



Department of Health and Social Services
Finance and Management Services
Grants and Contracts Support Team
350 Main Street, Room 6
Juneau, Alaska 99801

RFP #2015-0600-2986
Medicaid Redesign and Expansion Technical Assistance

Amendment # TWO

Amendment Issue Date: March 9, 2015

Please alter the following language to match the amendment.

IMPORTANT NOTE TO OFFERORS: Only the following items referenced in this amendment are to be changed. All other sections of the RFP remain the same. This amendment serves to answer questions submitted by interested parties. A copy of the amendment is available on the State's Online Public Notice website.

• **Vendor Questions have been answered as follows:**

1. Is there flexibility for the contractor to propose an alternative approach and timeline for completing the analysis, informed by successful approaches in other states? For example, will it meet the terms of the contract for the contractor to complete the required analyses in the first half of the project period (i.e., the first eight months) and remain available for consultation for until the end of the 16-month project period contemplated under the RFP?

ANSWER: There is flexibility to propose and alternative timeline for completing the analysis as described in the example given. We would expect that the approach in terms of the areas outlined in the deliverables would not be significantly altered.

2. It would be helpful to understand the distinction between the deliverables where the contractor is requested to:
 - a. "provide technical assistance" or "provide guidance" (e.g., Deliverables 4c, 5a, 6a, 8a);
 - b. "support the state" or "assist the state" (e.g., Deliverables 3a, 4a, 4d, 7b); and
 - c. "provide" or "develop" recommendations or other work products (e.g., 4b, 5c, 7a)

ANSWER: The terms given are interchangeable.

3. To what extent is the contractor primarily responsible on these deliverables versus advising a state team with primary responsibility?

ANSWER: The offeror's role is to advise.

4. With respect to the development of the interim business plan under Deliverable 1a, is it sufficient for the contractor to develop the interim report only in consultation with state agency officials? If it is expected that the contractor will engage with stakeholders such as the Legislature, provider and community groups in the development of the interim report, what is the anticipated level/frequency of engagement?

ANSWER: It is expected that the contractor will engage with stakeholders to gather input for development of the initial recommendations. The report document will be developed with the state agency.

5. With respect to the development of the final business plan under Deliverable 1b, what is the anticipated level/frequency of stakeholder engagement?

ANSWER: The Department will expect stakeholder re-engagement to discuss the recommendations given in the interim report in order to receive feedback that may refine or correct them and to develop any further recommendations that may arise. The level/frequency is up to the offeror to provide in their proposal to complete the deliverable's that are required.

6. With respect to the data analysis tasks under Deliverable 2, will it be sufficient for the contractor to advise on the impact on costs and populations? Or, is it expected that the contractor will be conducting quantitative / qualitative data analyses directly? Will the state supply these data, or is it expected that the contractor identify and obtain access to data?

ANSWER: It is expected that contractor would provide data analysis of the impacts of recommended reforms; this may include identification of the appropriate data sources, quantitative data analyses, requesting access to those data sources and utilizing those to express the impacts of reforms.

7. With respect to the performance measurement and management tasks under Deliverable 7, please identify the scope of performance measures the state envisions for the monitoring of "effectiveness of expansion and reform." Do these include healthcare access, health status, and state fiscal measures? Is it sufficient for the contractor to identify these performance measures, or is the contractor expected to also provide a data collection and analysis plan?

ANSWER: It is expected that the proposer would identify the appropriate measures to monitor the effectiveness of expansion and reform, it may include those suggested measures among other. The proposer should plan to assist in the creation of the dashboard data collection and analysis plan.

8. Other State RFPs have not generally required “letters of reference” as specified on p. 29, but have found it sufficient for offerors to provide descriptions of past projects and reference contact information (e.g., contact name, email and phone number) so that the review committee may reach out to the reference and discuss the past project experience. Could that be an acceptable approach and responsive to the requirement for past project experience references under this RFP? It may be challenging to obtain written letters of reference for a variety reasons.

ANSWER: Offeror to provide letters of reference OR references with contact information.

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