
Solicitation Amendment

PEBB Medicare Advantage plus Prescription Drug (MA-PD)

RFP No. 3872

Amendment No. 3

Date Issued: August 15, 2019

Purpose: Update 1.2, Procurement Schedule. Answer additional questions. Exhibit E-3 provided as separate attachment.

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

1. Section 1.2, Procurement Schedule – has been amended in red as follows:

Issue Request for Proposals	July 16, 2019
Letters of Intent to Propose & Non-Disclosure Agreement Due	July 24, 2019 at 2:00pm (PT)
Bidder Questions Due	July 31, 2019 at 2:00pm (PT)
HCA Responses to Questions Posted	August 7, 2019

Proposals Due	August 23, 2019 at 2:00pm (PT)
Evaluate Proposals	August 23, 2019 – September 10, 2019
Remaining Timeline if Oral Interviews are NOT Conducted	
Announce “Apparent Successful Bidder” and send notification via e-mail to unsuccessful Bidders	September 17, 2019
Debrief Request Deadline (if requested)	September 20, 2019
Contract Negotiations	October 2019 – December 15, 2019
Administrative Contract Start Date	January 1, 2020
Benefit Coverage Start Date	January 1, 2021
Remaining Timeline if Oral Interviews are Conducted	
Conduct Oral Interviews with Finalists	September 24-26, 2019
Announce “Apparent Successful Bidder(s)” and send notification via e-mail to unsuccessful Bidders	September 30, 2019
Debrief Request Deadline (if requested)	October 3, 2019
Contract Negotiations	October 2019 – December 15, 2019
Administrative Contract Start Date	January 1, 2020
Benefit Coverage Start Date	January 1, 2021

HCA reserves the right in its sole discretion to revise the above schedule.

- Exhibit E – Operations and E-1 – Operations, have been hereby been deleted and replaced with E-3 – Operations.

Amendment 3

RFP 3872 - MA-PD - Questions and Answers

#	RFP Section	Bidder Questions	HCA Response
99	Data	If you wouldn't mind, please confirm receipt of our signed Census NDA. Also, is there a timeline for when the census will become available?	Milliman has released the census data within the same link as the other data in the secure file transfer.
100	Data	We received the file, "HCA Medicare Census.pdf." Is this the only census file that will be provided? Or will an actual census be provided as well?	HCA will host a phone call on Monday, August 19, 2019 from 10:30am-11:00am (Pacific Time) for all potential Bidders who submitted an LOI to ask questions about the census data HCA has provided for the intent of responding to Exhibit K of this RFP. The RFP Coordinator will send an invitation to all Bidders using the email addresses for each Bidder's authorized representative, as identified in the LOIs. The Bidders' authorized representatives may extend this invitation to more parties within their organization to be present on the phone call.
	Data	<p>Thank you for providing Amendment 1 for RFP# 3872. Our underwriting team has reviewed and asked that we communicate some serious concerns about not receiving the census until the 16th.</p> <p>A group's census is one of the most critical elements of underwriting a group MA plan. And while we can't speak for all bidders, I can tell you that the census is the backbone of our rating methodology from both a claims analysis and CMS revenue standpoint. The census also allows all bidders to confirm how many of the group members fall into their national and regional PPO service areas, and provides confirmation for the CMS waiver and extended service areas.</p> <p>The challenge with receiving the census on or around the 16th, is with a hard copy deadline of the 23rd, that means means most bidders would ship on the 21st (to allow for potential delivery delays) which would only allow for less than 5 days</p>	See answer to question #100.

		<p>including the weekend for an incredibly complex pricing spreadsheet.</p> <p>We respectfully request an extension of at least two weeks (at minimum for the financial response) to be delivered from the point we receive the census in order to have an appropriate amount of time to put work on and put forth the most credible quote for the Health Care Authority.</p> <p>Thank you in advance for your consideration.</p>	
101	Data	<p>We confirm receipt of the PDF file titled “HCA Medicare census” that was included in the Milliman site posted on the 9th. Please confirm we are not missing a full, detailed census with date of birth and zip codes for each member posted anywhere else. Unfortunately, the summary data provided in the PDF is not enough for us (or we are assuming other bidders) to provide a credible quote on a population this size. Please let us know if it is possible to get a full census as soon as possible and an extension for the financial submission portion of the RFP response. Thank you!</p>	See answer to question #100.
102	Data	<p>Just a note to follow up on our request for a full, detailed census and an extension for the response. We are extremely excited to respond to you proposal as we believe our core values greatly align with many of the components HCA is looking for in order to achieve its strategic vision.</p> <p>We do need to reiterate our concern however, regarding receipt of the necessary data elements with sufficient time to review in order to provide the most accurate, competitive quote. Our request is simply to assure a level play field of our bidders as</p>	See answer to question #100.

		the incumbents already have this data. Thank you in advance for any additional consideration you can provide. We look forward to hearing from you at your earliest opportunity.	
103	Exhibit E	In the Amendment 1 version of Exhibit E provided (RFP 3872-Exhibit E-1-Operations.pdf), Section 1, Table 1 is substantially different and Question 1.2 is completely removed. Which version of Exhibit E, Section 1, Health Plan Experience, would the HCA prefer Bidder's complete? The original version of this section, or the version provided in Exhibit E-1?	Please see above in Amendment 3 where Exhibits labeled Exhibit E and Exhibit E-1 have been deleted and replaced with Exhibit E-3.