

## RFP Overview and Update

1. RFP Drafted with Mercer's Assistance and submitted to DHH Contract Review on 3/24/11. Questions surrounding Performance Guarantees and non-Medicaid Administrative fees brought up, along with some formatting issues and clarifications, many of which were fixed, some still remain. Mary Gonzalez expressed some concerns regarding cost allocation scoring, etc.
2. RFP sent to DOA/OCR on 4/8/11 to set PST on 4/21/11
3. Over past couple of weeks, multiple questions from Senator Mount and LFO, Pam Rice coming in regarding department by department breakdown of behavioral health care costs, CSOC costs, costs of SMO, general overview questions regarding what is CSOC and what is not, as well as questions about SGF contributions, etc. All questions answered and forwarded to DOA/OCR prior to 4/21/11.
4. PST Occurred on 4/21/11:
  - a. Pam Rice opened up with: 'It appears that you are not ready yet.'
  - b. Multiple questions about what CSOC is, compared to CCN, why were doing a single SMO, and why adults and kids handled differently. Multiple questions about funding, cost of SMO/admin costs, capitation, FFS, risk, etc. Requested general overview of CSOC, SPA/EPST and waivers.
  - c. Membership of PST expressed concern regarding not having CMS feedback on authorities and RFP before going public on 5/19/11.
  - d. Membership expressed concerns regarding likely large expansion of Medicaid costs related to state plan/EPST and new providers, new services, increased access, etc., and requested leveraging document analysis on this subject.
  - e. PST expressed concerns stating that they have never seen CMS approve a waiver in under 2 years and what would happen if we went forward with RFP well in advance of CMS approvals.
  - f. PST asked about performance standards, monitoring, performance guarantees, penalties, etc.
  - g. PST requested:
    - i. Copy of Mercer Leveraging Analysis
    - ii. Copy of QMS
    - iii. Copy of detailed breakdown of Medicaid state plan/EPST expansion estimates
5. Next Steps:
  - a. No additional PST meeting expected
  - b. Send in requested documents to PST (Leveraging documents & QMS)
  - c. Anticipate more specific questions over next 7-10 days
  - d. Need to identify a "go to" fiscal resource for future questions;
  - e. If all questions answered to satisfaction, anticipate DOA/OCR approval by 5/16/11
  - f. Anticipated Public Release date: 5/19/11, if no delays;
  - g. Deadline for Receipt of Proposer Questions: 5/27/11;
  - h. Deadline for Responses to Questions: 6/8/11;
  - i. Deadline for Receipt of Written Proposals: 6/23/11;
  - j. (No on-site presentation will be scheduled);
  - k. DHH Review of proposals for technical merit: 6/28/11;
  - l. Initial review and scoring by scoring committee completed: 7/5-7/13/11 (Final Proposal evaluation);
  - m. RFP back to DHH CRC to approve announcement: 7/21/11;
  - n. Announce Contract winner: 7/21/11;
  - o. Contract negotiations begin: 7/21/11;
  - p. Contract Signed: 8/21/11;
  - q. Full Contractor Readiness for Implementation: January 1, 2012.
6. Other:
  - a. Scoring Tool being constructed by Mercer –due before 5/27/11
  - b. Administrative and Clinical programs Team design for scoring being planned –due before 6/15/11