



NOTICE OF COMPETITIVE SOLICITATION

HCA Solicitation #2025HCA12

SOLICITATION TITLE: Policy and Medicaid Strategy Consultant for Section 1115 Medicaid Demonstration Waivers

SOLICITATION BUDGET: Not to Exceed \$3,750,000

SOLICITATION POSTING DATE: 8/14/2025

RESPONSE DUE DATE: 9/15/2025

Find the full solicitation on [Washington's Electronic Business Solution \(WEBS\)](#). Vendors not registered in WEBS will not receive updates or amendments to the solicitation, which may put them at a disadvantage.

Estimated Schedule of Procurement Activities

RFP issued	August 15, 2025
Pre-Proposal Conference	August 25, 2025 – 2:00 PM, Pacific Time
Question & answer submission deadline	August 29, 2025 – 2:00 PM, Pacific Time
Question & answer response	September 8, 2025
RFP submission deadline	October 2, 2025 – 2:00 PM, Pacific Time
RFP evaluation	October 2, 2025 – October 15, 2025
Oral Presentations (if required)	October 20, 2025 – October 24, 2025
Announce "Apparent Successful Bidder" via WEBS	October 31, 2025
Debrief Request Deadline (<i>3 Business Days after the ASB announcement</i>)	November 5, 2025
Contract review and approval	October 31, 2025 - November 26, 2025
Contract start date	January 1, 2026

Purpose and Objectives

The Washington State Health Care Authority, hereafter called "HCA," is initiating this Request for Proposals (RFP) to solicit Proposals from consulting firms interested in participating in a Project to transform care in Washington's Medicaid program called Apple Health. The objectives of this Project include, but may not be limited to assisting HCA:

- A. In the continuation of HCA's Medicaid Transformation Project (MTP) 2.0 Waiver.
- B. In the planning, development, and implementation of HCA's next 1115 Waiver Renewal.

- C. In the development and implementation of CMS required protocols of a new and separate, standalone Traditional Health Care Practices Waiver.
- D. With applications and amendments to assist in securing additional funding for related MTP Waiver opportunities at HCA, additional Medicaid policy efforts, strategy and opportunities, and other state agencies as funding becomes available.

HCA intends to award one contract to provide the services described in this RFP.

Solicitation Coordinator

Name	Lori Hauser
E-Mail Address	HCAProcurements@hca.wa.gov

WEBS Commodity Codes:

948-07	Administration Services, Health
958-56	Health Care Management Services (Including Managed Care Services)
918-58	Governmental Consulting
918-78	Medical Consulting

Submit any questions or concerns regarding this solicitation to the Solicitation Coordinator shown above.