

**ADDENDUM 1
and
ACKNOWLEDGEMENT**

**RFP 19-060MG-RA
Consultant for IBAC Medical, Dental & Vision Plan Procurement**

May 23, 2019

NOTE: It is required that this signed and dated Addendum and Acknowledgement be included with your offer. If your offer has already been submitted to APS, please send this signed and dated Addendum and Acknowledgement via email to Marilee.Gallacher@aps.edu. Acknowledgement not signed, dated and returned may deem the RFP submission as non-responsive, and the RFP submission may be rejected.

Questions & Answers:

Scope of Services

1. Will the firm selected be responsible for covering the costs of any advertisements associated with publication requirements?
 - If so, please describe in detail the nature of these requirements – frequency, media outlets, etc.

Answer: *No*

2. We would envision our written analysis to include an executive summary, a narrative highlighting our key observations of the proposals submitted, and a quantitative section of network reimbursement arrangements and access – with the latter including scoring resulting from mutually agreed upon methodology. Is this consistent with expectations?
 - If not, please clarify/elaborate.

Answer: *Yes*

3. There is no specific mention of certain benefits that are usually considered aligned with medical (for instance – prescription drugs, behavioral health, Employee Assistance Program - EAP). Can you please specify if IBAC will be seeking full integration of prescription drug, behavioral health, and/or EAP into the “medical” component of the scope of work – or if there will be amenability to considering (or maintaining) carved-out approaches to these portions of medical benefits?

Answer: *All IBAC entities carve-out prescription drugs to a Pharmacy Benefit Manager; therefore, prescription drugs will not be part of the RFP the selected consultant will be handling. SoNM-RMD indicated that they are amenable to considering (or maintaining) carved out approaches to EAP services. Behavioral health is integrated with our medical plans, so will be part of the RFP.*

4. Please confirm if the intent is that each of the four IBAC entities will make their independent decisions on selected plans/carriers, or if the expectation is one set of organizations will be selected to represent all IBAC employers.

Answer: In order for each IBAC entity to pursue arrangements that are most advantageous to their membership, each entity may make independent selections of plans and carriers.

Cost

5. Are we to quote fees that include GRT, or are net of GRT? We assume that they are to include, but are seeking confirmation.

Answer: None of the IBAC entities are subject to GRT; quote net of GRT.

6. Proposal requirements – Tab 5: Approach/Methodology. Please elaborate on the level of detail desired, and any specific elements to be included.

Answer: Include the level of detail appropriate to the context, scale and scope of this procurement.

7. Any insight that you can share relative to timing of finalist interviews would be greatly appreciated.

Answer: Timing of finalist interviews, if necessary, will be communicated at the first available opportunity.

Value-Based Provider Reimbursement

8. Please confirm that the scope of services for Value-Based Provider Reimbursement includes writing request for proposal, identifying potential vendors and evaluating responses.

Answer: Confirmed.

9. Please clarify your definition of “Integrated Care Model Risk Sharing”

Answer: Standard industry definitions will apply unless otherwise specified.

10. Please clarify the number of markets that the Value-Based Provider Reimbursement scope of work will encompass. For example, is the expectation that APS will be one market and remainder of IBAC will be statewide, or is the expectation geographical such that Albuquerque, Santa Fe and Las Cruces are separate geographical areas for Value-Based Provider Reimbursement and all other areas of the state will be treated separately.

Answer: The IBAC would like to consider any and all Value-Based Provider Reimbursement agreements that serve members in all geographic locations of the state. However, we recognize that not all areas of the state may possess the necessary infrastructure for this type of agreement.

11. Consideration to be given to opportunities both with and without medical plan administrator participation” (pg. 14). Does this suggest that the IBAC is interested in seeking proposals from/considering independent firms, or that such services, regardless of whether provided by the medical plan administrator, must be included in the proposals submitted by medical plan administrators?

Answer: In consultation with the selected consultant, the IBAC entities are open to considering options that improve or expand our members’ access to care and programs.

12. Page 14 of the RFP document states that the majority of current health benefit programs offered by IBAC employers are self-funded, with some fully-insured plans as well. Are there specific funding approaches that the IBAC employers are seeking as an outcome of this RFP, and do those vary by employer and/or specific benefit program (e.g., medical, dental, vision, Medicare Advantage)? Are there any benefits where the proposed funding approach will be only self-funded – or only fully-insured?

Answer: APS and SoNM-RMD medical, dental and vision plans are self-insured. NMPSIA medical and dental plans are self-insured and the vision plan is fully-insured. NMRHCA currently administers two (2) self-insured pre-Medicare plans, one (1) self-insured Medicare Supplement, eight (8) fully-insured Medicare Advantage Plans, two (2) fully-insured dental plans and one (1) fully-insured vision plan. The funding approach will remain unchanged.

13. What is envisioned within SOW #4 (pg. 15)? How many respondents equate to “top”?

Answer: The “top” will consist of the highest scoring offerors based upon the evaluation criteria developed in consultation with the selected consultant group. Total number of finalists will be subject to contractual negotiation with the selected consultant.

14. Please provide summaries of any value based initiatives currently in effect for each entity, including implementation date(s).

Answer: Value-based agreements applicable to entities’ membership include but are not limited to patient-centered medical homes, accountable care organizations, bundled payments (including facility charge and at least one professional component). The outpatient bundled procedures currently in place for some IBAC entities are: shoulder arthroscopy, knee arthroscopy, laparoscopic cholecystectomy, and hernia.

These value-based agreements have been in place for four years. Additional information to be provided on contract award.

15. Proposal format and organization (pg. 21). Please clarify what is to be provided with respect to Tabs 2 & 3.

Answer: Company background, related information, relevant experience working on similar projects and resumes/biographies of principal consultants assigned to this procurement. See response to question #6.

16. What is the expected completion date of the project? Does it conclude with the finalist presentation? Is there a best & final offer process that you would expect the consultant to conduct/support?

Answer: The expected completion date of the project is Fall/Winter 2019. Support from the selected consultant will be needed beyond the finalist presentation stage of the RFP to assist in drafting the final report to the State of New Mexico Purchasing Division. The best & final process will be part of the finalist interviews.

Client Service Agreement

17. What is the client’s legal name e.g. the Interagency Benefits Advisory Committee or Albuquerque Public Schools?

Answer: Albuquerque Public Schools (APS)

18. Would the other entities within the purchasing collective (EBB, NMPSIA, NMRHCA & APS) be party to the agreement or can IBAC bind the collective?

Answer: As the procurement manager for this RFP, the agreement will be between the selected consultant and APS. SoNM-RMD, NMRHCA and NMPSIA will enter into memorandums of understanding with APS for the requested services.

19. What is the client's street address?

Answer: The physical address is shown in the RFP Submittal Location information on the first page of the RFP.

20. Who currently provides these consulting services on behalf of IBAC?

Answer: The consulting services related to this procurement are bid every four years and the scope of work is project specific, therefore, no one is currently providing "these consulting services".

21. If available, please provide a copy of the Client Service Agreement for the current insurance benefit consultant.

Answer: Not applicable.

22. Is the current insurance consultant and/or broker completely transparent with the IBAC regarding all potential revenues received from other vendors providing products, programs and services under your employee benefit program? These products, programs and services would be outside of the core scope of services set forth in the Client Service Agreement and would result in additional revenue to the firm e.g. commissions, overrides, placement incentives, rebates and/or bonuses?

Answer: Not applicable; however, no additional revenue will be paid to the selected consultant in the form of commissions, overrides, placement incentives, rebates and/or bonuses.

23. Are any potential revenues in excess of the fees credited back to the group?

Answer: Not applicable.

24. Please provide the total annual cost for their contract (Fees + Invoiced Charges for Incurred Out of Scope Costs + Travel Expenses + Additional Revenue)?

Answer: Not applicable.

25. Is the current pharmacy program run through a national consortium associated with or owned by the current consultant?

Answer: Not applicable; pharmacy benefits are not part of this RFP.

26. Who currently provides stop-loss coverage on behalf of the collective?

Answer: Not applicable; the selected consultant will not be involved in the procurement of stop-loss coverage for any of the IBAC entities.

27. Does the current stop-loss agreement include aggregate and specific coverage?

Answer: Not applicable; the selected consultant will not be involved in the procurement of stop-loss coverage for any of the IBAC entities.

Employee & Dependent Census

28. Please provide a census of those employees and dependents covered under the IBAC (Gender, Date of Birth, & Category (Employee or Dependent). No PHI is being requested.

Answer: The IBAC entities will not be providing this information as part of this particular procurement.

29. Please provide enrollment and contributions by plan and by tier.

Answer: The IBAC entities will not be providing this information as part of this particular procurement.

Self-Insured Funding Rates / IBNR

30. Please provide the following, if applicable:

- 2018 and 2019 budget/premium equivalent rates for self-insured plan(s) (i.e. medical, dental, vision, etc...)
- 2018 and 2019 medical and dental plan COBRA rates

Answer: Please refer to the websites for each entity (page 14 of the RFP) for available information.

- Most recent IBNR (claim reserve) accrual calculation for any self-insured plans

Answer: The IBAC entities will not be providing this information as part of this particular procurement.

31. Most recent 24 months of paid self-insured claims and enrollment

- Please have the claims reported by month and broken out by each benefit component (i.e. medical, dental, pharmacy, etc...)

Answer: The IBAC entities will not be providing this information as part of this particular procurement.

32. High cost claimants report showing claimants over \$50,000 for the most recent 24 months

- Please include diagnosis, prognosis and amount paid to date

Answer: The IBAC entities will not be providing this information as part of this particular procurement.

Online Enrollment

33. Does the entire collective use the same on-line enrollment system?

Answer: No

34. If so, please provide the name and details associated with the contract or contracts should each entity use a different system.

Answer: Not applicable.

Thank you for your interest in Albuquerque Public Schools.

**Marilee P. Gallacher, SPSM
Senior Buyer
APS Procurement Department**

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ADDENDUM #1 ACKNOWLEDGEMENT:

Business Name

Signature

Date