



**STATE OF WASHINGTON**  
**HEALTH CARE AUTHORITY**  
**RFP NO. 2516**  
**Amendment #4**

**PROJECT TITLE: Medicaid Managed Care Dental**

**PROPOSAL DUE DATE:** June 29, 2018 by 2:00 p.m. Pacific Time, Olympia, Washington, USA.

Faxed bids will not be accepted.

**ESTIMATED TIME PERIOD FOR CONTRACT:** January 1, 2019 to December 31, 2020

The Health Care Authority reserves the right, in its sole discretion, to extend the contract for up to five (5) additional years in increments of one (1). Amendments to extend the period of performance of the contract may require network capacity increases.

**The above referenced RFP is amended as follows:**

1. Section 2.2, Estimated Schedule of Procurement Activities, is amended to update the “HCA Answers Posted” due date to May 29, 2018.

Pre-Bid Conference	Week of February 12, 2018
Issue Request for Proposals	May 3, 2018
Pre-Proposal Conference	May 9, 2018 – 8:00 A.M.
Bidder Questions Regarding RFP Due	May 10, 2018 – 2:00 P.M.
Letter of Intent to Propose, including Data Share Agreement (Exhibit G), Due	May 11, 2018 – 12:00 P.M.
Managed Care Dental Overview for Provider Webinar	May 11, 2018 – 12:00 P.M. to 1:30 P.M.
Access to SFT Provided to Bidders who have submitted a Letter of Intent to Propose and signed Data Share Agreement, including Dental Data Book and Provider Network Submission	No sooner than May 14, 2018
Second Pre-Proposal Conference: Dental Data Book and Provider Network Submission	May 21, 2018 - 9:00 A.M. to 11:00 A.M.

HCA Answers Posted (Amendment to RFP)	<b>May 29, 2018</b>
Complaints Deadline	June 22, 2018
Proposal Due	June 29, 2018 – 2:00 P.M.
Proposal Final Network Due	June 29, 2018 – 2:00 P.M.
Evaluation of Written Proposals	July 2 – August 1, 2018
Announce “Apparently Successful Bidder(s)” and send notification via e-mail to unsuccessful Bidders	No later than August 6, 2018
Debriefing Period	August 13 – August 17, 2018
Protest Period End Date (date by which Bidder must file a bid protest)	August 24, 2018
HCA Readiness Review Materials Request Document to ASB(s)	August 27, 2018
Final Contracts Signed	October 1, 2018
Readiness Review	October 1 – October 31, 2018
Contract Start Date	January 1, 2019

**2. Section 2.6, Submission of Proposals, is amended to read as follows:**

**2.6 Submission of Proposals**

Bidders are required to submit one (1) hard copy of their Proposal with original signatures and two (2) identical copies of their entire Proposal on a USB Flash or thumb drive in Microsoft 2003 or later, or Adobe PDF. The USBs or thumb drives must be labeled with the date, RFP Title, RFP Number, and Bidder’s Name, and packaged with the original copy of the Proposal.

**These items must be submitted as part of the electronic copy of Bidder’s Proposal, but HCA does not require them to be submitted with Bidder’s hard copy Proposal: 1) Exhibit D, Provider Network Submission, including the contracts signature pages and attestations referenced in Section 3.3; and 2) Cost Proposal, and accompanying required documentation, referenced in Section 3.8 and Exhibit F. Please be sure to mark any sections Bidder considers proprietary, in accordance with Section 2.7.**

The Proposal, whether mailed or hand delivered, must arrive at HCA no later than the Proposal Due deadline in Section 2.2, *Estimated Schedule of Procurement*.

The Proposal must be sent to the RFP Coordinator at the address noted in Section 2.1. The envelope must be clearly marked to the attention of the RFP Coordinator.

Bidders mailing Proposals should allow normal mail delivery time to ensure timely receipt of their Proposals by the RFP Coordinator. Bidders assume the risk for the method of delivery chosen. HCA assumes no responsibility for delays caused by any delivery service. Proposals may not be transmitted using facsimile transmission.

Late Proposals will not be accepted and will be automatically disqualified from further consideration. All Proposals and any accompanying documentation become the property of HCA and will not be returned.

3. Section 3.1, Proposal Format (Mandatory), is amended to read as follows:

3.1 Proposal Format (Mandatory)

Proposals must be written in English and submitted on eight and one-half by eleven inch (8 ½" x 11") paper with tabs separating the major sections of the Proposal. **Graphs and charts may be submitted on eleven by seventeen inch (11" x 17") paper. Sections that may be submitted electronically (see Section 2.6) may be referenced in the hard copy as "attached separately".** The eight major sections of the Proposal are to be submitted in the order noted below:

- Letter of Transmission, **Section 3.2**
- Exhibit D, Provider Network Submission, **including all requirements in Section 3.3**
- Provider Network Questions, Section 3.4
- Exhibit E, Evaluation Questions
- Experience, Section 3.6
- References, Section 3.7
- Cost Proposal, **Section 3.8, template, requirements, and instructions** included in Exhibit F, Dental Data **Book**
- Exhibit H, Diverse Business Inclusion Plan

Proposals must provide information in the same order as presented in this document with the same headings.

Items marked "mandatory" must be included as part of the Proposal for the Proposal to be considered responsive; however, these items are not scored. Items marked "scored" are those that are awarded points as part of the evaluation conducted by the evaluation team.

4. Section 3.3, Provider Network (Pass/Fail), 3.3.1.1. is amended to read as follows:

3.3.1.1 The provider network submission must include only those providers with whom the Bidder has a current contract for providing services under the Washington Medicaid Managed Care Dental Program identified in this RFP. Bidders are required to submit the signature pages of current contracts for all provider types. **If a provider contract encompasses a group of providers, Bidders must also submit a list of all providers included in that group with the signature page.**

5. Section 3.8, Cost Proposal subsection 3.8.3 is amended to read as follows:

3.8.3 Evaluation and Cost Proposal Scoring Methodology

Cost Proposals will be scored with a preference for statewide coverage. Each Regional Service Area (RSA) is worth a maximum of **40** points and all ten RSAs will be worth a maximum of **400** points.

- A. Scoring. Bidder will submit the Cost Proposal Template by proposing a set of rate factors to HCA. HCA, or HCA's contracted actuary, will develop assumptions for the remaining rate factors. HCA, or HCA's contracted actuary, will review, and incorporate HCA rate factors and any adjustments to Bidder's proposed rate factors. This adjustment may involve a request for more information or feedback from the Bidder regarding rate assumptions. The final rates for each Bidder will be submitted to Bidder for acceptance. Accepted rates will be the Final Proposed Rates. Final Proposed Rates score will be computed for each program by dividing the lowest cost Final Proposed Rate, for each program in each RSA, by the Bidder's Final Proposed Rate, for each program in each RSA. The

resulting number(s) for each region in each program, will be multiplied by one tenth of the maximum possible points for the cost section (40). The bidder's statewide total for each of the programs will be averaged to determine the bidder's final cost proposal score.

An Excel spreadsheet, *Managed Care Dental Cost Proposal Scoring*, will be provided as part of the Dental Data Book to show the methodology of scoring of Final Proposed Rates.

- B. Final Rates Paid. The Cost Proposal submissions will be utilized to score and award points to Bidders. Cost submission points are one component of the overall available points outlined in this RFP. Final Proposed Rate bids represent the prospective monthly capitation payment for January 1, 2019 through December 31, 2019 that the HCA may pay the Apparent Successful Bidder(s).

The monthly capitation base rate paid to ASB(s) may be adjusted, at the discretion of HCA, prior to implementation due to a variety of factors currently unknown, which could include the following:

- CMS feedback
- Payments expected to function as pass-through items
- Modifications to the benefit package or administrative expectations
- Other material items that may impact the rate ranges