



MANATEE COUNTY
FLORIDA

March 27, 2012

TO: All Proposers

SUBJECT:

Request For Proposal (RFP) #12-1171FL
Medical Care Management System Services

ADDENDUM #2

The following items are issued to add to, modify and clarify the Request For Proposal document. Proposals are to be submitted on the specified time and date due, in conformance with the additions and revision listed herein.

Questions and Responses:

1. The deadline for clarification requests is stated variously as March 13, 2012 at 5:00 pm on Page One and as March 7, 2012 at 5:00pm on Page Three. Please clarify the correct date.

Correct date was March 13, 2012, questions were accepted up to that date.

2. Are interested proposers required to submit an intent to propose and if so by what date and in what form? If so, please consider this submittal an expression of intent to propose if it meets requirements.

No.

3. Will a pre-proposal conference be offered to interested proposers? If so, at what date, time and location? Will attendance be required in order to submit a proposal?

No pre-proposal is scheduled.

Financial Management Department
Mailing Address: P. O. Box 1000 Street Address: 1112 Manatee Avenue West, Ste. 803, Bradenton, FL 34206-1000
WEB: www.myanatee.org * PHONE: 941.749.3014 * FAX: 941.749.3034

4. Examination of proposals “generally requires a period of not less than 90 days” as stated on Page Three and proposals are due March 28, 2012 at 4:00pm as stated on Page One. The anticipated start date is May 1, 2012 as stated on Page Eleven. Please clarify the dates when:

- review of proposals will be complete by Manatee County;
- recommendation of the successful proposer will be announced by Manatee County;
- successful proposer will be permitted to contact current vendors and staff;
- contract will be presented to the successful proposer for review and signature; and
- contract will be signed by the Manatee County Board of County Commissioners.

The only established date at this time is the proposal submission date as stated in this addendum. All other dates will be discussed during oral presentations (if required) and/or negotiations.

5. What third party administrator, insurance company or companies, employee assistance program and network or networks does Manatee County government currently utilize? Please detail any changes in vendors or staffing contemplated in the next twelve months. When will the “go live” date be for any expected changes in the above listed vendors or staff?

Current TPA is Third Party Benefits of Florida. The County is currently in negotiations with a new provider.

6. What certification and licensure is required in the State of Florida for the requested services?

Licensed to do business in the State of Florida.

7. Will nongovernmental references be accepted under B.03 in the proposal?

Yes.

8. What additional staff is not listed on Pages Fourteen and Fifteen that are employed by the county or a county subcontractor providing medical or behavioral health services on site?

Another third party contract for onsite Behavioral Health Services, a staff of 4.

Are all current positions listed in the RFP staffed at the present time?

No.

If not which are new?

Director of Health and Lifestyle Management would be a new position.

9. Is any of the staff currently listed on Pages Fourteen and Fifteen currently employed by Manatee Glens?

No.

Will the Lifestyle Assistance Management Program currently provided by Manatee Glens staff be continued after May 1, 2012 in any form or will these services be terminated?

Question not applicable to this RFP.

10. What is Manatee County's current annual expenditure for the provision of medical care management system services as described in the scope of services? Please include expenditures for each current position included in this proposal.

That information is not available from the TPA.

11. Please disclose the number of active employees enrolled in the Manatee County Government Benefit Plan as well as the number of dependents enrolled and the number of COBRA enrollees.

**3150 employees
3750 dependents, retirees and COBRA
6900 total**

12. A.08 Examination of Offer: the RFP states, "The examination of the proposal and the proposer generally requires a period of not less than ninety (90) calendar days from the date of the opening of the proposals." D.03 Duration: The RFP states, "The anticipated start date is May 1, 2012."

What is the anticipated date of the notice of award for this Medical Care Management Systems Services contract?

The anticipated notice of award will be discussed during oral presentations (if required) and/or negotiations.

13. E.09: The RFP states, "Administrative System staff will be located on site and day to day oversight of the staff will be the responsibility of the County." Please confirm for the vendor that 'on site' is defined as located at the county offices and not at the vendor's office.

Yes, on-site is at the county offices.

14. Other than the Administrative Staffing listed on page 14, E.09, does the County anticipate the need for any administrative support/clerical staff from the vendor?

Not at this time.

15. Section B.04 lists a – f and i – m. For purposes of compliance with proposal format, please confirm that g and h are omitted from the RFP in this section.

Correct.

16. The RFP states, "Provide a cost estimate for the services detailed in the RFP." Does the county have a specific format or preferred template to be used when submitting the cost estimate?

Utilize a PEPM for the medical management system and usual pricing for the OON negotiations.

17. Please explain the County's system expectations regarding out of network claims negotiations.

County expects vendor to work with the medical management team at the precert process to negotiate OON prior to service delivery. County expects ASO carrier to filter OON claims to vendor to negotiate on county's behalf.

18. For fiscal year 2011 how many of each of the following case types required precertification and utilization review?

sleep apnea 85 annually; pain management 150 annually; cardiac program 80 participants (this is a disease management program, not precertification); healthy baby program (50-disease management); bariatric program (10-disease management) & high dollar claims (62 precerted for 2011)

19. What does the County define as 'high dollar claims'?

\$20K and higher.

20. Are the proposed approximate ten (10) professional staff in addition to Manatee County's current medical management staff?

The 10 staff include the medical management staff.

21. The RFP states, "Proposer will utilize approximately ten (10) professional staff as part of the Medical Care Management System. Administration System staff will be

located on site and day to day oversight of the staff will be the responsibility of the County.” For purposes of this RFP, does the County expect that these ten professional staff will be employees of the selected vendor or of the county?

Employed by vendor and costs passed along to the County.

Will the selected vendor for this Medical Care Management contract hire & train these employees?

Employees are currently in place and the County wishes for the medical management vendor to assume these staff and pass costs along to the County.

22. What is the average number of covered lives enrolled in the medical management program over the last 3 years?

3000.

23. Are services related to this RFP for active employees only, active employees and dependents, or active employees, dependents and retirees?

Active employees, dependents and retirees.

24. Which TPAs and ASO Carrier does Manatee County contract with for purposes of this contract?

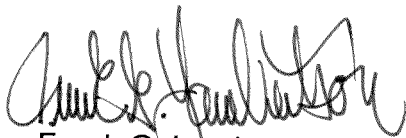
Currently with Third Party Benefits of Florida (TPA). In negotiations with a new provider on an ASO basis.

25. May proposers include attachments with their proposals?

Yes.

No additional questions will be considered at this time.

Proposals are to be prepared as instructed in this Request For Proposals and shall be received at Manatee County Purchasing Office, Suite 803, 1112 Manatee Avenue West, Bradenton, Florida, FL 34205 until 4:00 P.M., April 11, 2012.



Frank G. Lambertson
Contracts Negotiator