



Request for Quotation

State of West Virginia
 Department of Health & Human Resources
 Office of Purchasing
 One Davis Square, Suite 100
 Charleston, WV 25301

RFQ NUMBER
MED11015

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
BRYAN D. ROSEN 304-558-0953

V E N D O R	
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S H I P T O	BUREAU FOR MEDICAL SERVICES 350 CAPITOL STREET, ROOM 251 CHARLESTON, WV 25301-3706
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FUND

BID OPENING DATE: 5/17/2011 BID OPENING TIME: 1:30 PM

LINE	QUANTITY	UOP	CAT.NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
1. QUESTIONS AND ANSWERS ARE ATTACHED.						
REQUISITION NO.: MED11015						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S"						
NO. 1 _____						
NO. 2 _____						
NO. 3 _____						
NO. 4 _____						
NO. 5 _____						
I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF PROPOSAL.						

SEE REVERSE FOR TERMS AND CONDITIONS			
SIGNATURE	TELEPHONE	DATE	
TITLE	FEIN		

WHEN RESPONDING TO RFP, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED "VENDOR"



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<p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p>						
				SIGNATURE		
				COMPANY		
				DATE		
		END OF ADDENDUM NO. 1				

SEE REVERSE FOR TERMS AND CONDITIONS			
SIGNATURE		TELEPHONE	
TITLE		DATE	
FEIN			

WHEN RESPONDING TO RFP, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED "VENDOR"

**GENERAL TERMS & CONDITIONS
PURCHASE ORDER/CONTRACT**

- 1. ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
- 2. APPLICABLE LAW:** The laws of the State of West Virginia and the BMS Purchasing Manual shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
- 3. NON-FUNDING:** All services performed or goods delivered under BMS Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, the Purchase Order/Contract becomes void and of no effect after June 30.
- 4. COMPLIANCE:** Seller shall comply with all federal, state and local laws, regulations and ordinance including, but not limited to, the prevailing wage rates of the WV Division of Labor.
- 5. MODIFICATIONS:** This writing is the parties' final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
- 6. ASSIGNMENT:** Neither this Order or any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
- 7. WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will: {a} conform to the specifications, drawings, samples or other description furnished or specified by the BUYER; {b} be merchantable and fit for the purpose intended; and/or {c} be free from defect in material and workmanship.
- 8. CANCELLATION:** The director of the DHHR Office of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 9. SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in the Order.
- 10. LATE PAYMENTS:** Payment may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
- 11. TAXES:** The State of West Virginia is exempt from the federal and state taxes and will not pay or reimburse such taxes.
- 12. RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon contract null and void, and terminate such contract without further order.
- 13. BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
- 14. HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR § 160.103) and will be disclosing Protected Health Information (45 CFR § 160.103) to the vendor.
- 15. CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedure, and rules.
- 16. LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirement by any state or local agency of West Virginia, including but not limited to, the West Virginia Secretary of State's Office, the West Virginia Insurance Commission, or any other state agency or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.



#	Question	Answer
1	Initial Volume of Data to Be Loaded to the Production Data Warehouse: Section 2.6.1.1, page 27 et al: What is the total volume of data as measured in gigabytes (GB) or terabytes (TB) that the state will load to the production data warehouse in its first year?	Currently BMS houses 268GB of data and the current month load is 2.3GB or a growth rate of 28GB per year.
2	Annual Growth Rate of Data to Be Loaded to the Production Data Warehouse: Section 2.6.1.1, page 27 et al: What is the anticipated rate of growth in percentage terms to the above, or the anticipated addition in GB or TB per year, of data to be loaded to the production data warehouse in total for each year of this project?	Currently BMS houses 268GB of data and the current month load is 2.3GB or a growth rate of 28GB per year.
3	Microsoft Excel Direct Connectivity: Section 2.4, page 22: Does the state wish to have the ability for its Excel users to connect directly to the data warehouse via Excel?	Vendor may propose but it is not required.
4	Mainframe Connectivity: Section 2.5.2, page 25: Does the state wish to load data directly from their mainframe via ESCON or FICON channel to the data warehouse?	No, not necessary at this time.
5	Mainframe Location: Section 2.5.2, page 25: Where is the mainframe located?	The mainframe is located in Building 6 of the Capital complex on the 1 st floor.
6	Inclusion of Financial Data: Section 2.4, page 22 re Financial Information Management Systems: Does the state envision the data warehouse receiving data from FIMS and/or the new ERP system?	At this time, BMS does not anticipate receiving data from FIMS or ERP.
7	Encryption of Data-At-Rest Within the Database: Section 3.2.18, page 47: Does the state wish to have data encrypted at-rest within the data warehouse?	Yes
8	Encryption of Data in Backup, Archive & Restore Subsystem: Section 3.2.18, page 47: Does the state wish to have data encrypted within the BAR subsystem?	Yes
9	Server Hardening: Section 3.2.18, page 47: Does the state wish to have the data warehouse servers hardened against security threats?	Yes
10	Frequency of Data Loads: Section 2.5.4, page 26 and BSR P11.30, page 77: Will the state need data loaded in a continuous fashion (i.e. in a stream-like manner) to the data warehouse, or will the daily, weekly and monthly loads referenced in these and other sections suffice?	There is no need to account for continuous feed at this time.
11	Backup and Recovery, 1st of 2 Questions: Section 3.2.19, page 47 and Section TEC BC1.2, page 107: What is the recovery time objective for a complete recovery of the entire production data warehouse? Is it the same as the 10 hour timeframe stated on TEC BC1.2, page 107, or does the 10 hour timeframe apply only to subsets of data, e.g. individual tables or groups of tables not comprising the entire warehouse?	<ol style="list-style-type: none"> 1. Recovery time objective for the complete recovery of the entire production data warehouse is 14 calendar days. 2. N/A
12	Backup and Recovery, 2nd of 2 Questions: Section 3.2.19, page 47 and TEC BC1.3, page 107: What is the recovery point objective for recovery of the entire production data warehouse? If it is the same as stated on TEC BC 1.2, page 107, then the data as reloaded after a recovery could be as much as 6 days and 14 hours old. Is this timeframe acceptable?	<ol style="list-style-type: none"> 1. Recovery time objective for the complete recovery of the entire production data warehouse is 14 calendar days. 2. N/A 3. N/A
13	ETL Tool: TEC AQ1.18, page 88: Does the state have an ETL toolset, and if so,	The Bureau currently does not have a standard or a preference.



#	Question	Answer
	what is it?	
14	Data Cleansing Tools: TEC 1.26-1.26, page 89: Does the state have a data cleansing toolset, and if so, what is it?	No, BMS does not have a data cleansing toolset.
15	Service Level Agreement for ETL: Appendix 7, Page 126, 5 th bulleted item under "The vendor agrees to...": "Perform all ETL processes within the agreed upon maintenance windows as put forth in the schedule presented to BMS." Can the state give assurance that they will allow the vendor to modify ETL windows flexibly as data volumes grow and usage patterns change over time, and can they be fairly defined in this manner?	BMS will allow the Vendor to suggest changes to the ETL windows as necessary with the understanding that the Bureau has final approval.
16	Service Level Agreement for Benchmark Queries: Appendix 7, page 128. Will the state agree to allow the definition of benchmark query run times to be flexible to account for growth in overall workloads and data volumes once the system grows beyond a to-be-defined threshold in data & query volumes? The concern is that we need to place a reasonable upper limit on the data and query volumes which the systems can support.	BMS will allow the Vendor to suggest changes to the benchmark query criteria as necessary with the understanding that the Bureau has final approval.
17	Service Level Agreement for Data Quality, 1st of 2 Questions: Appendix 7, page 129. In a case where the vendor has completely and correctly loaded data, but the incoming data from the state's source system is in error, will the state agree to limit the vendor's responsibility to notification of the issue to the state, as opposed to remediation of the source data problem in the source system and/or in the source system extract?	Yes, as long as the notification is completed as defined by the Bureau.
18	Service Level Agreement for Data Quality, 2nd of 2 Questions: Appendix 7, page 129. Will the state wish the vendor to perform error-fixing edits and transformations on data being loaded to the data warehouse in subsequent loads to correct previously defined source system problems and/or source system extract problems with agreed upon and tested edits as problems are identified and fixes are defined?	Yes
19	Is the BMS willing to negotiate terms and conditions? If a vendor has concerns with any terms or conditions, should these be submitted along with the response?	1. No, terms and conditions are non-negotiable. 2. N/A
20	Please provide a copy of the required contract template.	A contract template does not exist. The RFP, Vendors response to the RFP, addendums, change orders and purchase orders create the contract between the Bureau and the successful Vendor.
21	Please confirm that the number of lives that will be included in the DW/DSS is 411,000 (which includes the 165,000 Medicaid recipients enrolled in MCOs).	Yes, the managed care enrollees are included in the 411,000 unduplicated counts for SFY10. For future enrollment projections, please refer to Attachment 1.
22	Please provide clarification of the amount of historical data anticipated to be loaded into the DW/DSS at implementation, and on-going.	3 years of historical data and 1 year of current data.
23	Other than the requirement to host and maintain a secure site and back-up site within the continental United States, does the BMS have any requirements regarding location of delivery of any vendor services (such as limitations regarding off-shore)?	Refer to Attachment 1.
24	Please provide clarification on the requirement for a perpetual license to be held by BMS. Is it intended that BMS will continue to have access to the vendor's solution after termination of the contract?	BMS retains ownership of all data, procedures, programs and all materials developed during DDI and Operations, as well as the initial licensing for installed COTS. Manufacturers' support and maintenance for the proprietary COTS software



#	Question	Answer
		licensing subsequent to the initial install must be provided only for the life of the contract.
25	The RFP states that "... The Bureau also requests the capability for any other State Agency, United States Territory or political subdivision to optionally "piggy back" on the data warehouse contract, and to establish partitioned data warehouse environments and separate secure DSS access...." Can you please clarify and/or provide an example of how this provision would be exercised? Should this happen, will the Vendor be compensated both for implementation/development work as well as additional license fees?	As an example, Public Employee Insurance Agency (PEIA) would like to use our data warehouse to analyze their claims data in a partitioned data warehouse environment. The Vendor would negotiate a contract and a scope of work with PEIA based on the terms and conditions of the original contract. The Vendor would then propose the cost for any supplemental DDI, licensing and fees to PEIA for their approval.
26	Section 1.21.10 describes a contract term of 4 years with a maximum of 2 one-year renewals. The Cost Summary Bid Sheet requests 8 years of Flat Administrative Fees for Phase Two: Operations Cost; and 4 years and 4 supplemental years costs for All Inclusive Hourly Rates. Please clarify how the vendor should provide a bid for each year of the 4 year term, as well as for the 2 one-year renewals.	Refer to Attachment 1.
27	Please provide a more legible copy of the Agreement Addendum MED-96.	The MED-96 agreement can be found at the following link: http://www.dhhr.wv.gov/bms/Procurement%20Notices/Documents/MED96.pdf
28	Please provide a list of the vendor attendees at the pre-bid conference.	The list of pre-bid conference attendees can be found at the following link: www.wvdhhr.org
29	We would like to understand the financial scope of the project. Input has indicated an estimated budget of \$5M. Is that an accurate estimation? If not, what is a more accurate budget amount?	While BMS has developed a budget for this project, it will not be disclosed as it could influence a bidder's cost proposal. The award will be scored based on the technical proposal and an independently derived cost proposal.
30	We would also like to understand if the amount would be for the entire project over a period of years or if it is the amount allocated on an annual basis?	While BMS has developed a budget for this project, it will not be disclosed as it could influence a bidder's cost proposal. The award will be scored based on the technical proposal and an independently derived cost proposal.
31	<ul style="list-style-type: none">Can the vendor assume that the owners of the source data systems will provide the data extracts for the data warehouse?	Yes
32	The RFP establishes the following requirement: "This contract will be effective (date set upon award) for a period of 4 years, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of up to one (1) year, with a maximum of two (2) one year renewals , or until such reasonable time thereafter as is necessary to obtain a new contract." The pricing table in Attachment 1 requests pricing for four option years . <ul style="list-style-type: none">Please clarify the duration of the supplemental or renewal term that would be in the Contract resulting from this RFP and for which pricing is required at time of bid submission?	Refer to Attachment 1.



#	Question	Answer
33	<p>The RFP establishes the following requirement for Disaster Recovery and/or business continuity: “As part of the vendor’s proposed services, the vendor shall supply, maintain and test disaster recovery and/or a business continuity solution.”</p> <ul style="list-style-type: none"> ● Please clarify the definition of “Disaster Recovery” and “business continuity”. ● Please specify the maximum required recovery window in the event of a disaster ● Please identify all environments required to be recovered by BMS (e.g., Production, Failover, Test, User Acceptance, etc.) in the Disaster Recovery center. ● Please specify the level of performance required for workloads running in the Disaster Recovery center. 	<ol style="list-style-type: none"> 1. Disaster recovery is the process, policies and procedures related to preparing for recovery or continuation of technology infrastructure critical to an organization after a natural or human-induced disaster. Disaster recovery is a subset of business continuity. Business continuity is the activity performed by an organization to ensure that critical business functions will be available to all BMS customers and other entities that must have access to those functions. Business Continuity refers to those activities performed daily to maintain service, consistency, and recoverability. 2. 14 calendar days is the maximum required recovery window in the event of a declared disaster. 3. This is dependent on the length of the service interruption and the timing of implementation. For example, subsequent the DDI, at a minimum, the production environment would have to be brought online. The estimated length of service interruption would define what other environments would need to be brought online. 4. For production, it will need to be the same.
34	<p>The DW/DSS is expected to enhance the Bureau’s ability to receive and incorporate data from new sources and should provide access to ten (10) years of historical claims data over the term of the contract.</p> <ul style="list-style-type: none"> ● How much data is expected to be loaded in to the data warehouse at the end of Phase One? ● What is the projected annual growth rate for the 8-year potential life of the project? Is it a compounded growth rate? 	<ol style="list-style-type: none"> 1. 3 years plus 1 year of current data at the end of Phase 1. 2. Currently BMS houses 268GB of data and the current month load is 2.3GB or a growth rate of 28GB per year.
35	<p>One of the mandatory requirements is that the bidder must “agree that BMS retains ownership of all data, procedures, programs and all materials gathered or developed under the contract with West Virginia”. In order to provide the State with a best in breed DW/DSS System capable of being implemented for the State in approximately nine months, there are several advantages to both the State and the Vendor if a bidder can propose a combination of commercial off the shelf (COTS) and/or pre-existing third party and Vendor-owned software components as part of the DW/DSS System.</p> <ul style="list-style-type: none"> ● Does BMS agree that pre-existing Vendor-owned software and third party software as well as updates or upgrades to such software developed and made available to all customers who purchase software support, but where both types of software are part of the DW/DSS System, would not be considered a “program ... gathered or developed under the contract with West Virginia” but would instead be subject to a license from the vendor during the term of the hosted solution called for by the RFP? ● If so, can a bidder include license terms, often required by the third party vendor and/or the bidder, as part of the Special Terms and Conditions permitted under Section 4.1.13 of the RFP? 	<ol style="list-style-type: none"> 1. BMS retains ownership of all data, procedures, programs and all materials developed during DDI and Operations, as well as the initial licensing for installed COTS. Manufacturers’ support and maintenance for the proprietary COTS software licensing subsequent to the initial install must be provided only for the life of the contract. 2. Any special terms and conditions should be included in the Vendor’s proposal as described in Section 4.1.13.
36	<p>One of the mandatory requirements is that the bidder must “agree that BMS retains</p>	<p>No, BMS retains ownership of all data, procedures, programs and all materials</p>



#	Question	Answer
	<p>ownership of all data, procedures, programs and all materials gathered or developed under the contract with West Virginia”. Bidders often bring to various state government customers components of a DW/DSS System that may have been developed under a contract by State A. While State A owns such developments (as would be the case for developments made and funded by BMS under the prime contract resulting from this RFP), State A often grants back to the vendor a royalty free, non-exclusive license for the vendor to include that component in other DW/DSS Systems offered to other State government customers.</p> <ul style="list-style-type: none"> In so far as BMS may be benefiting from DW/DSS system components that were developed by the bidder for State A and owned by State A, but where the bidder received a license back from State A to use such developments for the benefit of other states, including BMS, would BMS permit a bidder to include a license grant back to the bidder for programs developed under the contract with West Virginia, as part of the Special Terms and Conditions permitted under Section 4.1.13 of the RFP? 	<p>developed during DDI and Operations, as well as the initial licensing for installed COTS. Manufacturers’ support and maintenance for the proprietary COTS software licensing subsequent to the initial install must be provided only for the life of the contract.</p>
37	<p>One of the mandatory requirements is that the bidder must “agree that source code will be held in escrow with a third-party agent acceptable to the State”.</p> <ul style="list-style-type: none"> Is the source code referenced in this Section limited to the source code of those software components comprised within the DW/DSS System that are developed and funded solely and specifically for BMS under the Contract resulting from this RFP? If not, please clarify whether the source code of 3rd party vendors must also be placed into escrow where such an arrangement is often not possible given the COTS nature of such software. 	<ol style="list-style-type: none"> If it's a COTS product, the medium necessary to re-install that version as part of the DW/DSS platform must be kept. Any future versions of the same must also be kept and provided upon demand.
38	<p>One of the mandatory requirements is that the bidder must “agree that ... BMS holds a perpetual license for all system components upon termination of the Vendor’s contract”. The RFP also envisions a hosted solution, thus the underlying hardware upon which any software system components would operate would be owned by the vendor. Software components fall under a different licensing arrangement as well, in a hosted model. A perpetual license, as opposed to a license limited in duration to the term of the contract with BMS, may drive up costs for BMS without a corresponding benefit.</p> <ul style="list-style-type: none"> For these reasons, would BMS consider amending this requirement of the RFP so that the license would only be for the term of the contract with the successful bidder? If BMS desires a perpetual license, would BMS exclude any software components of a vendor’s solution for which BMS has existing licenses independent of this procurement (e.g., database, BI tools, ETL tools, etc.)? Since BMS has requested a License for all “system components”, please confirm that “system components” only includes software and not hardware. 	<ol style="list-style-type: none"> BMS retains ownership of all data, procedures, programs and all materials developed during DDI and Operations, as well as the initial licensing for installed COTS. Manufacturers’ support and maintenance for the proprietary COTS software licensing subsequent to the initial install must be provided only for the life of the contract. If it's a COTS product, the medium necessary to re-install that version as part of the DW/DSS platform must be kept. Any future versions of the same must also be kept and provided upon demand. Yes Yes
39	<p>One of the mandatory requirements is that the bidder must “agree that ... BMS holds a perpetual license for all system components upon termination of the Vendor’s contract”. The RFP also envisions a hosted solution. Thus, the underlying</p>	<p>Hardware is not included.</p>



#	Question	Answer
	<p>hardware upon which any software system components would operate would be owned by the vendor. In addition, the in Section 3.2.1 (p 35), BMS indicates it is amenable to the hardware solution being shared with other customers of the vendor - "The Vendor should indicate how the platform is shared and how BMS data is partitioned from other customers' data."</p> <p>A scenario in which the vendor is hosting more than one customer solution on shared physical hardware can be highly efficient from the standpoint of purchasing and utilizing processing power. However, it can make the requirement described above a complex situation to resolve in the simplest of such architectures.</p> <ul style="list-style-type: none"> ● If the perpetual license question includes the hardware platform that is an inherent part of the solution, then how would BMS determine which hardware would be transferred to the Bureau's possession in a solution utilizing multiple virtualized environments across hardware platforms being shared with other customers? 	
40	<ul style="list-style-type: none"> ● During the Bidder's conference, BMS stated the user count was 60 with at any point in time 30 concurrent. Can BMS please confirm these counts? 	BMS confirms the user count of 60 with at any point in time 30 concurrent.
41	<p>The RFP establishes a number of requirements such as the following:</p> <ul style="list-style-type: none"> ⇒ "3.1.24 Provide a Security, Privacy and Confidentiality Plan within thirty (30) calendar days of contract execution." and ⇒ "3.1.12 Develop and deliver a Training Plan within ten (10) calendar days of contract execution." ● Is it acceptable that the plans be in draft or 1st iteration form at this point, since much of the plans will depend on BMS needs and policies, and finalized at a later point during Phase One after other dependent project activities (e.g., reconfirmation of requirements, integration of BMS specific policies, etc.) have been completed? 	This is acceptable as long as there is an agreed upon timeframe of final delivery approved by BMS.
42	<p>Of the 60 users what is the estimated breakdown by user type?</p> <ul style="list-style-type: none"> ● Executive ● Power ● Business Analysts ● Casual <p>In addition, if BMS could provide the types of functionality (e.g. Dashboard, Ad-Hoc, Analytical, etc.) that you expect for each user group, it would be very helpful in pricing licenses for these intended users.</p>	<p>BMS estimates the breakdown of user groups as follows:</p> <ol style="list-style-type: none"> 1. Executive – 10 2. Power – 10 3. Business Analysts – 30 4. Casual – 10 <p>BMS anticipates that all user groups defined above will use any combination of the functionality listed (e.g. Dashboard, Ad-Hoc, Analytical, etc.).</p>
43	<p>The RFP establishes the following requirement:</p> <p>"Phase One also includes the acquisition of current data, and historical data as available, from multiple sources, including lab result data and encounter data [from the State's Managed Care Organizations (MCOs)], the expanded use of clinical values as available, the conversion, loading and reconciliation of that data; and implementation of decision support capabilities."</p> <ul style="list-style-type: none"> ● What clinical data elements does BMS require to be loaded into the data warehouse? ● How will the clinical data be provided to the vendor for loading into the data 	<ol style="list-style-type: none"> 1. BMS anticipates the use of industry-standard clinical reporting values. For example, clinical value ranges, current HL7 standards, member demographics, CCHIT standards, etc. 2. This will be dependent on the source of the data however it is unknown at this point in time.



#	Question	Answer
	warehouse – for example, type of feed (e.g., flat file, EDI transaction type, etc., file format) and from where (e.g., WVHIN) or other provider or other HIE entities?	
44	<p>The RFP states “At the sole discretion of the Bureau, the planning of the first round of enhancements might commence prior to the completion of Phase One: DDI and might be managed as a concurrent effort. “</p> <ul style="list-style-type: none"> ● If BMS decides to commence first round of Phase Two enhancements prior to the completion of Phase Two, what will be included in the first round (transition of SUR or MAR or other reports)? ● Also, in that event, what is the expected start date for the Phase Two enhancement? 	<ol style="list-style-type: none"> 1. Enhancements have not been fully defined but are anticipated to include the transition of SUR, Management and Administrative Reporting (MAR) and potentially other reports to the DW/DSS; the acquisition and reconciliation of additional data; potential use by additional external entities; and other activities defined through WV Medicaid HIT and Health Care Reform planning. Enhancements are projected to occur throughout the life of the contract in successive sub-projects. Planning and design activities might commence prior to the completion of Phase One: DDI. 2. The Phase Two start date is contingent upon Phase One progress, therefore a Phase Two start date cannot be provided at this time.
45	<ul style="list-style-type: none"> ● What are BMS’ plans for integrating with WVHIN? ● If so, in what phase of the Project, and to what level? As a contributor? As a participant? As a data consumer? ● Have there been any discussions, expectations, or commitments for the DW/DSS as part of the HIE architecture? Please elaborate. 	<ol style="list-style-type: none"> 1. At this time, BMS anticipates integration in Phase Two activities. 2. The level of participation has not been determined at this time but at least as a data consumer. 3. There have been discussions but no expectations or commitments have been agreed upon at this time.
46	<p>Vendors are asked to propose an approach for managing and staffing enhancements and modifications that includes a pool of eight thousand (8,000) hours annually for system modifications and enhancements at an all-inclusive hourly rate.</p> <ul style="list-style-type: none"> ● Given MITA technology principles emphasis on use of COTS software and the numerous RFP references to incorporating COTS products within the DW/DSS design, may we assume that COTS enhancements to achieve strategic objectives, implement new programs, and mature business capabilities will be entertained by BMS with software license costs being separate from the pool of eight thousand hours? ● If not, please clarify how enhancements requiring COTS + labor will be handled. ● Can we assume the vendor cannot use the 8,000 hours to augment operational staff? If not, please explain. 	<ol style="list-style-type: none"> 1. COTS enhancements are included in the 8,000 hours allocated for system modifications and enhancements. 2. This will be billed as part of the 8,000 hours. 3. No, it cannot be used for operational staff. All staffing should be anticipated and included in the Cost Summary Bid Sheet.
47	<p>The RFP establishes the following requirement for a Business Continuity Plan: “The Vendor should propose a comprehensive Business Continuity Plan to include backup/recovery, failover and disaster recovery.”</p> <p>The RFP includes the following requirements for failover:</p> <ul style="list-style-type: none"> ⇒ “TEC BC2.1 – The Vendor provides a failover component designed to minimize business outages due to hardware or network malfunctions. ⇒ TEC BC2.2 – The Vendor provides a failover component with immediate failover capability. ⇒ TEC BC2.3 – The Vendor has the capability to switch operations from the production environment to the failover environment.” <ul style="list-style-type: none"> ● Please clarify BMS expectations regarding the failover environment. ● Does BMS require an environment that is a complete duplicate of the 	<ol style="list-style-type: none"> 1. Propose a solution that allows switchover to the failover environment in no more than 10 minutes in the case of a production environment failure. 2. No, this does not have to be a complete duplicate but must have the components necessary to meet the service level agreements. BMS is not stating it cannot be a shared environment. 3. Yes.



#	Question	Answer
	<p>production environment (e.g., in capacity, performance, etc.) that is available at all times (and not being used for any other workloads) to assume processing in the event of a system failure?</p> <ul style="list-style-type: none"> ● If the proposed system has redundancy of every component, is a separate failover environment required? 	
48	<p>The RFP imposes a 200-page limit on the Technical Proposal.</p> <ul style="list-style-type: none"> ● While we acknowledge and appreciate the need for limitation on the page count for a Technical Proposal, will BMS provide some exceptions to the 200-page limit? <p>For example:</p> <ul style="list-style-type: none"> ● Financials ● Requirements Matrix ● Required Forms ● If there are exclusions, should they be an attachment? 	<ol style="list-style-type: none"> 1. The Technical Proposal should be limited to two-hundred (200) pages, including all charts and attachments, excluding the following: <ol style="list-style-type: none"> a. Annual audited financial reports b. Appendix 2: Detailed Business and Technical Requirements c. Signed forms, addenda, and transmittal letters 2. All exclusions should be appropriately labeled and included attachments in the response. Exclusions should also be appropriately identified in the Requirements Checklist.
49	<p>The RFP says, "The following items must be included in a document titled "Business Organization" and must accompany the Transmittal Letter."</p> <ul style="list-style-type: none"> ● Should these items be in a separate volume entitled "Business Organization"? ● If so, should the Transmittal Letter also be in that volume? ● Should the items in 4.1.5 follow the Transmittal Letter? 	<ol style="list-style-type: none"> 1. Business Organization should follow the transmittal letter. 2. The transmittal letter must be placed immediately behind the Title Page of the General Technical section. 3. Yes.
50	<p>The RFP states the following: "Each cost proposal cost will be evaluated by use of the following formula for all vendors who attained the Minimum acceptable score only:</p> <p>Lowest price of all proposals ----- X 30 = Price Score Price of Proposal being evaluated"</p> <ul style="list-style-type: none"> ● Does the term "lowest price of all proposals" refer to the number calculated for "Total Cost of DDI, Operations and Hourly Rate Services" found on page 55 and therefore include the Operations Costs and Hourly Rate Services Costs for the initial four (4) year term and four (4) year supplemental term but exclusive of the additional costs for incremental users/license seats? ● If not, please clarify. 	<ol style="list-style-type: none"> 1. Total Cost of DDI, Operations and Hourly Rate Services is what is used for the cost calculation. See Attachment 1 for revised Cost Summary Bid Sheet.
51	<p>The RFP requires vendors to provide the cost for "Additional License or User Seats (Refer to Section 3.1.8 and 3.2.2)".</p> <ul style="list-style-type: none"> ● When a user is added to the DW/DSS does BMS require the vendor to provide each new user all of the analytics capabilities (e.g., querying, dashboarding, advance reporting, OLAP, predictive modeling)? ● If not, please clarify the functionality that will be required for each category of user. 	<p>BMS anticipates that all users will use any combination of the functionality listed (e.g., querying, dashboarding, advance reporting, OLAP, predictive modeling).</p>
52	<ul style="list-style-type: none"> ● Does BMS require that the respondent answer the requirements found in Appendix 1? ● If so, should there be additional columns to the right like in Appendix 2. 	<ol style="list-style-type: none"> 1. No 2. N/A 3. Refer to Section 3.1.2.



#	Question	Answer
	<ul style="list-style-type: none"> If not, where should the vendors provide the responses? 	
53	<p>The RFP states, "The unit test environment mirrors production in hardware, software stack and data volumes."</p> <ul style="list-style-type: none"> Please confirm that the data in the unit test environment is expected to be a mirror image of the Production database. If not a mirror image, then please clarify the requirements. BMS has a similar requirement regarding the UAT environment. Is the response to the above two questions the same for the UAT environment? If not, please clarify. 	<ol style="list-style-type: none"> Yes N/A UAT does not have to replicate production in data detail but does have to meet the functionality of the production environment.
54	<p>The RFP states, "Delivers reports by fax, email or intranet posting."</p> <ul style="list-style-type: none"> Is the data access component expected to provide the capability to send reports automatically via fax? 	No
55	<p>Regarding the "Includes mapping software with the capability of GIS functionality" capability requirement;</p> <ul style="list-style-type: none"> Does BMS have a preferred GIS software (e.g., ESRI, MapInfo)? If yes, please clarify. Does BMS have a GIS software package already licensed and in use within the Bureau? If so, what software package is installed? Would this requirement be satisfied by having the ETL process geo-code the data and to provide the capability to export the data as the result of a query to an existing GIS software package that may already exist within BMS? 	<ol style="list-style-type: none"> No No No
56	<p>The RFP requires that the vendor "Provide linear programming capabilities".</p> <ul style="list-style-type: none"> What is the projected use of linear programming in analysis of the DW/DSS? Does BMS already use Statistical software licenses (e.g. SAS, SPSS)? If yes, does the ability to have the user have direct access to the DW/DSS in order to export files to the BMS statistical software that may already exist in the BMS environment, satisfy this requirement? 	<ol style="list-style-type: none"> Undefined at this time. No N/A
57	<p>BMS requires the DW/DSS to be accessed through Cognos.</p> <ul style="list-style-type: none"> Does BMS have any other technology requirement or preferences (e.g., RBDMS, ETL software, hardware platform, Operating System, versioning software, help desk software, etc.) If yes, please specify. 	No
58	<p>The RFP establishes the following requirement "The Vendor maintains a DRP that provides for the recovery of critical data warehouse services during a service disruption, the declaration of a disaster, or upon a production site becoming unsafe or inoperable."</p> <ul style="list-style-type: none"> Which data warehouse services does BMS deem "critical"? Does BMS require that all data and capabilities of the DW/DSS solution be restored in the event of a disaster? If not, please explain the requirements. If the answer is yes to the above question, is the requirement that all data and capabilities be restored in the same timeframe? If not, please explain the requirements. Does BMS require that all data and capabilities of the DW/DSS solution be immediately restored in the failover environment in the event of a failure (e.g., 	<ol style="list-style-type: none"> Production It would depend on the length of the service interruption and the timing of implementation. For example, subsequent to the DDI, at a minimum, the production environment would have to be brought online. The estimated length of service interruption would define what other environments would need to be brought online. See #2 above. The solution must allow switchover to the failover environment in no more than 10 minutes in the case of a production environment failure.



#	Question	Answer
	unit test environment, UAT environment, training environment, etc.)? If not, please explain the requirements.	
59	<p>The RFP establishes the following requirement: "TEC BC3.7 - The Vendor maintains a DRP that provides for critical services and then full functionality to be restored according to the recovery point objectives and recovery time objectives as presented in the BMS approved DRP." If the objectives are not established until the completion of the DRP, then vendors will not be able to project all of the costs that will be associated with the solution and will need to make assumptions that may not be in the best interest of BMS nor allow BMS to compare the various vendor proposed solutions.</p> <ul style="list-style-type: none"> ● Please clarify the requirement for restoration of services after the declaration of a disaster. The time requirement related to the restoration of service requirement in the disaster recovery environment has a significant impact on the type of solution that the vendor will propose (e.g., Is a hot site required?; Is a warm site required?; Must full processing be restored within one week or ?; Must all environments be restored in the same timeframe?; etc.) 	<p>Recovery time objective for the complete recovery of the entire production data warehouse is 14 calendar days. There is no requirement for a hot or warm site but the Vendor must account for the potential loss of connectivity to a single data center in their proposal.</p>
60	<p>The RFP defines certain change management activities under Phase Two Operations. The RFP also includes the acquisition and reconciliation of additional data under Phase 2 Enhancement. "Operations - In this phase the Vendor performs all operations, maintenance, and change management activities for the DW/DSS." "Enhancements are anticipated to include the transition of SUR, MAR and potentially other reports to the DW/DSS, the acquisition and reconciliation of additional data, potential use by additional external entities and other activities defined through WV Medicaid HIT and Health Care Reform planning. BMS intends to conduct certification activities for the DW/DSS concurrent with those for its replacement MMIS...."</p> <ul style="list-style-type: none"> ● Please clarify the tasks included/excluded in change management activities that are required to be completed in Phase Two. ● Please clarify if these change management and enhancement activities will all be funded out of the pool of 8,000 annual hours, or if the vendor should include any additional costs for establishing these capabilities in its ongoing operations price. 	<ol style="list-style-type: none"> 1. Individual tasks have not been defined at this time. 2. Yes, this will come out of the pool of 8,000 annual hours.
61	<p>Implementation Timing Section 1.1 (Page 1) Would BMS confirm that the Bureau's intention is to implement the DW/DSS first, before the new MMIS is implemented (i.e., Phase One), thus being able to enjoy the benefit of having the DW/DSS in operation while the new MMIS is implemented, and then later (as a Phase Two Enhancement) to convert the DW/DSS to accept data from the new MMIS in time for the CMS certification review process?</p>	<p>It is the Bureau's intention to implement the DW/DSS before the new MMIS.</p>
62	<p>Surveillance and Utilization Review (SUR) Section 1.2 (Page 1) and Section 2.6.3.2 (Page 28)</p>	<p>Yes, the SURS component is considered Phase One. Bidders should include that cost on the Cost Summary Bid Sheet.</p>



#	Question	Answer
	<p>Would it be correct to assume that the Bureau wants the bidders to propose a SUR solution as part of the DW/DSS Phase One? Is the price to be included on the Cost Summary Bid Sheet? Since the DW/DSS contractors have great expertise in program integrity, it would make sense to have the decision support contractor take over this responsibility. Also, moving the SUR to the decision support contract would enable the Bureau to realize SUR improvements much earlier than waiting until the new MMIS is finished.</p>	
63	<p>Management and Administrative Reporting (MAR) Section 1.2 (Page 1) and Appendix 1 (Pages 61-62) Section 1.2 implies that the MAR function may or may not be made a part of the DW/DSS contract. However, 28 requirements in Appendix 1, Mandatory Requirements, are MARS reporting requirements (i.e., items from the CMS certification checklists for Program Management Reporting or Federal Reporting). Would it be correct to assume that the Bureau wants the bidders to propose a MAR solution, so that the Bureau may evaluate the cost/benefit of all the MAR options available in the marketplace? If so, should the cost of the MAR solution be included in the base cost on the Cost Summary Bid Sheet, or as an option? (In either case, we understand and support the Bureau's intention per Section 2.2, page 16, to retain in the MMIS contract the responsibility for management and administrative reports that rely on in-process transaction data.)</p>	<p>Yes, the Bureau wants Vendors to propose a MARS solution. Vendor should consider the associated cost in their all inclusive hourly rate.</p>
64	<p>Number of MAR Reports Section 2.4 (Page 24) and Appendix 2, Section A.1, Req. #BSR PG2.7 (Page 70) Bid Library: MMIS Master List of Reports and MMIS/POS Master List of Reports The two Master Lists of Reports in the Bid Library show a total of 497 reports, approximately 40% of which appear to be the type of in-process transaction reports that should be produced from the MMIS. Would it be reasonable to assume that the remainder of the listed reports, or approximately 300, would be produced from the DW/DSS should the MARS function be moved to the DW/DSS? The count of 300 would be consistent with RFP Section 2.4, which indicates that there are 300 standard and MAR reports produced today.</p>	<p>Yes, it would be reasonable.</p>
65	<p>Submitting Cost for Options Attachment I (Page 55) May the bidders propose optional, complementary, system capabilities and/or services that provide benefit to the Bureau though not needed to fulfill the RFP requirements? If options are permitted, could we submit the cost by simply attaching another copy of the Cost Summary Bid Sheet?</p>	<p>Vendors may propose optional, complementary, system capabilities and/or services however it would be counted against the 200 page limitation and must be labeled separately from the rest of the response. Vendors would not be allowed to modify or attach another copy of the Cost Summary Bid Sheet.</p>
66	<p>Cost of Enhancements Section 4.1.17 (Page 53) Bullet 4 implies that the Bureau's annual budget for all enhancements will be limited to the amount that results from multiplying the bidder's All Inclusive Hourly Rate by 8,000 hours. If so, the annual budget for DW/DSS enhancements is likely to be less than the cost of converting the DW/DSS to the new MMIS or other possible</p>	<p>No</p>



#	Question	Answer
	enhancements such as the addition of data from other territories. Would the Bureau consider the cost of the one-time MMIS conversion project as part of the MMIS implementation budget rather than a part of the DW/DSS enhancement budget?	
67	Data Sources: Managed Care Data Section 1.2 (Page 1) Is it correct to assume that the source of the managed care data is the Managed Care Administrator, not the MMIS? Whatever the source, should the bidders assume that the encounter data for all three MCOs will come in a single format? Will the encounter data be supplied monthly?	<ol style="list-style-type: none"> 1. Yes. 2. Yes. 3. Yes.
68	Data Sources: Lab Result Data Section 1.2 (Page 1) Is the lab result data coming from the MCOs through the Managed Care Administrator, or from another source? Regardless of its source, can it be passed to the DW/DSS contractor in a single format?	Undefined at this time.
69	Data Sources: Finalized Claims Data Section 2.2 (Page 16) Is it correct to assume that by "finalized MMIS claim data" the Bureau means claims that have been paid or denied, not claims in suspense or some other pre-adjudication status?	Yes
70	Data from Other Sources Section 1.2 (Page 1) and Section 2.2 (Page 16) The RFP mentions that the DW/DSS contract includes the acquisition of data from "multiple sources." Besides the MMIS and, possibly, the Managed Care Administrator, can the Bureau be specific about the number, type, and source of data feeds from other programs, state agencies, or entities that the DW/DSS contractor would have to manage within the fixed fees for Phase One and Phase Two Operations? Would the Bureau be willing to allow any and all unspecified sources to be treated as an enhancement for funding purposes?	<ol style="list-style-type: none"> 1. It is the Bureau's anticipation that other Agencies may use the data warehouse however at this time it is not defined. 2. No. External agencies that wish to utilize the data warehouse will have to execute their own contract as described below: As an example, if Public Employee Insurance Agency (PEIA) would like to use our data warehouse to analyze their claims data in a partitioned data warehouse environment. The Vendor would negotiate a contract and a scope of work with PEIA based on the terms and conditions of the original contract. The Vendor would then propose the cost for any supplemental DDI, licensing and fees to PEIA for their approval.
71	Data Sources: Social Service Payments Appendix 2, Section A.1, Req. #BSR PG2.5 (Page 70) "Reporting across all . . . Social Service payments" We assume that whatever data sources would be required for "Social Service" reporting (i.e., sources other than the MMIS) would be added as an enhancement in Phase Two; is that correct?	Yes.
72	Data Sources: Clinical Values Section 1.2 (Page 1), Section 2.2 (Page 16), Section 3.2 (Page 34), and Section 3.2.6 (Page 38) The RFP mentions that a Phase One data source will be the "expanded use of clinical values as available." We presume the Bureau means the addition of data	<ol style="list-style-type: none"> 1. No, that is not correct. 2. Yes, currently the Bureau does not have any clinical data. 3. No, clinical value data would be included in DDI and Operations cost.



#	Question	Answer
	<p>from Electronic Health Records (HER) as they may become available through the HIE. Is that assumption correct? Would it be correct to assume that the Bureau does not currently have any clinical value data available, with the possible exception of lab results? If so, would it be acceptable for the bidders to assume that the integration of clinical value data would be funded as an enhancement, rather than within the base (fixed) fee?</p>	
73	<p>Data Sources: Master Data Management (MDM) Solution Section 2.6.3.3 (Page 28) The RFP indicates that the DW/DSS is expected to accommodate the additional fields of data that the MDM produces. May we assume that these additional fields of data would be added as an enhancement, since their nature and scale are unknown at this time?</p>	Yes
74	<p>Master Data Management (MDM) Solution Section 2.6.3.3 (Page 28) (1) What is the point to point “one or two-way communications between the various applications and the MDM solution” that may be required? (2) What are the types of fields (or examples) that MDM will produce that would need to be accommodated by the DSS/DW? (3) Does the State intend to employ an MDM-CDI hub architecture? (4) Have you selected the MDM product or vendor? If so, who is it? (5) Might it be necessary for the field names in the DW/DSS to change to conform to the MDM?</p>	<ol style="list-style-type: none"> 1. Unknown at this time. 2. Unknown at this time. 3. Unknown at this time. 4. No 5. Unknown at this time.
75	<p>All Data Elements Section 3.1.5 (Page 31) and Section 3.2.6 (Page 38) The RFP mentions that the DW/DSS must be “representative of <i>all</i> data elements” and should source “<i>any</i> data available through the [MMIS] system” (emphasis added). Must the DW/DSS solution store <i>every</i> data element available from the MMIS or elsewhere, regardless of the data element’s analytic value? “Yes” means a larger-scale, more complex, and more expensive solution than “No”. As an alternative to loading every data element, may the contractor work with the Bureau to select and load the data that have proven cost/benefit value, with the option of adding more data elements later? If that is not acceptable, may the contractor propose a low-cost reporting solution for the less commonly used data elements but that may not necessarily be an RDBMS-based system?</p>	<ol style="list-style-type: none"> 1. No 2. The Vendor can work with the Bureau to finalize the data element sets however the Bureau will have final approval. 3. N/A
76	<p>Source Data Clarification Section 3.2 (Page 34) On page 34, the RFP states: “The current FA continues to be responsible for existing MAR, SUR, MSIS, HCBS and Drug Rebate reporting based on this reconciled data, acquired through <i>an extract from the DW/DSS</i>, until such time as the new MMIS is implemented. This phase ends upon the Bureau’s signatory approval of the DW/DSS for production and thirty (30) days of successful operations.” This statement is confusing: it implies that the new DW/DSS is to feed data <i>back to the MMIS</i> for the production of MAR, SUR, or other reports. If this was the Bureau’s intention, would you be more specific about the nature and type of</p>	There is no intention to report back to the MMIS.



#	Question	Answer
	extract from the DW/DSS that you expect?	
77	<p>Years of Data in the DW/DSS Section 2.6.1.1 (Page 27) The RFP requires ten (10) years of historical claims data “over the term of the contract.” May the bidders propose to implement initially with five (5) years of data and grow the database to ten years over time? That would be a more cost-effective approach than starting with ten years of data. If the system must begin with ten years of data, are all ten years available from the current MMIS? If not, what would be the source of the older years of data? Is good documentation available for the older data?</p>	<ol style="list-style-type: none"> 1. The initial load is expected to be 3 years of historical data and 1 year of current data. 2. N/A 3. N/A 4. N/A
78	<p>Claim Counts Bid Library Claim Counts The Bid Library indicates that 27.9 million claim lines were processed in SFY 2010. Does that number include claims in suspense, or is that a total of all claim lines paid or denied? Does that claim count include the claims or encounters generated by the State-funded programs and TPA programs? If not, how many additional records are there, annually? Does that claim count include managed care encounter records? If not, how many encounter records are received annually?</p>	<ol style="list-style-type: none"> 1. Paid claim lines. Vendor should be aware that claim lines are applicable to the CMS 1500 but for UB04 claim header information will be applicable. 2. Yes 3. N/A 4. No 5. Approximately 5M
79	<p>Beneficiary Counts Section 2.3.1 (Page 17) Does the count of 411,000 beneficiaries include the people enrolled in State-funded eligibility programs? Does it include the people enrolled in programs where the Bureau is the third party administrator for other state agencies? If not, how many people beyond 411,000 do those programs include, for which data would be integrated in Phase One?</p>	<ol style="list-style-type: none"> 1. Yes 2. Yes 3. N/A
80	<p>Growth Assumptions Section 2.3.1 (Page 17) How much growth in the beneficiary count does the Bureau expect over the next 1-5 years? How much growth in claim/encounter volume? For hardware scaling purposes, what growth rates should the bidders assume inside the base price?</p>	Refer to Attachment 1 (see Member enrollment projections)
81	<p>Project Start Date Section 1.17 (Page 8) For the purpose of developing the project timeline or Gantt chart required by Section 4.1.7, would it be satisfactory for the bidders to assume a project start date of approximately November 1, 2011?</p>	The Vendor should propose a start date to the Bureau.
82	<p>DDI: Deliverable Review Time Section 2.3.3 (Page 17) and Section 3.2.14 (Page 44) In preparing our DDI work plans, may the bidders assume that deliverable oversight exercised by the WV OT EPMO will occur within the scheduled time for Bureau review of deliverables, which the RFP indicates is normally 10 business days?</p>	Yes
83	<p>Claims Sequencing Appendix 2, Section A.1, Req. #BSR PG1.49 (Page 67) What is the meaning of “claims sequencing?”</p>	BMS intended the definition of claims sequencing to mean the ability to cross reference adjusted claims back to the original claim submission.



#	Question	Answer
84	<p>Program Integrity Case Management Section 2.6.1 (Page 27) The Bureau has identified the DW/DSS initiative as important to the goal of automating and streamlining investigations and case management in Program Integrity (PI). However, the specifications for PI case management tools are in the MMIS RFP * rather than the DW/DSS RFP. There may be better PI case management solutions available from the DW/DSS contractors than from the MMIS contractors. Would the Bureau allow the DW/DSS bidders to propose their solutions for consideration? If so, should they be priced as options or inside the base fees? (* MMIS RFP Appendix E, Section 6, Pages E-88 and E-89)</p>	<ol style="list-style-type: none"> 1. Yes, the Vendor should propose their solutions for Program Integrity Case Management. 2. Pricing should be included in the base fees.
85	<p>Budget Module Appendix 2, Section A.1, Req. #BSR PG1.98 through BSR PG1.103 (Page 69) Appendix 2, Section A.1, Req. #BSR PG4.1 through BSR PG 4.18 (Page 72) These specifications are appropriate to a budgeting workflow system and not to an analytic reporting system. The DW/DSS certainly will be helpful for developing trend reports and studying past expenditures. But an analytic system is not designed to “track budget amendments”, “modify budget numbers and not have to change the entire budget”, “concurrently support budgeting process”, “import budget data”, “add attachments at the detail level of the budget”, nor “provide budgetary control to control spending”. Would the Bureau consider removing these specifications from the RFP, or clarifying that the intent is to support analytic tasks, not workflow or budget <i>process management</i> tasks?</p>	<p>No, the requirements will not be removed.</p>
86	<p>Computation of Rates Appendix 2, Section A.1, Req. #BSR PG3.3 through PG3.6 (Page 71) Most of these specifications are appropriate to a specialized rate-setting computational system and not to an analytic reporting system. The DW/DSS certainly will be helpful for studying the effects of current rates and developing the cost/benefit justification for rate changes. But an analytic system has limited capabilities to “compute rates” based on user-defined calculations or “calculate rates for any rate-setting methodology.” Would the Bureau consider removing these specifications from the RFP, or clarifying that the intent is to support analytic tasks, not workflow or intensive rate calculation tasks?</p>	<p>Refer to Attachment 1.</p>
87	<p>Cleaning Tools Appendix 2, Section B.2, Req. #TEC AQ1.26 and AQ1.27 (Page 89) These specifications are inappropriate to a DW/DSS solution. The source data should not be changed (edited) before being stored in a DW/DSS. It is appropriate to assess the quality of the data, but not to change it. Moreover, inserting address and name cleansing routines into a high-volume data warehouse production transformation system will slow the DW/DSS build and update process. Will the Bureau consider removing these requirements?</p>	<p>No, the requirements will not be removed.</p>
88	<p>MMIS-Related Specifications Appendix 1 (Pages 60-63) There are several requirements in Appendix 1 (Detailed Mandatory Requirements)</p>	<p>Refer to Attachment 1.</p>



#	Question	Answer
	<p>that are more economically delivered from the MMIS production reporting systems, or other MMIS subsystems, than from the DW/DSS. For example, there are reports that pertain to “in-process transactions,” which the Bureau appropriately identified in RFP Section 2.2 (Page 16) as being better left as an MMIS production reporting responsibility. The Appendix 1 requirements we speak of are listed below. Would the Bureau consider removing these from the DW/DSS RFP?</p> <p>MDT PM1.9 Tracks claims processing financial activities and provides reports on <i>current status of payments</i>.</p> <p>MDT PM1.14 Monitors third-party avoidance <i>and collections</i> per State plan. <i>[Should come from the TPL subsystem.]</i></p> <p>MDT PM1.16 Provides access to information such as, but not limited to, paid amounts, <i>outstanding amounts</i> and adjustment amounts to be used for an analysis of timely reimbursement.</p> <p>MDT PM1.17 Displays information on claims <i>at any status or location such as, but not limited to, claims backlog, key entry backlog, file status, and other performance items.</i></p> <p>MDT SP1.9 Contains verification mechanisms that are capable of authenticating authority (as well as identify) for the use or disclosure requested. For example:</p> <ul style="list-style-type: none"> • Denies general practitioner inquiry for recipient eligibility for mental health services. • Permits inquiries on claim status only for claims submitted by the inquiring provider <p><i>[The Bureau has not specified that the DW/DSS is to be configured to support transaction inquiries of individually identifiable data by providers or other external parties.]</i></p>	
89	<p>MMIS-Related Specifications Appendix 2 (Pages 64-110)</p> <p>There are several requirements in Appendix 2 (Detailed Business and Technical Requirements) that are more economically delivered from the MMIS production reporting systems than from the DW/DSS. In particular, these are reports that pertain to “in-process transactions,” which the Bureau appropriately identified in RFP Section 2.2 (Page 16) as being better left as an MMIS production reporting responsibility. The Appendix 2 requirements we speak of are listed below. Would the Bureau consider removing these from the DW/DSS RFP?</p> <p>BSR PG1.14 Provides access to information for each provider on payments to monitor trends in <i>accounts payable</i> such as, but not limited to, showing increases/decreases and cumulative year-to-date figures after each claims processing cycle.</p> <p>BSR PG2.7 Ability to produce all reports as defined by the BMS Master Reports List. <i>[Some of these reports are MMIS production reports.]</i></p>	Refer to Attachment 1.



#	Question	Answer
	<p>BSR PG2.13 Ability to monitor the progress of claims processing activity and provide summary reports which reflect the <i>current status of payments</i>.</p> <p>BSR CM1.18 Collects basic administrative information, for instance: <i>[selected items]</i> contract start and end dates; contract period/year; capitation effective date; maximum enrollment threshold; re-insurance threshold.</p> <p>BSR CM1.21 Gathers data and produces a variety of financial reports to facilitate <i>cost reporting</i> and financial monitoring of waiver programs.</p> <p>BSR CM1.25 <i>Monitors</i> provider capacity and capabilities to provide waiver services to enrolled participants.</p> <p>BSR CM1.38 Ability to <i>track and maintain</i> detail for population health initiatives, including:</p> <p>BSR CM1.39 Originator/source of inquiry</p> <p>BSR CM1.40 Data source/s used</p> <p>BSR CM1.41 Strategy (or strategies) developed <i>in response to data analysis</i></p> <p>BSR CM1.42 Changes to benefits</p> <p>BSR CM1.43 Changes to reference data</p> <p>BSR CM1.44 Record of communication materials</p> <p>BSR CM1.45 Time period/case schedule of review</p> <p>BSR CM1.46 Other as defined by BMS during DDI</p> <p>BSR PG1.98 Ability to create a monthly extract of selected claims, Member, Provider and reference data fields and <i>forward it to the data warehouse/DSS</i> for use in financial forecasting. Fields as defined by BMS during DDI. <i>[Sounds like the Fiscal Agent's responsibility to pull extracts from the MMIS.]</i></p>	
90	<p>Service Level Agreements (SLAs) Appendix 7 May the bidders propose modifications to the performance standards for the four SLAs that are specified? The bidders may have alternative performance standards that the Bureau still would find to be satisfactory and that would be more cost-effective than the standards specified in Appendix 7. For example, 24-hour correction of database errors is an extremely costly standard, when alternatives or work-arounds might be available that the Bureau would be likely to find acceptable.</p>	<p>No. The following provisions have been made for review and modification of SLAs:</p> <p>Periodic Reviews No later than six months after commencement of Operations, BMS and the vendor are to review all SLAs and KPIs to determine if revisions are needed, and similar reviews are to be held at least annually thereafter or upon the implementation of a change that impacts existing metrics. BMS reserves the right to amend SLAs and associated KPIs as business needs evolve.</p>
91	<p>Perpetual License Section 3.1.6 (Page 31) Would the State consider an exception to the requirement that software be licensed in perpetuity? In general, the vendors of advanced healthcare commercial off-the-shelf (COTS) systems do not offer perpetual licenses for their products. The license terms are year-to-year (or multi-year), because the system would not function</p>	<p>BMS retains ownership of all data, procedures, programs and all materials developed during DDI and Operations, as well as the initial licensing for installed COTS. Manufacturers' support and maintenance for the proprietary COTS software licensing subsequent to the initial install must be provided only for the life of the contract.</p>



#	Question	Answer
	<p>properly if not kept continually updated with new clinical codes, regulatory changes like HIPAA compliance, clinical care guidelines, and other software enhancements that keep the system current with the rapidly evolving demands of the healthcare marketplace. The Federal Government allows the states to accept the standard licensing terms offered by COTS software vendors and has made this position explicit in the regulations, at 45 CFR 95.617(c), which exempts proprietary software from the requirement for an irrevocable license. Will the State acknowledge that the use of commercial off the shelf software will be based on the software vendors' standard commercial terms?</p>	
92	<p>Contract Term Section 1.21.10 (Page 11) Section 1.21.10 states that the maximum contract term is only 4 years with 2 or 3 optional years. Yet, the MMIS implementation may take 2-3 years or more. That would leave very little or no time in the base DW/DSS contract after the conversion to the new MMIS. In contrast, the base term of the MMIS contract is 10 years. Would the Bureau consider lengthening the base term of the DW/DSS contract beyond 4 years?</p>	<p>No, the contract will be for 4 base years with 4 optional years. Refer to Attachment 1.</p>
93	<p>Contract Term Section 1.21.10 (Page 11) and Attachment I (Page 55) Section 1.21.10 indicates that the contract term is 4 base years plus 2+1 option years, for a total of 7 years, including DDI. However, the Cost Summary Bid Sheet asks for Operations Costs for DDI <i>plus</i> 8 years. Would the Bureau clarify the number of operation years to be priced?</p>	<p>The contract will be for 4 base years with 4 optional years. Refer to Attachment 1.</p>
94	<p>License Requirements Section 3.3.3 (Page 49) Are the bidders to provide the required certifications of registration and good standing with the proposal, or before the contract is signed? What forms are required from the Secretary of State and the State Agency of Employment Programs?</p>	<ol style="list-style-type: none"> 1. The successful Vendor is to provide required certifications of registration and good standing upon award. 2. The Vendor must contact the Secretary of State and the Bureau of Employment Programs for the necessary forms and processes to be completed.
95	<p>Page Limit Section 4.1 (Page 50) Would the Bureau consider exempting the following proposal sections from the 200 page limit? <ul style="list-style-type: none"> Title Page (4.1.1) Transmittal Letter (4.1.2) Table of Contents (4.1.3) Timeline or Gantt chart (4.1.8) RFP Requirements Checklist (RFP Attachment II) Letter of intent from proposed staff not currently employed (4.1.9) RFP Appendix 2 Requirements (This Appendix comprises 56 pages.) Special Terms and Conditions (4.1.13): certifications etc. required by RFP Section 3.3 Signed forms (4.1.14) </p>	<p>The Technical Proposal should be limited to two-hundred (200) pages, including all charts and attachments, including the following:</p> <ol style="list-style-type: none"> a. Title Page (4.1.1) b. Table of Contents (4.1.3) c. Letter of intent from proposed staff not currently employed (4.1.9) d. Special Terms and Conditions (4.1.13): certifications etc. required by RFP Section 3.3 <p>The following are <u>excluded</u> from the 200 page limitation:</p> <ol style="list-style-type: none"> a. Annual audited financial reports b. "Business Organization" document c. Timeline or Gantt chart (as referenced in RFP Section 4.1.9) d. RFP Requirements Checklist (Attachment II) e. Sample reports, forms, and deliverables formats



#	Question	Answer
		f. Signed forms, addenda, and transmittal letters g. RFP Appendix 2 Requirements (This Appendix comprises 56 pages.)
96	Public Record Sections 1.16.1 and 1.16.3 (Page 7) The RFP states that the Bureau will make proposals available for inspection, but the RFP also allows bidders to mark proprietary information for protection from disclosure. Does the Bureau redact the proposals before they are made available for inspection, or is the bidder to submit a redacted copy of the proposal along with the unredacted versions at the time of bid submission?	The bidder will be required to submit a redacted version to purchasing at the time of bid submission.
97	Public Record Section 1.16.1 (Page 7) The RFP states that the Bureau will make proposals available for inspection “after the bid opening.” Does that mean that bidders could view competing proposals as soon as the proposals are submitted, even before the end of the evaluation process?	Vendors can see proposals after the bid opening date.

Change Requested	Current RFP language reads:	RFP language updated to read:
Section 1.10.3 Proposal Format and Submission	<p>1.10.3 Vendors mailing proposals should allow sufficient time for mail delivery to ensure timely arrival. The Bureau cannot waive or excuse late receipt of a proposal which is delayed and/or late for any reason. Any proposal received after the bid opening date and time will be immediately disqualified in accordance with Bureau procurement policies.</p> <p>Vendors responding to this RFP shall submit: One (1) original technical and one original cost proposal plus six (6) convenience copies, including one copy on CD, to:</p> <p style="text-align: center;">WV Department of Health and Human Resources Office of Purchasing ATTN: Bryan Rosen One Davis Square, Suite 100 Charleston, WV 25301 Telephone (304) 558-0953 Fax (304) 558-2892</p> <p>The outside of the envelope or package(s) should be clearly marked: RFP MED11015</p> <p style="text-align: center;">All proposals must be received prior to 1:30 pm on May 17, 2011.</p>	<p>1.10.3 Vendors mailing proposals should allow sufficient time for mail delivery to ensure timely arrival. The Bureau cannot waive or excuse late receipt of a proposal which is delayed and/or late for any reason. Any proposal received after the bid opening date and time will be immediately disqualified in accordance with Bureau procurement policies.</p> <p>Vendors responding to this RFP shall submit: One (1) original technical and one original cost proposal plus twelve (12) convenience copies, including one copy on CD, to:</p> <p style="text-align: center;">WV Department of Health and Human Resources Office of Purchasing ATTN: Bryan Rosen One Davis Square, Suite 100 Charleston, WV 25301 Telephone (304) 558-0953 Fax (304) 558-2892</p> <p>The outside of the envelope or package(s) should be clearly marked: RFP MED11015</p> <p style="text-align: center;">All proposals must be received prior to 1:30 pm on May 17, 2011.</p>
Section 1.21.10 Contract Terms	<p><i>1.21.10 Term of Contract & Renewals</i> This contract will be effective (<u>date set upon award</u>) for a period of 4 years, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of up to one (1) year, with a maximum of two (2) one year renewals, or until such reasonable time thereafter as is necessary to obtain a new contract. The “reasonable time” period shall not exceed twelve (12) months. During the “reasonable time” period Vendor may terminate the contract for any reason upon giving the Agency ninety (90) days written notice. Notice by Vendor of intent to terminate will not relieve Vendor of the obligation to continue to provide services pursuant to the terms of the contract.</p> <p>Unless specific provisions are stipulated in the contract document, the terms, conditions and pricing established are firm for the life of the contract.</p> <p>Contracts that contain renewal provisions may be renewed upon the mutual written consent of the Medicaid Program and vendor. The renewal(s) will be enacted through the Change Order process, as identified in 1.21.13.</p> <p>Any change in Federal or State law, or court actions which constitute binding precedent in West Virginia, and which significantly alters the Vendor's required activities or any change in the availability of funds, shall be viewed as binding and shall warrant good faith renegotiation of the compensation paid to the Vendor by the Bureau and of such other provisions of the contract that are affected. If such renegotiation proves unsuccessful, the contract may be terminated by the State upon written notice to the Vendor at least thirty (30) days prior to termination of this contract.</p>	<p><i>1.21.10 Term of Contract & Renewals</i> This contract will be effective (<u>date set upon award</u>) for a period of 4 years, at which time the contract may, upon mutual consent, be renewed. Such renewals are for a period of up to one (1) year, with a maximum of four (4) one year renewals, or until such reasonable time thereafter as is necessary to obtain a new contract. The “reasonable time” period shall not exceed twelve (12) months. During the “reasonable time” period Vendor may terminate the contract for any reason upon giving the Agency ninety (90) days written notice. Notice by Vendor of intent to terminate will not relieve Vendor of the obligation to continue to provide services pursuant to the terms of the contract.</p> <p>Unless specific provisions are stipulated in the contract document, the terms, conditions and pricing established are firm for the life of the contract.</p> <p>Contracts that contain renewal provisions may be renewed upon the mutual written consent of the Medicaid Program and vendor. The renewal(s) will be enacted through the Change Order process, as identified in 1.21.13.</p> <p>Any change in Federal or State law, or court actions which constitute binding precedent in West Virginia, and which significantly alters the Vendor's required activities or any change in the availability of funds, shall be viewed as binding and shall warrant good faith renegotiation of the compensation paid to the Vendor by the Bureau and of such other provisions of the contract that are affected. If such renegotiation proves unsuccessful, the contract may be terminated by the State upon written notice to the Vendor at least thirty (30) days prior to termination of this contract.</p>
Section 3.1 Mandatory Requirements	<p>3.1.1 Host the DW/DSS and maintain a secure site and secure back-up site within the continental United States. The Vendor must be responsible for all costs associated with supporting the facilities and ensuring that the facilities comply with legal requirements.</p>	<p>3.1.1 Host the DW/DSS and maintain a secure site and secure back-up site within the continental United States. All work performed in association with this contract must originate from the continental United States. The Vendor must be responsible for all costs associated with supporting the facilities and ensuring that the facilities comply with legal requirements.</p>
Section 3.1 Mandatory Requirements	<p>3.1.6 Agree that BMS retains ownership of all data, procedures, programs and all materials gathered or developed under the contract with West Virginia, that source code will be held in escrow with a third-party agent acceptable to the State and that BMS holds a perpetual license for all system components upon termination of the Vendor's contract.</p>	<p>3.1.6 Agree that BMS retains ownership of all data, procedures, programs and all materials developed during DDI and Operations, as well as the initial licensing for installed COTS. Manufacturers' support and maintenance for the proprietary COTS software licensing subsequent to the initial install must be provided only for the life of the contract. The source code will be held in escrow with a third-party agent acceptable to the State.</p>

Change Requested	Current RFP language reads:	RFP language updated to read:
3.2.12 Enhancements and Modifications	<p>3.2.12 Enhancements and Modifications</p> <p>The Vendor should propose an approach for managing and staffing enhancements and modifications that includes a pool of eight thousand (8,000) hours annually for system modifications and enhancements at an all-inclusive hourly rate, to be reimbursed as approved by BMS. Hours expended by the Training/Data Analyst mentioned in Section 3.2.11 do not count toward the pool of hours expended for modifications.</p> <p>For purposes of this contract, modifications and enhancements are defined as follows:</p> <p>Modification. Change arising from normal business operations including, but not limited to: system maintenance, changes required to remain compliant with federal regulations and standards, and correction of system deficiencies.</p> <p>Enhancement. Change initiated by the Bureau to achieve strategic objectives, implement new programs, and mature business capabilities.</p> <p>The Vendor's proposal should present a narrative description of the Vendor's proposed approach to completion of the Enhancements and Modifications Phase, including the Vendor's proposed:</p> <ol style="list-style-type: none"> 1. Methodology and approach to: <ol style="list-style-type: none"> a. Change Request process to provide a framework for submitting, reviewing, approving, prioritizing, and monitoring all enhancements and modifications, b. Managing development and implementation of enhancements and modifications, including methodologies for project management and application development, c. Implementing enhancements and modifications with minimal disruption to users, d. Monitoring and reporting on the development and implementation of enhancements and modifications to the new West Virginia DW/DSS, and e. Tracking, reviewing and reporting. <p>The Vendor should also describe their ability to offer and deliver enhancements which should be of benefit to BMS but which BMS has not specifically mentioned.</p>	<p>3.2.12 Enhancements and Modifications</p> <p>The Vendor should propose an approach for managing and staffing enhancements and modifications that includes a pool of eight thousand (8,000) hours annually for system modifications and enhancements at an all-inclusive hourly rate, to be reimbursed as approved by BMS. Hours expended by the Training/Data Analyst mentioned in Section 3.2.11 do not count toward the pool of hours expended for modifications.</p> <p>For purposes of this contract, modifications and enhancements are defined as follows:</p> <p>Modification. Change arising from normal business operations including, but not limited to: system maintenance, changes required to remain compliant with federal regulations and standards, and correction of system deficiencies.</p> <p>Enhancement. Change initiated by the Bureau to achieve strategic objectives, implement new programs, and mature business capabilities.</p> <p>The approach should also include maintaining a separate pool of \$50,000, at a minimum, per year for services that translate to costs rather than hours, which would be approved by BMS in the same way it approves the hours used for modification and enhancements.</p> <p>The Vendor's proposal should present a narrative description of the Vendor's proposed approach to completion of the Enhancements and Modifications Phase, including the Vendor's proposed:</p> <p>Methodology and approach to:</p> <ol style="list-style-type: none"> a. Change Request process to provide a framework for submitting, reviewing, approving, prioritizing, and monitoring all enhancements and modifications, b. Managing development and implementation of enhancements and modifications, including methodologies for project management and application development, c. Implementing enhancements and modifications with minimal disruption to users, d. Monitoring and reporting on the development and implementation of enhancements and modifications to the new West Virginia DW/DSS, and e. Tracking, reviewing and reporting. <p>The Vendor should also describe their ability to offer and deliver enhancements which should be of benefit to BMS but which BMS has not specifically mentioned.</p>
Appendix 1 Detailed Mandatory Requirements	MDT PM1.14 Monitors third-party avoidance and collections per State plan	MDT PM1.14 Monitors third-party avoidance per State plan
Appendix 1 Detailed Mandatory Requirements	MDT PM1.17 Displays information on claims at any status or location such as, but not limited to, claims backlog, key entry backlog, file status, and other performance items.	Deleted
Appendix 1 Detailed Mandatory Requirements	MDT SP1.9 Contains verification mechanisms that are capable of authenticating authority (as well as identify) for the use or disclosure requested. For example: <ul style="list-style-type: none"> • Denies general practitioner inquiry for recipient eligibility for mental health services • Permits inquiries on claim status only for claims submitted by the inquiring provider 	Deleted
Appendix 2	BSR PG3.3 Is able to compute rates for rate-based reimbursement based on user-defined	BSR PG3.3 The ability to provide data to compute rates for rate-based reimbursement based on user-defined

Change Requested	Current RFP language reads:	RFP language updated to read:
Detailed Business and Technical Requirements	calculations.	calculations.
Appendix 2 Detailed Business and Technical Requirements	BSR PG3.4 Ability to calculate rates for any rate-setting methodology based on a constraint of budget neutrality.	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR PG3.6 Ability to utilize multiple rate-setting methodologies for long-term care facilities (i.e., NF and ICF-MR, short-term and long-term stay, traditional Medicaid and selective contracting).	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR PG.1.14 Provides access to information for each provider on payments to monitor trends in accounts payable such as, but not limited to, showing increases/decreases and cumulative year-to-date figures after each claims processing cycle.	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR PG1.98 Ability to create a monthly extract of selected claims, Member, Provider and reference data fields and forward it to the data warehouse/DSS for use in financial forecasting. Fields as defined by BMS during DDI.	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR PG2.7 Ability to produce all reports as defined by the BMS Master Reports List (see Procurement Library).	BSR PG2.7 Ability to produce non MMIS production reports as defined by the BMS Master Reports List (see Procurement Library).
Appendix 2 Detailed Business and Technical Requirements	BSR PG2.13 Ability to monitor the progress of claims processing activity and provide summary reports which reflect the current status of payments.	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.18 Collects basic administrative information, for instance: - the identification of an MCO - contract start and end dates - contract period/year - capitation effective date - maximum enrollment threshold - enrollee count - member month - re-insurance threshold	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.25 Monitors provider capacity and capabilities to provide waiver services to enrolled participants.	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.38 Ability to track and maintain detail for population health initiatives, including:	BSR CM1.38 Ability to track and maintain detail for population health initiatives.

Change Requested	Current RFP language reads:	RFP language updated to read:
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.39 Originator/source of inquiry	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.40 Data source/s used	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.41 Strategy (or strategies) developed <i>in response to</i> data analysis	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.42 Changes to benefits	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.43 Changes to reference data	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.44 Record of communication materials	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.45 Time period/case schedule of review	Deleted
Appendix 2 Detailed Business and Technical Requirements	BSR CM1.46 Other as defined by BMS during DDI	Deleted

ATTACHMENT I - Cost Summary Bid Sheet

Phase One: DDI Cost		
Item	Cost	Totals
Total DDI Costs (see Table 4.1.17: DDI Payment Allocation Table)		
Phase Two: Operations Cost		
Item	Cost	Totals
Year One Flat Administrative Fee		
Year Two Flat Administrative Fee		
Year Three Flat Administrative Fee		
Year Four Flat Administrative Fee		
Year Five Flat Administrative Fee		
Year Six Flat Administrative Fee		
Year Seven Flat Administrative Fee		
Year Eight Flat Administrative Fee		
Total Operations Costs		
All Inclusive Hourly Rate		
Period	Hourly Rate	Totals
Year One Cost (Rate X 8,000 hours)		
Year Two Cost (Rate X 8,000 hours)		
Year Three Cost (Rate X 8,000 hours)		
Year Four Cost (Rate X 8,000 hours)		
Supplemental Year One Cost (Rate X 8,000 hrs)		
Supplemental Year Two Cost (Rate X 8,000 hrs)		
Supplemental Year Three Cost (Rate X 8,000 hrs)		
Supplemental Year Four Cost (Rate X 8,000 hrs)		

Total Cost of Hourly Rate Services		
Additional Costs		
Additional License or User Seats (Refer to Section 3.1.8 and 3.2.2)	Cost per increment	
License or User Seat (Increments of <u>1</u>)		
License or User Seat (Increments of <u>2</u>)		
License or User Seat (Increments of <u>3</u>)		
License or User Seat (Increments of <u>4</u>)		
License or User Seat (Increments of <u>5</u>)		
Total Cost of DDI, Operations and Hourly Rate Services		
Total Cost of DDI, Operations and Hourly Rate Services		
Not to exceed Cost (Refer to Section 4.1.15)		
Not to exceed cost		

Note:

1. *Costs for purchases that do not translate to an hourly rate, such as licenses or software, are to be approved by the Bureau but are not separately accounted for in the Cost Summary Form.*
2. *Member months estimates were developed based on the best information available at the time of solicitation. The member months are used for purposes of evaluating bid.*
3. *The cost proposal will be evaluated based on the Total Cost of DDI, Operations and Hourly Rate Services for the 4 base year period plus the four additional option periods submitted on the cost bid sheet. The Cost bid should include all anticipated training, travel and related expenses, including supplies and general administrative expenses.*

Authorized Vendor signature:

Date:

If applicable, sign and submit the attached Resident Vendor Preference Certificate with the proposal.

MED - 11015 DW/DSS Procurement
Average Member Month Enrollment Projections
For Bid Purposes Only

		TOTAL	FFS	MANAGED CARE
Year 1	SFY 2012	339,523	173,900	165,624
Year 2	SFY 2013	342,252	175,297	166,955
Year 3	SFY 2014	390,290	221,990	168,300
Year 4	SFY 2015	448,184	278,525	169,659
Year 5	SFY 2016	452,551	281,520	171,031
Year 6	SFY 2017	456,949	284,531	172,418
Year 7	SFY 2018	461,376	287,557	173,819
Year 8	SFY 2019	465,831	290,597	175,234

Member months for Years 3 and beyond include expansion population estimates.