



MANATEE COUNTY FLORIDA

March 13, 2013

TO: All Proposers

SUBJECT:

Request For Proposal (RFP) #13-1091FL
Retail Chain Preferred Pharmacy Services

ADDENDUM #1

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 County is not looking to change the PBM?

Correct.

2. Can you share who is currently processing Manatee County claims?

Yes.

3. Is it OptumRx?

Yes.

4. What are the current group number(s) or group number prefix used by Manatee County?

Group Payer Number: 60054 0023

Group ID: MCO

Rx PNC: 9999

Rx BIN#: 610494

Office of the County Administrator

Mailing Address: P. O. Box 1000 Street Address: 1112 Manatee Avenue West, Bradenton, FL 34206-1000

WEB: www.myanatee.org * PHONE: 941.745.3717 * FAX: 941.745.3790

5. A.09 is Proposer's financial information, including summary notes, included in the Proposal which shall become public information?

The entire proposal is public information.

6. A.12 Beyond the submitted proposal, what are the negotiation points anticipated in the process? What items are non-negotiable?

None established at this time. All aspects of the Scope of Service must be addressed.

7. B.02.b What is considered "full time"?

40 hours fully dedicated to the County.

8. Will the County be providing a claims file, census and plan design?

A claims file document (time period 2012 and two months of 2013) is available by contacting Frank Lambertson at frank.lambertson@mymanatee.org, census numbers are provided in the RFP and below is the Pharmacy plan design currently.

YourChoice Prescription Benefits for 2013			
	Preferred Pharmacies	Non Preferred Pharmacies	Mail Order Pharmacy
Generic	Free	20% coinsurance or \$10 minimum	15% Coinsurance or \$13 minimum
Brand	25% coinsurance or \$15 minimum	30% coinsurance or \$20 minimum	25% Coinsurance or \$38 minimum
Non-Formulary	45% Coinsurance or \$40 minimum	55% Coinsurance or \$50 minimum	50% Coinsurance or \$100 minimum
Specialty	25% Coinsurance or \$150 maximum	25% Coinsurance or \$150 maximum	25% Coinsurance or \$150 maximum

9. In Section B.02b.6., the clinical pharmacist assigned to the county worksite is required to perform MTM services for all members. Normally, MTM services are separately reimbursable services, which can be negotiated and documented in the agreement. Are they included as part of the prescription services in this bid?

The current model provides the clinical pharmacist to the County at no additional direct costs and the programs, responsibilities and job duties are driven by the County's needs and the oversight of the Benefit Manager. It is preferred that the new arrangement allows for the same type of flexibility and not carve out MTM.

10. In Section C.03.8, the county needs access to our financial records. What kind of financial records are they looking for? What purposes do they need them for? If for the purposes of verifying financial capacity, should our annual report and Q-

10s suffice? Our purchase records or invoices are usually proprietary information.

Respond as you see fit we are looking to verify financial status, however any document submitted as part of your proposal will be considered Public Record.

11. Please provide a detailed description of the current pharmacy benefit plan design. Please include a detailed description of the exact copays in place for existing preferred and non-preferred pharmacies. If different, please provide the plan design intended to take effect with the new contract.

YourChoice Prescription Benefits for 2013			
	Preferred Pharmacies	Non Preferred Pharmacies	Mail Order Pharmacy
Generic	Free	20% coinsurance or \$10 minimum	15% Coinsurance or \$13 minimum
Brand	25% coinsurance or \$15 minimum	30% coinsurance or \$20 minimum	25% Coinsurance or \$38 minimum
Non-Formulary	45% Coinsurance or \$40 minimum	55% Coinsurance or \$50 minimum	50% Coinsurance or \$100 minimum
Specialty	25% Coinsurance or \$150 maximum	25% Coinsurance or \$150 maximum	25% Coinsurance or \$150 maximum

12. Please provide a detailed description of any clinical programs embedded within the current plan design. In other words, what prior authorization programs and/or step therapy programs are in place currently.

The County is using the prior authorization and step therapy program that is in place with the PBM (Optum Rx). The County is not seeking replacement at this time for PBM services, but looking for a retail vendor to act as a preferred pharmacy chain. Under a new contract, the County will continue to utilize the prior authorization and step therapy programs recommended by Optum until such time when/if a new PBM is selected. The clinical pharmacist is the first point of contact for all specialty prior authorizations and works to ensure that the member is filling the prescription at one of the specialty options that best suits the member and the County financially and clinically.

13. Please provide a copy of the current formulary.

The County uses Optum Rx's standard formulary. A copy is not available, but online access is available at Optum Rx.

14. Please identify both of the "two locally owned pharmacies" mentioned in the RFP that you desire the retail pharmacy chain to join with in forming the "YourChoice Preferred Pharmacy network". Please identify the current market share these

pharmacies have of the current prescription volume for Manatee County members.

Pelots Pharmacy in Bradenton has been a preferred vendor for over 6 years, and have managed approximately 5% of the total prescriptions monthly. CareOne Pharmacy in Bradenton just became a preferred Independent pharmacy in March of 2013 and therefore no data is available.

15. For CY 2012, please provide a data file to include market share by provider. Please note it is OK to provide this data in a "blinded" format.

Data file by provider is unavailable. Request claim file for utilization by contacting Frank Lambertson at frank.lambertson@mymanatee.org.

16. What market share does Manatee County feel they can drive to the "YourChoice Preferred Pharmacy Network"?

Since this program has been in place, Manatee County's benefit design and onsite services have driven close to 70% of the drug spend to preferred pharmacies with the majority of it going to the large retail grocery chain.

17. What goals does Manatee County have for future plan years.

The goals for the future years is to continue to drive business to a preferred pharmacy chain and independent pharmacies in Bradenton with the expectation that the customer service and linkage back to the plan is top priority by the pharmacies as we have experienced in the past.

18. Please confirm who the existing PBM is.

Optum Rx

19. Please confirm the existing health plan provider's.

The plan is self-funded and administered by Aetna. The pharmacy is carved out.

20. Please confirm the existing PBM is willing to load the contracted "YourChoice Preferred Pharmacy Network" rates into their adjudication system and will sign an NDA if required.

Confirmed.

21. Please confirm the intended financial intentions. Will Manatee County pay the providers directly or through the PBM.?

Through the PBM.

22. Please confirm any consulting firms or individual consultants involved in this procurement process or any ongoing program services.

The County will use its consultant(s) as it deems necessary throughout the acquisition process.

23. Who are the two independent pharmacies they refer to on page 9?

Pelots Pharmacy in Bradenton has been a preferred vendor for over 6 years, and have managed approximately 5% of the total prescriptions monthly. CareOne Pharmacy in Bradenton just became a preferred Independent pharmacy in March of 2013 and therefore no data is available.

24. Do they currently have a retail pharmacy chain provider in addition to the two independent pharmacies? If so who?

Yes, Sweetbay Pharmacies.

25. What is the current pricing structure?

Each Proposer will submit their own proposed pricing structure, our current pricing structure does not impact this acquisition.

26. How does the YourChoice network fit within the PBM contract?

County directs PBM to adjudicate claims in their system according to the rates negotiated between County and the preferred Pharmacy.

27. Does the PBM do all claim processing?

Yes

28. Are all Specialty products dispensed currently through retail?

No, County uses two specialty pharmacies, the current preferred pharmacy and Optum Rx for specialty fill. Price and service are the driving factors and the onsite clinical pharmacist case manages all specialty patients.

29. Or is there a mail component?

The benefit has mail component, but it is less than 1% utilized. The County does not promote mail order service.

30. *Can we obtain a copy of the RFP in Word to ease the process of response to the RFP?*

The PDF may be converted to Word.

31. Will specialty medications be dispensed at retail and at central-fill?

No, County uses two specialty pharmacies, the current preferred pharmacy and Optum Rx for specialty fill. Price and service are the driving factors and the onsite clinical pharmacist case manages all specialty patients.

32. Will there be a preferred co-pay structure for specialty? Or is the specialty co-pay the same for preferred and non-preferred pharmacies?

No. See the benefit design provided.

33. How will Manatee County incentivize members to utilize a preferred pharmacy for specialty instead of a non-preferred pharmacy?

The onsite clinical pharmacist case manages the specialty patients and price, service and clinical needs determine which pharmacy the County uses.

34. What is the expected market share for Walgreens for specialty medications?

Unknown until the County is presented with rates.

35. Would Manatee County please provide claim detail for specialty medications dispensed during the last year?

A claims file document is available by contacting Frank Lambertson at frank.lambertson@mymanatee.org, the file provides generic, brand and specialty medication utilization.

36. Would Manatee County please provide a list of drugs/disease states utilized?

A claims file document is available by contacting Frank Lambertson at frank.lambertson@mymanatee.org,

37. Will the non-preferred pharmacy network be managed by Manatee County's PBM?

Yes

38. Is the maximum days' supply 90? If not, should Walgreens provide pricing for a days' supply greater than 90?

Maximum days supply is 90.

39. What is the current plan design for members using a preferred versus non-preferred pharmacy?

See answer provided above.

40. Will this be the same plan design moving forward? If not, what will be the plan design?

See answer provided above.

41. Would Manatee County please provide at least six months of retail claims detail, in excel format, with the following fields: 11 Digit NDC, Brand/Generic Indicator,

GPI, Days Supply, NABP #, Mail/Retail Indicator, Number of Rxs and Quantity Dispensed.

A claims file document is available by contacting Frank Lambertson at frank.lambertson@mymanatee.org. Note that mail order is less than 1% of our utilization so it can be assumed that the majority of the claims are processed at retail.

42. Would you be able to provide a current copy of the ID card that includes a BIN#, PCN # and an RX Group #?

Group Payer Number: 60054 0023

Group ID: MCO

Rx PNC: 9999

Rx BIN#: 610494

43. Would you be providing a claims file for review? Last two quarters of 2012 would be preferred in an excel format and the required fields are: Required fields should include service date, NDC, Rx Count, brand/generic indicator, Pharmacy ID, AWP, qty dispensed, day supply, mail/retail flag, ingredient cost paid, dispensing fee paid.

A claims file document is available by contacting Frank Lambertson at frank.lambertson@mymanatee.org, excluding mail/retail flag and cost paid by plan.

44. Under Attachment A: Walmart is a global company; do you still require that we register as local vendor?

No.

45. Under the vendor registration, a specific category for pharmacy or Health & Wellness services is not listed, what would be the best option?

Mental health.

46. Could you disclose the names of the other two local/independent pharmacy retailers?

Pelots Pharmacy and CareOne Pharmacy

47. Are the independent pharmacies already part of the network? And will they remain or has an RFP been released to independent pharmacies as well?

Yes, and they will remain.

48. Could you describe in detail the specific clinical programs under YourChoice Plan? And are there any specific requirements i.e. reporting, measurements, etc?

There are many programs at the YourChoice Health Plan and all of the programs, reporting and follow up are driven by the County staff in

conjunction with the integrated in-house team of professionals. Some of the programs are: Blood Pressure Monitoring Program, Bariatric Surgery, Medical Weight Loss, Pain Management, Onsite Behavioral Health Programs, Diabetes Program, Nutrition programs, Fitness programs, Stress Management, Sleep Apnea, Asthma, Cardiac programs, wellness and educational programs.

49. Please provide confirmation that all Generic drugs will be fully covered and patients will have \$0 co-pay?

Generic drugs at preferred pharmacies only have a \$0 copay.

50. On page 9 of the RFP document you state that 70% of all prescriptions are filled at the preferred pharmacy network and 1% at mail, where is the remaining 29% being filled?

Non-preferred pharmacies and specialty pharmacies.

51. Could you share the intent of the plan design for a preferred network, is a \$0 co-pay on Generics the only incentive and discounted rates of AWP on the rest? Or is Manatee County looking for a creative plan design?

Manatee County has seen value in the plan design by reducing generics, preferred brand and non preferred brand at preferred pharmacy. In exchange for this, the County expects the preferred pharmacy vendor to provide the Clinical Pharmacist and offer a more significant reduction in AWP compared to what the County will get for non preferred pharmacies.

52. Your incumbent is Optum Rx, will they remain the PBM for the duration of the contract? If not does Manatee County plan on releasing an RFP for PBM services? If so do you have a time line?

Yes, Optum will remain the PBM thru the end of their contract and the County will most likely go to RFP for PBM services to ensure competitive selection. The Optum Rx contract expires on 12/31/13.

53. Is Optum Rx willing and open to process claims under a preferred network? Are they ready systematically? We are assuming that they are since they are currently doing that.

Yes, they are ready and have been processing claims under a preferred network for years for the County.

54. Would the mail service program remain under Optum or are you willing to accept another option?

The County does not promote mail and only about 1% of our prescriptions go to mail order.

55. What percentage of prescription falls under the specialty category? Please provide a number (annual)?

A minimal number of prescriptions fall to specialty, but approximately 25% of our costs are derived from specialty.

56. Is Optum Rx providing these services? And do you want a quote for these drugs as well?

Optum Rx, preferred pharmacies and two independent specialty pharmacies. Yes, as reflected in the RFP.

57. The Affidavit as a local business will be signed at a corporate level not local level, is Manatee County okay with that?

Acceptable.

58. Is it the County's intent to combine specialty services with the preferred pharmacy services? This question is based upon sec B.02 a. Rates of Reimbursement has Specialty Drug broken out. Will the County continue a relationship with a specialty pharmacy?

The County wishes to see rate of reimbursement on specialty in addition to generic and brand. The County has a relationship with two independent specialty pharmacies and uses the current PBM and the current preferred retailer for specialty, depending upon the discount and clinical needs.

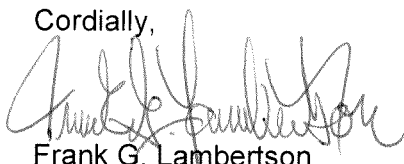
59. Please define **LECOM** - sec B.02 b. Clinical Pharmacist # 11. Preceptor for Pharmacy Intern program with LECOM.

Lake Erie College of Osteopathic Medicine. The Pharmacy School where the students for the intern program come from.

No additional questions will be considered after the issuance of this Addendum.

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., March 29, 2013.**

Cordially,



Frank G. Lambertson
Contracts Negotiator