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# Solicitation Amendment

## Total Joint Replacement Bundled Episode of Care

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### **RFP No. 15-023** Amendment No. 5

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**Date Issued:** December 8, 2015

**Purpose:** RFP 15-023 Questions and Answers

Amendment need not be submitted with Proposal. All other Terms, Conditions, and Specifications remain unchanged. The above referenced solicitation is amended as follows:

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#### QUESTION AND ANSWERS

The following applies to RFP 15-023 Questions and Answers:

**Q1:** Please clarify how HCA will guarantee 150 – 200 TKR/THR procedures per year to providers.

**A1:** HCA is not providing a guaranteed number of procedures per year to providers. The portion of the Cost Proposal in Appendix A, Submittal Document is meant to provide the Proposers with a theoretical number of if 150 – 200 procedures per year were guaranteed, at what price Proposers can offer their bundled services at this rate. This will be discussed further in the contract negotiation phase with the Apparent Successful Proposer.

**Q2:** Please confirm whether the TKR/THR Bundled Episode of Care includes pharmacy services.

**A2:** The TKR THR Bundled Episode of Care will include pharmacy services during the patient's hospital stay.

**Q3:** Please clarify what the timeframe is for post-operative care.

**A3:** The TKR/THR Bundle Episode of Care extends to 90 days post discharge.

**Q4:** Please clarify if hospitals are considered subcontractors and therefore need to be identified on page 9 of Appendix A, Submittal Document. Please clarify if all subcontractors need to be listed and if services or portions of services will be denied if services are provided by a non-listed subcontractor.

**A4:** Proposers are encouraged to identify Subcontractor(s) that may assist the Proposer with providing the TKR/THR Bundled Episode of Care. HCA anticipates that services will not be denied if services are provided by a non-listed subcontractor.

**Q6:** In Appendix A, Submittal document for the Cost Proposal, there is only one line item for the Bundled Payment. Please confirm if Proposers can provide two separate prices for the bundle to reflect cost for total knee replacement and separate cost for total hip replacement?

**A6:** Yes, this is appropriate.

**Q7:** Since the Contract that may result from this RFP is a multi-year contract, please confirm whether there is a provision for trending the price during the length of the contract?

**A7:** HCA anticipates the price trend will be determined during contract negotiations with the Apparent Successful Proposer.

**Q8:** Please confirm that both the bundled payments for TKR/THR Bundled Episode of Care and patient qualifications are based on the Bree requirements. If patient qualifiers are not applied, please clarify what risk adjustments may be applied to the Bundled Payment price.

**A8:** HCA confirms that the bundled payment prices assume that patients meet the Bree Criteria for eligibility. Risk adjustments should not be necessary since patients will be qualified through the assessment phase. Nevertheless, HCA reserves the right to reconsider this during the contract negotiation process with the Apparent Successful Proposer.

**Q9:** Please confirm if there will be a quality incentive such as rewards for higher quality care?

**A9:** HCA does not anticipate that there will be a separate quality incentive however; Awarded Contractor(s) who does not meet the quality targets could be cause for contract termination.

**Q10:** Please clarify if second opinions will be included in the pricing of the bundled payment for a bundled service or they will they be billed as a separate service.

**A10:** If second opinions are part of the Center of Excellence clinical flow, then second opinions will be included in the bundled care pricing. HCA does not anticipate paying for second opinions separately.

**Q11:** Please confirm if the TKR/THR procedures are to be performed only by orthopedic surgeons and not general surgeons.

**A11:** Yes, THR/TKR procedures would be performed only by orthopedists.

**Q12:** Please clarify if TKR/THR procedures are to be done in an Ambulatory Surgery Center (ASC) and not in a hospital. Please clarify what criteria would need to be met for procedures to happen, and what percentage of patients would qualify for an ASC.

**A12:** HCA confirms that TKR/THR procedures are to be done in a hospital and not in an ASC.

**Q13:** Please clarify if uni-compartmental knee and/or bilateral knee replacement are included in the TKR/THR Bundled Episode of Care.

**A13:** Partial or “uni-compartmental” knee replacement is not covered under the TKR/THR Bundled Episode of Care. Bilateral knee replacement may be covered under the TKR/THR Bundled Episode of Care, but will be discussed further in contract negotiations with the Apparent Successful Proposer.