

# Health Action Council & CCOG

Attachment H: Bidders Q&A  
Document



## RFP Logistics & Important Call Announcements

- Call announcements
  - o **Extension until May 4, 2020 5:00PM EDT. Please see below timeline for deadlines and submission dates:**

RFP Publication; Email Q&A opens	March 19, 2020
Preproposal bidders call	March 30, 2020, 3:30-4:30 PM EDT
Email Q&A period closes; Questions due from bidders	April 3, 2020, 5:00 PM EDT
Responses to bidder questions posted	April 7, 2020
<b>Proposals due from bidders</b>	<b>May 4, 2020, 5:00 PM EDT</b>
Initial scoring; Requests for clarification from Proposal Team	May 4 - June 12, 2020
Individual bidder calls; Request for revised bids	June 15 - June 22, 2020
Revised bids due	June 22, 2020
Finalist meetings (Site interviews) at HAC	June 29 - July 24, 2020
HAC visits to bidders' operations	June 29 - July 24, 2020
Individual bidder calls; Request for BAFO	July 24 - July 31, 2020
BAFOs due	August 10, 2020
PBM draft contracts due	Week of August 10, 2020
Contract negotiations	August 17 – September 30, 2020
Winner(s) selected & notified	October 1, 2020
Contract finalization & execution	To Be Determined

- o **See below for new rules around paper copies and wet signatures given the current COVID-19 environment.**
  - o **Attachment G** is not provided in the RFP – please provide your SAS-70 or SSAE-18. Per the response to a question addressed later in this document, the SAS-70 or SSAE-18 does not need to be signed by an officer of your company.
  - o If you have not yet requested data, please request from the proposal team.
- In order to fully evaluate and provide all of the requested pricing options, will Health Action Council provide an extension? Andrea Grouper – CVS Health; Tim Hogan - EnvisionRx
    - o **An extension will be given until May 4, 2020 5:00PM EDT.**
  - Given the evolving situation with COVID-19 and shelter-in-place orders for several states, is Health Action Council willing to waive hard copy requirements for proposal submission and accept electronic submissions of proposals? Andrea Grouper – CVS Health; Tim Hogan - EnvisionRx
    - o **The Health Action Council/CCOG team will waive the originals. Electronic submissions are permissible. Please follow instructions about the order of the content, as the RFP outlines. When it comes to signing the documents, you may print, sign in blue ink, and scan; OR use Adobe Acrobat or DocuSign to put in certified electronic signatures.**
  - How many finalists will there be? Sallie Sullivan - OptumRx
    - o **A specific number of finalists is not stated in the RFP.**

## Other Questions

- Is there interest in a Pass-Through model based upon lowest net cost formulary? Karen Secrest - Navitus
  - o **Yes, there can be multiple options as different members within Health Action Council are looking for different things regarding pricing models.**
- Are groups looking at only the discounts and rebates within a traditional model and then comparing it to a Pass-Through model? Karen Secrest - Navitus
  - o **The RFP structure accommodates both pass through as well as traditional models. Bidders will not be penalized by submitting one or the other, you do not have to submit both.**
- Our PMPM is much lower than industry average due to many different factors within our model including lowest net cost formulary resulting in lower rebate guarantees but lower overall drug costs, and definitions and terms in the contract. Will the RFP team be looking at this when considering us? Karen Secrest - Navitus
  - o **The RFP structure accommodates places for bidders to explain their model and provide insight as to how their model works.**
  - o **Some members are looking for new models, so the RFP accommodates innovative solutions.**
- We are asking for your guidance in terms of their interest in replacing a traditional model with a true Pass-Through model offering a lowest net cost formulary? Karen Secrest – Navitus
  - o **Based on feedback from the Health Action Council membership, there is definite interest in a Pass-Through model, and different models in general.**
- Do any members have on-site pharmacies or EGWP plans? Karen Secrest – Navitus
  - o **Yes, some members do include on-site pharmacy locations.**
  - o **Also, several public sector entities the CCOG run jails, so could be unique opportunities there.**
- Will you be submitting plan design information, or are they all over the place? Clinical, cost sharing, etc. Are there any standards in the plan designs? Karen Secrest – Navitus
  - o **Every group has a different plan design and clinical programs. We don't have this information collected and summarized because each group has a different plan design. The RFP pricing tabs accommodate different pricing for copay plans vs. HDHP.**
- In theory you could have up to three to four PBMs? Karen Secrest – Navitus
  - o **If the members of the Health Action Council voted for three or four PBMs, yes, there could conceivably be 3-4 PBMs.**
- Do you release your trend rate or your trend? Looking for the past two years? Karen Secrest - Navitus
  - o **For one of the incumbent PBMs, trend across the HAC book has been 0.2% (2019), 2.7% (2018), -4.7% (2017).**
- Would it be possible to get some kind of geo-access showing where the members are located geographically and how many members are in that group? Tim Hogan - EnvisionRx
  - o **We can provide you with some aggregated information. Health Action Council does not have access to that data on a plan sponsor level. The Council receives information aggregated on their members as a whole and not on an individual level basis.**

- You currently have about 2-3 groups and around 10,000 members in a Pass-Through model is that correct? Jeff Lawhead – Costco Health Solutions
  - o **Correct, 3 groups with approximately 10,000 members.**
- If a new PBM is selected, and say replaces the current (or a current) PBM(s), would all the member groups move? Karen Secrest – Navitus
  - o **Each individual member group makes their own decision.**
- Will a list of external vendors be provided that you want us to respond to? Everything from carve-out copay card vendors and other varieties? Is there a particular list you are looking for or is it open to interpretation? Sallie Sullivan - OptumRx
  - o **Here are a few examples, and we encourage bidders to also provide their own thoughts around partnerships or point solutions they think they can replace:**
    - **Livongo**
    - **Hemophilia Alliance**
    - **Tria Health**
- As part of the pre-proposal bidders call, some attendees and their respective organizations were announced on the call. Can you please provide a comprehensive list of both the attendees and organizations that joined the call? Andrea Grouper – CVS Health
  - o **Yes, a list of attendees and organizations will be released with the Q&A document.**
- Please provide email addresses for all recipients of the electronic copies of the proposal. Andrea Grouper – CVS Health
  - o **The proposal team is under no obligation to release the emails of those who received the RFP.**
- On the “Clinical Program Fees” tab, row 29 requests the fee for a Pharmacy Advisor. Please clarify what the intent of this role is. Angela Hogan – MedImpact
  - o **Pharmacist-based interactions for members with chronic conditions, or a similar chronic condition program you wish to highlight.**
- Please clarify if the request for Performance Guarantees is for each individual participating group or across all groups in total. Angela Hogan – MedImpact
  - o **Individual participating group is preferred, but there is a question that asks your intention.**
- Please clarify if the request for clinical analysis and clinical programs is for each individual participating group or across all groups in total. Angela Hogan – MedImpact
  - o **Each individual group makes their own choice about which clinical programs they would like to enroll in. For example, HAC does not mandate one step therapy package across all groups.**
- Please confirm the total number of lives across all participating groups. Angela Hogan – MedImpact
  - o **565,059 Members. This number is subject to change.**
- Please advise if DocuSign, which provides an official signature and seals a PDF from being manipulated after signature, is an acceptable form of electronic signature. Chelsea Nemec - OptumRx
  - o **Yes, this is an acceptable form of signature.**

- Initial Qualifying Criteria (Page 10 on RFP Requirements & Pricing): please confirm if you require an Officer to sign **Attachment G** (i.e. SSAW-18/SAS-70) since it is an exhibit that does not typically have a signature space. If yes, is a signed attestation page acceptable to provide as a back page or accompanying document to this exhibit? Chelsea Nemec - OptumRx
  - o **An officer does not need to sign it as long the form has all the correct information about your organization.**
  
- Trade Secrets Prohibition (Page 14 on Conditions & Other Requirements): please confirm that trade secret information should be marked during this first submission, and not in a subsequent round of bidding/revisions. Chelsea Nemec - OptumRx
  - o **For every submission, please indicate what is proprietary information. See Section V D. Trade Secret Prohibitions; Public Sector Information Disclaimer of the RFP for specific instructions.**
  
- If so, within **Attachment A** and **B**, please advise if “Trade Secret Information” should be marked within each applicable cell, or if this information should be marked in an adjacent cell. Chelsea Nemec – OptumRx
  - o **Adjacent is preferred.**
  
- Proposal Submission & Format (Page 20: Technical Proposal Organization): we understand that it is vital to follow the organization outlined in the RFP for proposal submission. Please advise if it is acceptable to provide our additional exhibits as a section at the end of the technical proposal? The order would be: Tab C, Tab D, Tab E, Tab G, Tab A, Tab A sub-tabs, and then “Additional Exhibits”? Chelsea Nemec - OptumRx
  - o **Additional exhibits can be provided at the end of the technical proposal as long as they do not include any financial or pricing information. Any financial or pricing information should be provided as Additional Exhibits to Attachment B.**
  
- In order to properly quote the NADAC pricing, we need to receive the U&Cs from the data. Can you please provide those? Tony Barrett – Capital Rx
  - o **Excelsior is not permitted to provide any financial fields, including fields such as U&C and AWP. Please note a claims repricing is not requested.**

**Bidder Call Held on 3/30/2020 at 3:30PM EDT Attendees:**

- OptumRx
  - o Sallie Sullivan
  - o Chelsea Nemec
  - o Chris Lucky
  - o Kyle Larson
- CVS Health
  - o David Papa
  - o Laura Smith
  - o Tim Smith
  - o Jeremy Basedow
- EnvisionRx
  - o Tim Hogan
  - o Doug Zagami
  - o Brian Killi
  - o Jon Reid
  - o Phil Holt
- MedImpact
  - o Tim Novak
  - o David Broadwater
  - o Angela Hogan
- CapitalRx
  - o Tony Barrett
  - o Josh Goldman
  - o Taylor Brandin
  - o Tim Easton
  - o Jonathan Harris
- ProCare
  - o Sloan Harris
  - o Dan Koluchi
- IngenioRx
  - o Ryan Schmute
- Costco Health Solutions
  - o Jeff Lawhead
- Navitus
  - o Karen Secrest
  - o Phil McEwen
  - o Kristy Bersheck
- FliptRx
  - o Brian Butler