



**PHARMACY BENEFITS MANAGER / POINT OF SALE PROCESSOR
FOR PEOPLE LIVING WITH HIV IN LOUISIANA**

RFP# 3000010642

Questions and Answers

1) Section I, GENERAL INFORMATION: C. Goals and Objectives, Page 5

Relevant to the secure, web-based electronic data system that allows for SHP-specified client information to be directly entered via the internet, the requirement reads "Provide community partners real-time, view-only access to the same system". Can the Department tell us who the 'community partners' are, and how many are there?

Answer

LAHAP works with approximately 45 community based organizations that provide case management and support services to program participants. The case managers and some staff at these organizations will need view-only access to specific eligibility information for clients affiliated with their agency.

2) Section II, ADMINISTRATIVE INFORMATION; E. Schedule of Events, Page 8

A typical implementation of an ADAP PBM takes 3-6 months depending on requirements, allowing time to properly notify clients, pharmacies and all other stakeholders. The Schedule of Events states the contract will begin on or about January 1, 2018. Will the Department allow for a 3-6 month implementation period?

Answer

“Contract begins” refers to the commencement date of the implementation period. Services would be provided to eligible program participants once the implementation period has been completed and the “go live” phase was active.

3) Section III, SCOPE OF WORK: F. Subcontracting, Pages 19-20

Can we submit an RFP for partial fulfillment of the requirements in hopes to partner with a pharmacy (maybe one that is less experienced) and allow them to provide the pharmacy portion of the RFP?

Answer

All interested parties are encouraged to submit a proposal. However, proposals must meet all requirements set forth in the RFP, and partial or incomplete responses will not be considered. Proposers must indicate in their proposal the intent to subcontract a portion of the scope of work as required in the RFP. A proposer seeking to “partner” with another entity should pay close attention to, and comply with, the requirements of section III.F, “Subcontracting”, and other provisions of the RFP that contain requirements relating to subcontractors and subcontracting. For this question in specific, the proposal should include a technical plan and a cost template that would indicate how a subcontract or partnership would be utilized to meet the required scope of work and program deliverables.

4) Section III, SCOPE OF WORK: B. Deliverables, 9. Client Confidentiality/Data Security, Page 16

Can the state point us to a compendium of the LDH or the Division of Administration, Office of Technology Services privacy and security requirements?

Answer

LDH’s HIPAA Privacy Policies can be found at <http://ldh.la.gov/index.cfm/page/131>.

The DOA/OTS Information Security Team is responsible for establishing and implementing the statewide information security policies under the authority of OTS as defined by Act 712 of 2014. The OTS security policies can be found at <https://www.doa.la.gov/Pages/ots/Policies.aspx>.

5) Section III, SCOPE OF WORK: E. Technical Requirements, Page 19

Will the state consider file exchange formats, such as one of the nationally recognized NCPDP layouts, rather than XML?

Answer

File layout and format requirements are dependent upon the purpose of the data. See pages 14, 15, and 32 for additional data format and layout considerations.

6) Section IV, PROPOSALS: Q. Proposal Content, 5. Approach and Methodology, k. Transition Plan, i, Page 35

Please confirm the only difference between the current model, referred to as the “Service Provision Model” changing to the new model, referred to as the “Service Delivery Model”, is an upgrade from eligible member paper enrollment to electronic interface member enrollment and that other facets of the program remain unchanged.

Answer

Yes, that is correct.

7) Section V. EVALUATION AND SELECTION: A. Evaluation Criteria, 5. Evaluation Criteria and Assigned Weights: Page 41-42

With regard to the proposal evaluation, while items 4) Cost and 5) Veterans are clearly objective, please advise how items 1) Approach, 2) Method and 3) Experience will be evaluated objectively as opposed to subjectively.

Answer

Proposals will be evaluated in accordance with the evaluation factors set forth in the RFP and in light of the material and substantiating evidence presented to the State – not on the basis of what may be assumed or inferred.

8) Section V. EVALUATION AND SELECTION: E. Announcement of Award, #3, Page 41

Please provide clarity regarding “multiple awards”.

Answer

The State intends to award one contract, but reserves the right to make multiple awards.

9) Section V. EVALUATION AND SELECTION: F. Best and Final Offers (BAFO), Page 42

Please provide clarity regarding how BAFO bidders will be selected.

Answer

As stated on p. 42 of the RFP, proposers chosen to participate in a BAFO would be those that are identified as being “reasonably susceptible of being selected for award.” Proposers should remember that LDH has no obligation to conduct a BAFO and that if it chooses to do so, it has no obligation to enter into a contract.

10) Section V, EVALUATION AND SELECTION: B. Oral Presentation/Demonstration, Page 42

In that the State has the right to adjust the evaluation scores based upon oral presentations, what is the event that would trigger the decision to move forward with presentations to the State?

Answer

LDH’s decision will be based on factors such as - the need for further clarification of the content of proposals, and the need for further demonstration of services being offered or available to LDH.

11) Attachment vb: Cost Template-Claims Table, Page 68

Please confirm that the LA STD/HIV Program Office is the contracted covered entity for the 340B program.

Answer

The STD/HIV Program is the grantee of record for the Ryan White HIV/AIDS Program Part B and ADAP awards to the State of Louisiana. As such, the Program works with Covered Entities (CEs)

and Contract Pharmacies (CPs) to deliver services to eligible program participants, but is not the Covered Entity.

12) Attachment Vb: Cost Template– Claims Table, Page 69

Please confirm that the data which will provided with include a field indicator for Uninsured, Medicare and Commercial coverage.

Answer

Included is a breakdown of the currently enrolled 3,423 LAHAP clients.

During the course of the year, program participants have birthdays that age them from a Marketplace plan into Medicare coverage, or they leave Commercial plan with an employer and get COBRA, or they become employed at an organization that offers insurance and have to drop their Marketplace coverage. Thus, during the course of a year, participants can access benefits from, and be counted in, multiple categories.

Insurance Type/Status	Clients
Total Insured	3050
Insured: COBRA	13
Insured: Federal Marketplace	1123
Insured: Other Private/Commercial	948
Insured: Medicare Part D	1228
Total Uninsured	373
Unduplicated Total Client Count	3423

13) Attachment Vb: Cost Template– Claims Table, Page 69

Please clarify the number of Total Members, Service Members, and Total Transactions as there is conflicting information in the introductory section of the RFP and Attachment Vb.

Answer

In 2017, approximately 4,593 eligible clients were served by the current PBM contractor, through approximately 108,717 drug claims. In September 2018 there were 3,423 eligible clients.

14) Please confirm the length of time the incumbent PBM, Ramsell Corporation has been administering the program.

Answer

Ramsell Corporation has been the incumbent contractor for Pharmacy Benefits Management for the Louisiana Health Access Program since April 15, 2013.