

STATE OF ALASKA

Department of Administration
Division of Retirement and Benefits



AlaskaCare Surgery / Travel Coordination and Virtual Physical Therapy Services
RFP 2024-0200-0172/02-113-24
Amendment One
April 26, 2024

This amendment is being issued to remind interested offerors of the NDA request, *questions and answers and change.*

Important Note to Offerors: You must sign and return this page of the amendment document with your proposal. Failure to do so may result in the rejection of your proposal. Only the RFP terms and conditions referenced in this amendment are being changed. All other terms and conditions of the RFP remain the same.

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Contracting Officer
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COMPANY SUBMITTING PROPOSAL

AUTHORIZED SIGNATURE

DATE

REMINDER

All interested offerors must submit the Non-Disclosure Form to access the claims file and census files needed to prepare the financial components of this opportunity, the offeror must complete and submit a Non-Disclosure Agreement (NDA) form to the contracting officer, as provided as an attachment to this RFP.

Questions submitted by potential offerors and answers from the state:

Question 1: Knowing the State has 2 incumbent vendors performing these services today, why are they going to bid?

Answer: The current contract, which serves the employee population solely, expires on 12/31/2024. This RFP process is intended to establish the next contract that will serve both the employee and retiree populations.

Question 2: Is the State looking for a full COE bundled payment model vs. a case by case arrangement?

Answer: The State is looking for a full COE bundled payment model.

Question 3: Is full cancer guidance and treatment in scope?

Answer: The State is open and willing to consider any services that the offeror is able to provide as part of the service bundle. Offerors should clearly delineate additional/optional services and costs from the scope of services required in the RFP.

Question 4: Will the surgical procedures be available for all retirees or just the pre 65 non Medicare population?

Answer: Alaska state law requires that once a retiree becomes eligible for Medicare, either through age or other circumstances, that AlaskaCare become a secondary payor to Medicare. As such, unless a bidder has the ability to ensure the State that all services offered can be billed to Medicare as primary, then only the travel concierge portion would apply to retirees with Medicare.

Question 5: Confirm that current MSK vendor pricing is engagement based, not pepm or pmpm?

Answer: The current pricing arrangement for virtual MSK services is engagement based, not PEPM or PMPM.

Question 6: Will vendors have an opportunity to provide a Live Demo/overview of our MSK program prior to decision?

Answer: Yes. Refer to advertised RFP page 20, Section 4.11, outlines the interview and demonstration process.

Question 7: Please detail retiree coverage as pertains to virtual msk program?

Answer: Retirees currently do not have a virtual MSK program like the one included in this RFP.

Question 8: When does the current contract with the MSK vendor end, and what is the duration of the contract?

Answer: The current vendor's contract ends on 12/31/2024. The new contract is designed to be in effect for an initial period of three years with the option of two one-year renewals.

Question 9: Could you please provide the current vendor engagement and enrollment rates.

Answer: Yes. Please see attached document (Attachment Nine, Supporting Data).

Question 10: Is there an opportunity to submit a proposal for Virtual Physical Therapy Services separately, while also having our MSK solution included alongside a business partner who specializes in other areas of the proposal?

Answer: Yes, refer to advertised RFP page nine, Sec 3.01 “Use of subcontractors for completion of any or all of these components are permitted and must be detailed in the Offeror’s proposal”.

Changes to the RFP:

Change 1: RFP page Nine, Section 3.02 Contract Term and Work Schedule, **REMOVE** the first sentence of the paragraph “The length of the contract will be July 1, 2024, through **June 31, 2027**, with two one-year renewal options at the state’s discretion”. And

Replace: The length of the contract will be July 1, 2024, through **June 30, 2027**, with two one-year renewal options at the state’s discretion.

ATTACHMENT NINE, SUPPORTING DATA

Current vendor engagement and enrollment rates

From 7/1/2021 through 12/31/2023 (All time)

1066 total employee plan members engaged in a virtual MSK program.

933 members engaged due to a chronic issue.

132 members engaged due to an acute issue.

1 member engaged due to a surgical issue.

68,157 total sessions were completed.

From 1/1/2023 through 12/31/2023

303 employee plan members engaged in a virtual MSK program.

275 members engaged due to a chronic issue.

27 members engaged due to an acute issue.

1 engaged due to a surgical issue .

12,009 total sessions were completed.

Average engagement in 2023 per member was 40 exercise therapy sessions and 38 care team interactions