year budget for this program?	N/A budget is contingent upon the legislators.
Given the length of questions and likely questions from other vendors, and the short duration of time between when the responses will be posted (no later than 12/11/14) would the State consider an extension to the 12/24/14 deadline for RFP responses?	No
Given that a number of questions submitted are asking for current program details, will the State entertain an additional round of questions?	No, due to time limitations.
The contract term is listed as 6 months, with the possibility of renewal for up to 5 years. Will the contract be up for renewal at each 6 month interval, annually, or for a period of time up to 5 years?	Could be renewed for a period of time, which is dependent upon the legislators.
Does the Division of Medicaid and Medical Assistance currently use any third party vendors to cross-reference information? If so, please provide the names of such third party vendors.	Yes, DMMA does not have the contracts for the 3 rd Party vendor. It is held by our fiscal agent.
Is there an incumbent vendor providing fraud detection or related services?	No
Will there be an opportunity for vendors to demonstrate their solutions prior to the Vendor Selection date?	No

<p>The dates in this section indicate that that all proposals received by the December 24 submission deadline will be reviewed and evaluated in order for the Selection process to begin on December 29. Vendor selection is tentatively set for the day immediately following the start of the Selection process with a project start of January 5, 2015. Are the dates accurate such that the Division intends 1 business day to review all submitted proposals and the immediately following business day for the selection process? Please confirm.</p>	Yes
<p>At present, what percentage of Delaware Medicaid spending is for services provided through Managed Care Organizations? Over the next five years, is this percentage expected to increase or decrease?</p>	85% Increase
<p>RFP Section II.A lists seven (7) data sources. For which of these sources does Delaware have an existing data sharing agreement in place?</p>	N/A
<p>RFP Section II.A requires that bidders should have the capability to identify other insurance with respect to Third Party Liability. Typically, this type of capability is offered only by niche vendors who collect data from numerous private payers. Does the state envision that third party liability will be part of the pilot project, or is the requirement for the solution to have the capability of integrating with third party liability vendors as part of a potential full implementation?</p>	The latter
<p>RFP Section II.B lists as a deliverable “Provide technical training to stakeholders affected by changes to the current system.” Please provide an additional description of your expectations for “technical training”.</p>	Technical Training will include training on the solutions that the vendor provides.
<p>RFP Section II.B lists as a deliverable “a detailed report on the projected cost savings...” As written, the RFP requires the winning bidder to provide this report directly to the Joint Finance Committee, Controller General, and OMB Director. For avoidance of doubt, does the State expect the vendor to submit the report, or does the State expect the vendor to prepare information that the State will submit, in part or in whole, to satisfy this legislative mandate?</p>	The state expects the vendor to submit the report.
<p>RFP Section V instructs vendors to submit a line item budget for each contract year. For avoidance of doubt, does the State expect six contract years (1 year for pilot completion, 5 years for continuing execution) or five contract years (1 year for pilot completion, 4 years for continuing execution)? Does a “contract year” align to the State’s fiscal year calendar?</p>	Five contract years. Yes it does.

Our organization provides a licensing model that incorporates all costs into a single lump-sum license fee, which is inclusive of all software and services costs. Because of that, we do not maintain a detailed cost breakdown to fully complete the table as written in Appendix A and B. Is the state amenable to vendors providing pricing information as a single lump-sum license fee, and leaving detailed pricing discussions to the negotiation stage?	No.
For the full implementation, does the State prefer that the Medicaid Fraud Control and Program Integrity solution be installed in a State-provided IT environment? Or does the State prefer a vendor-hosted environment?	State Provided IT environment
Please indicate what information is to be contained in the requested hardcopy cover letter.	It is contained in the instructions.
Since the State desires the contractor to evaluate Fraud, Waste and Abuse across the entire Program, will the State mandate current Homecare Organizations, Hospitals, MCO's and Fee for Service Providers participation?	The contractor will be required to review all aspects of Medicaid.
Are beneficiary's incentives allowed during the pilot to encourage their participation?	No
Since part of this project involves the review of MCO information with the intent of preventing, detecting, and reducing fraud including preventing improper payments to MCOs, as well as oversight of MCOs (Reference I. Introduction, A. Background), is it correct to assume that Delaware Medicaid MCOs and their Parent and its subsidiaries are precluded from bidding?	Yes
Since the data sources listed are primarily State or Federal sources, will the State of Delaware provide applicable data from the identified sources as identified by the successful vendor?	Please clarify the question.
It is our assumption that required APIs (Application Program Interfaces) will be provided by the state to the appropriate State data bases i.e. Delaware's MMIS or States Eligibility system and others as required?	It is the vendors responsibility to obtain the data.
It is our assumption the State will direct the appropriate State contractors to work with selected contractor?	It is the vendors responsibility to obtain the data.
What are the existing Program Integrity, Fraud Control and Audit / Recovery Units, their structure and other related contracts?	The State currently has a Program Integrity Unit which covers Program Integrity, Third Party Liability and Recovery.
What are the Medicaid Incentive policies in Delaware?	None

Other than the criteria listed in Section VII, C Exclusions, why would a subcontractor not be approved?	The sub previously or currently excluded from Medicaid/Medicare.
Will Confidential Information be protected after the contract award?	Yes
The format and detail in Appendix A and Appendix B do not seem to support the stated project and budget approach. Would the State allow fixed-priced, deliverable-based costing for the project in lieu of the Appendix A and Appendix B?	No
Please provide Medicaid beneficiary projected enrollment (by MCO, Fee for Service, Other) and budget figures for budget projections and ROI calculation for year 1-5.	This information is not currently available.
What are the MCO current and future projected average capitation rates for years 1-5?	Not available.
Can you provide what portion of the current and projected Medicaid enrollees for years 1-5 are "dual-eligible's"?	Not available.
For ROI calculation how many Providers are in Delaware and how many of them provide services to Medicaid beneficiaries?	Not available.
How many Medicaid payment transactions were made in 2013 and what are the payment transaction projections for years 1-5 of this RFP	Not available.
Is this a fixed cost bid and are there provisions for change orders based upon out of scope changes?	Yes, it is a fixed-cost bid. No
Please clarify what is intended by or the difference of an "Original" CD and a "Copy" CD.	Original for the proposal and the copies are for the evaluation team. Of the 8 CDs for submission 2 (any 2) need to be marked original and rest marked Copy
Indicates the criteria is based on the "Responses to Scope of Services, Section II. A-I". Section II Scope of Services only has items A, B, and C. Can you please clarify the evaluation criteria for this item?	The criteria is based on your responses to the questions or comments in the Proposal
Senate Bill 255, Section 146 is the basis for this procurement. Can you clarify the timeline please? The bill states it is a six month pilot, implying three months of implementation (Oct – Dec), three months of operations (Jan – March) and then the April 30, 2015 report. Since the project is now starting in January, do all the dates shift by three months, with the report now due on July 30, 2015?	The dates are dependent upon the legislators.

<p>The bill indicates that the vendor will be paid \$250,000 to execute the pilot and then the remaining \$250,000 when “an adequate return on investment can be achieved under a shared savings agreement”. Can the State please provide more specificity on how the second payment of \$250,000 would be achieved?</p>	<p>Not available. They have to submit a report to the legislators detailing the Return On Investment and savings to the state of DE. It should be done on time.</p>
<p>The title is “Bidder Capabilities.” If the bidder has all the capabilities listed, but does not think they can all be implemented in three months thus allowing three months of operations), is it acceptable to demonstrate some of the capabilities during the pilot phase and provide a plan of how to implement the rest of the capabilities during the first contract year?</p>	<p>No</p>
<p>Are the following groups aware of this pilot and able to provide timely assistance as required: Program Integrity, Fraud Control and Audit / Recovery?</p>	<p>Yes, vendor would need to define “assistance”.</p>
<p>How often would the DHSS management/staff prefer to meet with the vendor’s Project Manager for updates/recommendations?</p>	<p>During implementation- daily and weekly.</p>
<p>How quickly will DHSS management/staff be able to approve a given recommendation (e.g., policy change) made by the vendor to allow for a timely implementation of same?</p>	<p>It depends upon the recommendation, along with the Legislators and CMS.</p>
<p>Is a formal classroom setting available for the training of DHSS staff?</p>	<p>Yes</p>
<p>Fifth bullet: Given the project start date of January, it would be very difficult to implement the system, run it for three months and still present results by April 30, 2015? Is it acceptable to have a six month pilot as indicated in the bill, and have the April 30, 2015 report be a forecast of return on investment and savings per beneficiary, to be followed up with a more detailed report in July, 2015? Can the State please elaborate on what the April 30, 2015 report should contain?</p>	<p>The information is not available at this time. The legislators will determine what will be contained in the report.</p>
<p>The State is asking for the five-year pricing. How does the requirement for a “shared savings agreement” factor into this price? Is the State asking for a “fixed price” and the “percentage” the vendor would get of all denied and recovered payments? Or, does the State want the vendors to bid a fixed price for the project and the State retains all savings from the project?</p>	<p>The state wants the vendor to bid a fixed price.</p>
<p>Can the State provide clarification around MBE/WBE/SDVOBE/VOBE requirements?</p>	<p>Please contact Michelle Morin, Office of Supplier Diversity, at 302-857-4554</p>

<p>The RFP requests collecting and analyzing data from a number of sources vital statistics, DOC, DOL, IRS, PARIS, and DMV data. Please confirm that these are all DE data sources (not Federal). Please clarify in what formats DE will provide access to these data files/repositories/ warehouses?</p>	<p>The state will provide access to data from our MMIS. The bidder must be prepared discuss its ability to independently access other sources of data.</p>
<p>The RFP requests that the bidder shall provide a pre- and post-payment solution to identify and prevent fraud, waste, and abuse in the Medicaid Program. Will the State provide us with pre-pay targets, or will the State be looking for the contractor to identify pre-pay targets?</p>	<p>The state expects each bidder to describe its specific issues that can be pre-loaded to score bills prior to payment, indicating that there may be billing irregularities.</p>
<p>The RFP requests that the bidder develop and deliver meaningful, intuitive, and user-friendly reports that State staff can replicate following the end of the contract period. Are there specific reporting requirements? If so, please list the types of reporting required.</p>	<p>The bidder should describe the reports that they would propose to share as part of the proposal with their rationale for their use subject to finalization with the program manager.</p>
<p>The RFP states this is initially a 6 month contract and that DE would like to have the capability to take this in-house. Does the State have a product they would like us to use to build and identify the results of potential fraud, waste, and abuse?</p>	<p>The goal is to provide specific innovative solutions related to Medicaid fraud and waste and abuse. Suggested solutions must be clear unambiguous and easily transferrable to state staff.</p>
<p>Section II, Scope of Services, A. Bidder Capabilities: “Collect and analyze available data...” Will the cited data sources be made available to the successful bidder through State avenues, or will the bidder be tasked with establishing independent data sources?</p>	<p>The state will provide the data from our MMIS. The bidder must demonstrate their independent ability to access additional sources of data to provide a full and complete strategy.</p>
<p>Will recommended solutions be implemented using DHSS or bidder staff?</p>	<p>The initial contract requires staff from the bidder to implement the contracted solutions and demonstrate their usefulness in reducing waste, fraud and abuse.</p>

<p>With regard to the Budget Summary Sheets, how should these reflect incremental costs associated with varying volumes of providers?</p>	<p>Each bidder must adequately budget for expenditures, including those associated with the possibility that volume might be more or less than initially assumed.</p>
<p>What is the current volume of Medicaid providers, by category of service?</p>	<p>Unknown</p>
<p>We understand that the proposal is due at 11 A.M. local time. Would the State consider moving the due time back a few hours? A later time would accommodate any minor delays that may occur due to shipping via commercial carriers such as FedEx and UPS, who typically schedule morning deliveries at or near 10:30 A.M.</p>	<p>This time is set by rule from another state division and cannot be changed.</p>
<p>Appendices A and B require salary information that the vendor considers confidential. Would the State consider allowing this information to be marked confidential.</p>	<p>The salary data reported on Appendices A and B cannot be marked Confidential.</p>
<p>Appendices A and B require confidential salary information. Would the State consider accepting fully burdened rates in lieu of the breakdown requested?</p>	<p>No</p>
<p>In Subsection C of the Special Terms and Conditions Section, reference is made to termination of the contract due to lack of funding. Has this occurred in the past?</p>	<p>Not recently. Since a number of our funding sources are grant related, we must acknowledge the possibility.</p>
<p>Regarding Section I.B, Bullet No. 2 – “The Bidder’s Goal”: Does the pilot have to span all areas indicated (such as eligibility) to start up or can the bidder show a cascade approach to resolution?</p>	<p>The bidder must demonstrate the capacity to decrease fraud, abuse and neglect. Your strategy to accomplish this task in six months must be clearly articulated.</p>
<p>Regarding Section II.A, Bullet No. 6 under “Bidder Capabilities”: Will the successful bidder be required to identify other Third Party Liability Insurance at the pre-pay or post-pay stage?</p>	<p>Yes. If additional TPL savings are part of the innovative strategy, then it must be spelled out in detail.</p>