

Addendum #1
Questions and Answers
STATE SUPPLEMENTAL REBATE/PREFERRED DRUG LIST (PDL)
LOUISIANA MEDICAID PROGRAM
BENEFITS AND SERVICES/PHARMACY PROGRAM
MEDICAL VENDOR ADMINISTRATION
BUREAU OF HEALTH SERVICES FINANCING
RFP # 305PUR-DHHRFP- PHARMACY PDL-MVA
Proposal Due Date/Time: June 18, 2015 CT
Date: May 29, 2015

1. RFP Section 7.3 University of New Orleans, Page 9
Question: Will the UNO continue to provide the accounting/audit services as described in the RFP?
Response: Yes.
2. RFP Section 7.3 University of New Orleans, Page 9
Question: Are the SR invoices sent to the UNO in a data file currently or as paper invoices?
Response: Currently SR invoices are sent to UNO in a data file via email.
3. RFP Section 7.3 University of New Orleans, Page 9
Question: Are the invoices delivered electronically currently through a portal?
Response: Currently UNO delivers invoices to manufacturers via mail. Supporting documentation is delivered to manufacturers via email.
4. RFP Section 7.3 University of New Orleans, Page 9
Question: Are Prior Quarter Adjustment (PQA) invoices currently created and transmitted with the quarterly invoicing?
Response: PQAs are created with each cycle, but are not transmitted to the manufacturer with each new cycle
5. RFP Section 7.3 University of New Orleans, Page 9
Question: Are CMS prior period pricing adjustments calculated for SR in the existing contract?
Response: Yes. DHH gets new rates as pricing is updated.
6. RFP Section III. Scope of Work, A. Project Overview, Bullet #7, Page 13
Question: Is the new vendor expected to only create the invoices for the Supplemental Rebates?
Response: The Supplemental Rebate Vendor will not be creating invoices. The new vendor will send the supplemental unit rebate amounts to UNO.
7. RFP Section III. Scope of Work, A. Project Overview, Bullet #7, Page 13
Question: Who is responsible for mailing the invoices?
Response: UNO is responsible for mailing the invoices.
8. RFP Section III. Scope of Work, A. Project Overview, Bullet #7, Page 13
Question: Will the Department entertain Supplemental Rebates negotiations for MCO claims in the future?
Response: The Department may entertain Supplemental Rebates in the future, however it is not definitive.

9. RFP Section III. Scope of Work, A. Project Overview, Bullet #7, Page 13
Question: Will the Department entertain Durable Medical Equipment Supplemental rebates in the future?
Response: This question is not relevant to the RFP.
10. RFP Section III. Scope of Work, A. Project Overview, Bullet #7, Page 13
Question: Will the new vendor receive historical SR pricing files, contracts and dates for use in disputes and prior quarter invoicing adjustments?
Response: The new vendor service will not receive historical SR pricing files, contract and dates for use in disputes and prior quarter invoicing adjustments.
11. RFP Section III. Scope of Work, B. Deliverable, Item 4: SR Administration Reports, Page 20
Question: Item b. Will the new contractor print invoices or just submit a data file for the UNO to use in the invoicing process? If so, Will the new contractor print invoices or just submit a data file for the UNO to use in the invoicing process?
Response: The new contractor will provide data files of the rates. UNO will generate and send invoices.
12. RFP Section III. Scope of Work, B. Deliverable, Item 4: SR Administration Reports, Page 20
Question: Item d. Is the file only a pricing file and not the invoiced units to meet the 10 day deadline?
Response: The file is the rates. UNO applies the SURA to the actual units and other rebate logic.
13. RFP Section Work Plan/Project Execution, Page 35
Question: Item p. How are data files currently exchanged between the Department and other vendors? How many files are currently exchanged, with whom, and the frequency?
Response: Data files between the current Supplemental Rebate/PDL contractor, UNO and the Department are transferred via secure email. Approximately twelve (12) files are exchanged monthly and approximately 4 quarterly.
14. RFP Section 3. SR Reports and Documentation, Pages 19-20
Question: Item d and Item e. Can the word "TOP\$" be stricken from page 19 and 20 so that the reference to tiers on page 19 and Contract Status Report on page 20 would be applicable to any multistate pool?
Response: Yes, the words TOP\$ is being stricken from page 19 and 20. See Addendum #2.
15. RFP Section D. Schedule of Events, Page 12
Question: Can the State please indicate a project operations start date?
Response: The anticipated project operations start date is August 1, 2015
16. RFP Section E. Technical Requirements, Page 23
Question: Item e. How many State users will require access to the end user applications? Does the State have a preferred solution for end-user connectivity to these environments / applications?
Response: State users do not require access to the system. Information is transferred through file exchange.
17. RFP Section E. Technical Requirements, Page 23
Question: Will the vendor be expected to provide workstations to State end users?
Response: No. The vendor will not be expected to provide workstations to State end users.
18. RFP Section E. Technical Requirements, Page 23
Question: Item g. Is the State currently utilizing a NIST environment and will the vendor's solution be expected to comply with NIST regulations at the start of operations?
Response: The vendor is not required to interface with DHH systems other than through secure file transfer. The vendor's solution should either be NIST compliant on day one or elaborate on why it cannot be and provide a timeline for compliance. The infrastructure should be compliant with HIPAA standards.

19. RFP Section 7. Ad Hoc Reports, Page 21

Question: Is the State requiring access to ad hoc reporting tools or will the standard suite of reports meet the State requirements? If access is needed, approximately how many end users?

Response: The State is requesting Ad Hoc reports be generated and provided to the Department as requested.

20. RFP Section 3 Supplemental Rebates, Item 3.1, Page 15

Question: Because the state's currently participates in the TOP\$ SRA that is held by Magellan, those SRAs can only be maintained if the state remains a participant in TOP\$. Can this requirement be changed to read: "Maintain existing or negotiate and execute new supplemental rebate agreements for drug products that are under contract at the time of award of the contract resulting from this RFP and negotiate new or renegotiate renewed supplemental rebate agreements with pharmaceutical manufacturers, as directed by the Department;"

Response: Yes, this requirement is being changed. See Addendum #2.

21. RFP Section B. Deliverables, Item 1.c, page 18

Question: Please specify the assistance that the vendor is required to provide in developing the P&T Committee meeting minutes. The meaning of "not limited to" in this RFP requirement is not clear.

Response: "Not limited to" means the contractor will provide at a minimum, the information listed in the RFP. The vendor will provide record keeping (transcriber) during the meeting and assistance in writing the minutes 30 calendar days or more after the meeting. For example, the contractor will secure and pay the transcriber. The contractor will provide notes from the meeting regarding P&T members requests or other changes occurring during the meeting. The contractor may prepare completed minutes from the meeting

22. RFP Section 8. Relevant Corporate Experience, Page 35

Question: Does the State have a preference for the number of corporate references vendors should include with our response proposal?

Response: The proposer should submit the number of relevant corporate references it deems appropriate.

23. RFP Section 10. Cost and Pricing Analysis, Page 37

Question: Can the State please clarify if the item number for Cost and Pricing Analysis should be Item #12 instead of #10?

Response: Yes. It should be #12. See Addendum #2.

24. RFP Section P. Proposal Content, page 32

Question: Can the State please clarify how it would like offerors to incorporate Items P.3 through P.5 into the response? These items are not included in the Requested Proposal Outline.

Response: The items in P.3 through P.5 can be incorporated in the various components of the Proposal Outline.

25. RFP Section 8. Corporation Requirements, Page 43

Question: Item b. Is it acceptable for the offeror to obtain Certificate of Authority from the State of Louisiana after contract award?

Response: Yes, as long as the certificate is obtained before the contract is executed. "If the contractor is a corporation, the following requirements must be met prior to execution of the contract": (RFP Section 8, Corporation Requirements, Page 42-43).

26. RFP Section 8. Corporation Requirements, Page 43

Question: Item c. Would the State like the written assurance from the offeror's legal counsel included in the response or is this acceptable to provide upon contract award?

Response: The assurance can be provided any time before the contract is executed. "If the contractor is a corporation, the following requirements must be met prior to execution of the contract:" (RFP Section 8, Corporation Requirements, Page 42-43).

27. RFP Section I.B.2

Question: Please clarify how the PDL vendor will “assist” in billing pharmaceutical manufacturers since UNO is responsible for invoicing? We assume this means the Contractor will calculate the supplemental URA (Unit Rebate Amount) and pass that along to UNO for invoicing, is that correct?

Response: Yes. The Contractor will calculate the supplemental URA (Unit Rebate Amount) and pass along to UNO for invoicing.

28. RFP Section III.A

Question: Please clarify how the PDL vendor will “Assist in the process of billing pharmaceutical manufacturers for supplemental rebates pursuant to agreements entered into between such manufacturers and the Department” since UNO is responsible for invoicing? We assume this means the Contractor will calculate the supplemental URA (Unit Rebate Amount) and pass that along to UNO for invoicing, is that correct?

Response: Yes. The Contractor will calculate the supplemental URA (Unit Rebate Amount) and pass along to UNO for invoicing.

29. RFP Section III.B.4, Page 20

Question: Please clarify how the PDL “Contractor will provide the necessary documentation to the Department to support the supplemental rebate billings along with amounts to submit to the manufacturers at the NDC level in a format as specified by the Department and the rebate agreements” since UNO is responsible for invoicing? We assume this means the Contractor will calculate the supplemental URA (Unit Rebate Amount) and pass that along to UNO for invoicing, is that correct?

Response: Yes. The Contractor will calculate the supplemental URA (Unit Rebate Amount) and pass along to UNO for invoicing. The Contractor would also maintain supporting documentation like supplemental contracts and contract history for DHHs records.

30. RFP Section III.A.4.4.3, Page 17

Question: “Supplemental Rebate Administration”, 4.3 states “Assist the Department in dispute resolution activities with pharmaceutical manufacturers as they pertain to supplemental unit rebate agreement (SURA) calculations”. III.B.4 (page 20), “Supplemental Rebate Administration Reports and Documents”, part e states “Submit a written report detailing the status of any disputes regarding the SURA with each manufacturer no later than fifteen dates after the end of each month during the Term of this Agreement”. Please clarify, dispute tracking will be maintained by the supplemental invoicing vendor, UNO, correct?

Response: Yes, dispute resolution information is maintained by the Drug Rebate vendor. The Supplemental vendor should be able to provide supporting documentation (rate, contract terms, etc.) to the Drug Rebate vendor in the event of a dispute on a supplemental unit rebate amount.

31. RFP Section L. Proposal Submission, Page 30

Question: Can large attachment files be submitted on a CD

Response: No. One (1) electronic copy (cd or flash drive) of the entire proposal and five (5) hard copies of the proposal should be submitted.

32. RFP Section M. Proprietary and/or Confidential Information, Page 31

Question: The state said “Any proposal marked as confidential or proprietary in its entirety shall be rejected without further consideration or recourse”. Can we redact an entire attachment or appendix?

Response: An attachment or appendix can be redacted.

33. RFP Section 8. Relevant Corporate Experience, Page 36

Question: Will the Department consider joining a non-PBM aligned multi-state pooling initiative such as the Sovereign States Drug Consortium (SSDC)? If so, will the Department accept a proposer's experience and qualifications supervising/augmenting a Medicaid program's participation in the SSDC and negotiating/administering supplemental rebates for Medicaid Fee-for-Service programs that contract directly with pharmaceutical manufacturers in order to satisfy the requirements of sub-section a of the Minimum Qualifications of Proposer?

Response: No.