

**Round 2 Questions and Answers for
RFP Number 2013-CMFD-01**

Question	Response
<p>Question 1: RFP Section I, Page Number 6: A statement is made that the anticipated Advanced Fraud Detection System will need to support fraud detection activities both in a Fee for Service and managed care environment. During the initial two year contract period and the option years, will managed care medical service information be available for data analytics purposes? And, if so, will that information be encounter data with specific claims line information that will include the medical service claimed and the name, etc. of the provider or will it be some sort of summary information? Also, how will the state determine the value of managed care organizations recovered funds against which the vendor contingency fee will be applied?</p>	<p>The transition to managed care is still in the early stages but it is anticipated that encounter data with specific line item information will be available for data analytics purposes. The state has not yet determined the value of managed care recovered funds against which the contingency fees will be applied.</p>
<p>Question 2: RFP Section I, Page Number 8: If the selected vendor’s data analytics work produces high value provider targets worthy of investigation and the investigation takes a lengthy time to complete (and potentially could produce civil or criminal restitution payments), how and when will the vendor’s contingency fee be computed and paid?</p>	<p>The contingency fee will be computed based on a percentage of recovered monies and will be paid once monies are received by the Agency.</p>
<p>Question 3: RFP Attachment I, Price Proposal Sheet, Page Number 57, Pricing Schedule A, Fixed Fee Components, Bid Component, Price per Year: Should we provide a single Price Proposal Sheet for each Contract Year? Or should we use one form and list each Price per Year, in additional Price columns and labeling each year as Contract Year 1, Year 2, etc?</p>	<p>The vendor should provide a single Price Proposal Sheet for each Contract Year.</p>
<p>Question 4: RFP Attachment I, Price Proposal Sheet, Page Number 57, Pricing Schedule A, Fixed Fee Components, Bid Component, Case Management, Price per Year: Should Year 1 Price also include the (5) months of Implementation Costs that begins April 1, 2014?</p>	<p>Year 1 cost should be listed separate. The implementation costs should be listed on the line labeled “Implementation Cost”.</p>

<p>Question 5: RFP Attachment I, Price Proposal Question: Sheet, Page Number 57, Pricing Schedule C, Extra Contractual Staff Support, Hourly Rate: Do we provide an Hourly Rate that shall be inclusive of all costs associated with the delivery of a service that includes staff time, travel, and other direct costs?</p>	<p>Yes.</p>
<p>Question 6: RFP Attachment I, Price Proposal Sheet, Page Number 57, Pricing Schedule C, Extra Contractual Staff Support, Hourly Rate: Do we provide a Price Proposal Sheet for each Contract Year? Or should we use one form and list the Hourly Rate per Year, in additional Price columns and labeling each year as Contract Year 1, Year 2, etc?</p>	<p>The vendor should provide a single Price Proposal Sheet for each Contract Year.</p>
<p>Question 7: RFP Section C.13, Ownership, Page Number 21: states, in part, “[s]hould the Agency elect to purchase software rather than opting for a cloud based solution. . . .” Will a vendor’s proposal still be deemed responsive and acceptable to the Agency if the proposal only allows for licensing vendor’s proprietary software and does not include an option to allow the Agency to purchase vendor’s proprietary software (that is not cloud based)?</p>	<p>Yes.</p>
<p>Question 8: RFP Section C.13, Ownership, Page Number 21: states, in part, that “[t]he Agency shall be provided . . . with the right to modify [the software] as necessary to support the business needs of the Agency.” Will a vendor’s proposal still be deemed responsive and acceptable to the Agency if the proposal offers the Agency a software license that only allows limited modifications to the software, subject to vendor approval and negotiation?</p>	<p>Contract terms and conditions are outlined in the RFP. If there are suggested language revisions to the terms of the contract, the Vendor must include these requests during the question and answer period so all potential Respondents have notice of a possible contractual term modification. If the Vendor includes any assumption that a contract term will be changed or revised in its response, the Vendor’s response is at risk of being rejected as noncompliant.</p>
<p>Question 9: RFP Section C.7, Contract Closure and Transition Requirements, Page Number 17, gives the Agency “unlimited rights” in software and other data “resulting from this RFP,” “listed in this RFP” and “produced in response to the Contract resulting from this RFP.” What sorts of rights will the Agency expect to take under Section C.7 if a vendor’s proposal only allows for licensing?</p>	<p>If a vendor’s proposal only allows for licensing, the Agency expects to have rights to all data collected, generated and/or maintained within the web-based case management system. This includes a requirement for the vendor to provide a machine readable copy of the data in a comma separated values (CSV), extensible markup language (XML), comma delimited, fixed-width or other standardized electronic file format upon request of the Agency. The Agency will specify the file format should such a request be made. The Agency expects the vendor</p>

to provide a copy of the database schema for the web-based case management system, a data dictionary and any other documentation that would be required to allow the Agency to migrate the case management system data to another database platform in the event it becomes necessary.

The Agency expects to have the rights to all system user account information – including, but not limited to – user account information, user names, user attributes and account creation/modification/ deletion history.

The Agency expects to have the rights to all standardized document templates developed as a result of this RFP – including, but not limited to – letters and other correspondence generated by the system. The templates shall be provided in a WORD, EXCEL, PDF or other electronic format as prescribed by the agency.

The Agency expects to have the rights to transaction logs confirming delivery confirmation of documents and other correspondence to providers within a case file within the case management system.

The Agency expects to have the rights to all uploaded and scanned documents contained within the documents management system to be supplied by the vendor. This includes identifying numbers assigned to the documents that allow them to be linked to cases within the case management system.

The Agency expects to have the rights to all standardized report templates developed as a result of this RFP – including, but not limited to – overpayments recovered, cases closed, referrals made, claims denied due to pre-payment review and sanctions imposed. The templates shall be provided in a WORD, EXCEL, PDF or other electronic format as prescribed by the agency.

The Agency expects to have the rights to all standardized report templates developed as a result of this RFP – including, but not limited to – performance of employees, units and divisions by way of detail reports and dashboard-type summary reports. The templates shall be provided in a WORD, EXCEL, PDF or other electronic format as prescribed by the agency.

	<p>The Agency expects to have the rights to all standardized report templates developed as a result of this RFP – including, but not limited to – case-specific reports including case summaries and detailed reports that include the following: list of activities, documents, findings, payments, etc.</p> <p>The Agency expects to have the rights to all training materials prepared for Agency staff as a result of this RFP. The training materials shall be provided in a WORD, EXCEL, PDF or other electronic format as prescribed by the agency.</p> <p>The Agency expects to have the rights to all data obtained through the online complaint forms or complaints originating from other sources as defined on page 12 of the RFP. This includes a requirement for the vendor to provide a machine readable copy of the data in a manner consistent with that described above.</p>
<p>Question 10: Will MMIS have managed care data and FFS data at the point of contract award?</p>	<p>The MMIS will have only FFS data at the point of contract award.</p>
<p>Question 11: Will there be a potential duplicate effort by RAC and the Advanced Fraud Detection system? If so, does the Agency currently have guidance on how to handle that?</p>	<p>No.</p>
<p>Question 12: How many days are there between claim submissions and claim payment check issued to provider?</p>	<p>Claims that have been accepted for processing either through electronic submission or manually by HP staff are processed on a daily basis. Payment for these claims is disbursed based on the twice a month checkwriting schedule as approved by the Alabama Medicaid Agency.</p>
<p>Question 13: Can you please confirm that the mandatory meeting will be held at Alabama Medicaid Agency Lurleen B. Wallace Building 501 Dexter Avenue, Montgomery, AL 36103-5624?</p>	<p>As stated in RFP Section VI. D. Questions Regarding the RFP, The mandatory vendor conference will be held at the following location: State of Alabama Division of Purchasing RSA Union Building 100 N. Union Street Suite 192 Montgomery, Alabama 36130</p>
<p>Question 14: For clarification, our Vice President of Contracts and Compliance signs all contractual related forms on behalf of the company. Will you accept a signed Business Associate (BA) Agreement with his/her signature even though he/she is not attending the Pre-</p>	<p>Yes. The Business Associate Agreement needs to be signed by an individual that has the authority to financially obligate the company.</p>

Proposal Conference or do the company representatives need to sign the Business Associate (BA) Agreement?