

EYEGASSES ITB

ITB #14-X-2260961

Second Questions and Answers (corrected)

May 2, 2014

1. Page 11 – Please confirm whether the price bid, submitted on the Division of Purchasing Pricing Page, should be sent as part of the technical proposal or in a separate sealed binder? If the latter, does the state require 3 copies of the pricing binder under separate sealed cover?

Answer: One original and three original-quality copies of the entire Bid submission MUST be submitted under sealed cover.

2. Amendment One (second version) – in the second bullet the State’s clarification is unclear.
 - a. Is the State requiring responders to offer only the frames listed in Attachment E?
 - b. Or, is the State suggesting that a responder can offer other frames of equal quality in addition to or in lieu of those listed in attachment E.?
 - c. Finally, please confirm whether the State means to continue to suggest that frames will be subject to approval of the Optometric Peer Review Committee.

Answer:

- a. No
 - b. Yes
 - c. **Confirmed – All proposed frames shall be submitted, evaluated, and approved by the Optometric Peer Review Committee prior to the implementation of the contract date of July 1, 2014.**
3. Q&A #13 – The response to question 13 does not clarify whether actual written performance references are required of if the state is only looking for the contact details for the individual references.

Answer:

Actual written performance references are required. The written performance references are to include contact name, title, telephone number, and addresses. Performance references should also include contract type, size and duration. An additional list of major lens and frame suppliers shall be included. Reference information may be submitted in a sealed envelope only to be opened at time of evaluation.

4. Q&A #15 – Please confirm whether the State is implying a potential bidder can review the bid file for ITB #14-2260961 or only the ITB from the current contract (awarded 2011).

Answer: Both bids viewings are arranged through the State Purchasing Department.

5. On page 25 item 3.1, SAMPLE FRAME KITS

The Contractor agrees to provide sample frames and display kits to eye care practitioners at no cost. These frame kits may then be purchased by the eye care practitioner at the contractor's price plus mailing. Please clarify as this seems to me contradicting.

Answer:

- **Sample frames and display kits are to be provided by the contractor upon the practitioner request for review of available frames.**
- **If the practitioner does not elect to keep the frames and display kits, the practitioner returns them to the contractor and pays the return shipping fee.**
- **If the practitioner desires to keep the contractor's sample frames and display kits, then the practitioner must purchase them from the contractor at cost and also pay the contractor's original shipping fee.**

6. If the item quantity is -0- do we need to write a price for that item?

Answer: Yes

7. What is the ratio of the Plastic, glass, and polycarbonate lenses used in last contract?

Answer: Data not available.

8. On current contract data showing for 2013 cost per \$24.69. Is this cost for single vision lens and frame or is an average cost?

Answer: Average cost.

9. Following up on Question 5 in the April 16, 2014 Question and Answers, will the State use the utilization in Attachment E multiplied by the bidder's prices to arrive at the lowest cost bidder?

Answer: Yes, however attachment E is not the only determining factor in awarding this contract.

10. Please confirm the accuracy of the information in Attachment E. Based on the required reporting by the current contractor, there has been utilization and paid claims on multiple line items yet the information in Attachment E provides 0 as the utilization for those same line items. There are several other line items that seem inaccurate based on historical information.

Answer: Attachment E accurately reflects Alabama Medicaid Agency (AMA) data on paid claims to the central source provider for calendar year 2013. This amount is approximately 5.6% of AMA's total eyeglass expenditures for CY 2013. The current contractor included codes V2715, V2745, V2755, and V2784 in the price of the lens. AMA has no data for these codes because they were neither billed nor paid. The central source contractor provides information monthly on their fulfillment of prescription eyeglasses. For CY 2013, this report shows services provided as follows:

- **V2715 - Prism, per lens: 49**
- **V2745 - Tint, per lens: 130**
- **V2755 - U-V Lens, per lens: 0**
- **V2784 - Polycarbonate, per lens: 12038**