

	SOLICITATION AMENDMENT #1		AHCCCS Arizona Health Care Cost Containment System
	SOLICITATION NO.: YH13-0040 Solicitation Due Date: February 28, 2013, 3:00 P.M.	PAGE 1 OF 7	701 East Jefferson, MD 5700 Phoenix, Arizona 85034

Procurement Officer: Meggan Harley

E-mail: Meggan.Harley@azahcccs.gov

A signed copy of this amendment must be returned with the proposal and received by the State of Arizona on or prior to the Solicitation due date and time.

1. The attached Answers to Questions are incorporated as part of this solicitation amendment.

Offeror hereby acknowledges receipt and understanding of this Solicitation Amendment.		This Solicitation Amendment is hereby executed this 8th day of February , in Phoenix, Arizona.
Signature	Date	
		Signature on File
Typed Name and Title		Meggan Harley, CPPO, MSW
		Procurement and Contracts Manager
Name of Company		



QUESTIONS WITH ANSWERS - SOLICITATION AMENDMENT #1

SOLICITATION NO.: YH13-0040

**AHCCCS
Arizona Health Care
Cost Containment
System**

MEMBER AND PROVIDER IDENTIFICATION AND VERIFICATION SYSTEM SERVICES

PAGE 2
OF
7

701 East Jefferson, MD
5700 Phoenix, Arizona
85034

Question#	Offeror Name	Section Name	Paragraph #/ Title	Page #	Question	AHCCCS Response
1.	GDIT	Scope of Work	2. Project Background	4	Please clarify the definition of biometric verification. Is there a specific biometric technology the state would like offerors to propose?	There is no specific technology the state is seeking.
2.	GDIT	Scope of Work	2. Project Background	4	Please clarify the definition of "GPS verification." Is it GPS technology, or do you simply want a procedure to verify that the member is in fact at the provider's location at the time of service?	GPS verification is just an example of a technology that could be used. There is no specific technology the state is seeking. This demonstration allows offerors to propose technology they believe accomplishes the goals set forth in the solicitation.
3.	GDIT	DEMONSTRATION PROJECT SCOPE OF WORK	The demonstration project: Section 3	5	Implementing and operating the demonstration project for up to two years at no cost requires a significant investment from the Contractor and any subcontractors involved (who are small businesses). Would the State consider funding the demonstration for an initial period (e.g. 6 months) at low cost?	No, the State does not currently have funding for this project.
4.	GDIT	DEMONSTRATION PROJECT SCOPE OF WORK	General	5	The card swipe solution could create a large influx of valid/valuable Fraud, Waste and Abuse (FWA) allegations. If the State is not considering increasing their investigative staff to address the additional FWA that will be highlighted, would the State be interested in a vendor including a supplemental proposal for Investigative services to take on the overflow of work?	We would consider all inclusive solution by the offer to include follow up investigations to leads generated by the card swipe leads however that is not required. If that all inclusive approach is taken it would be imbedded into the one proposal.



QUESTIONS WITH ANSWERS - SOLICITATION AMENDMENT #1

SOLICITATION NO.: YH13-0040

AHCCCS
Arizona Health Care
Cost Containment
System

MEMBER AND PROVIDER IDENTIFICATION AND VERIFICATION SYSTEM SERVICES

PAGE 3
 OF
 7

701 East Jefferson, MD
 5700 Phoenix, Arizona
 85034

Question#	Offeror Name	Section Name	Paragraph #/ Title	Page #	Question	AHCCCS Response
5.	GDIT	Scope of Work	3. Purpose	5	Please define "real time", can this include daily feeds?	Real time is defined as when an event or function is processed instantaneously, it is said to occur in real-time. To say something takes place in real-time is the same as saying it is happening "live" or "on-the-fly". Real time is preferable, however, AHCCCS will, at a minimum, accept daily feeds.
6.	GDIT	Scope of Work	3. Purpose	5	Will the determination that the solution is "innovative and unique" be part of the award or the post-award solicitation?	YES
7.	GDIT	Scope of Work	3. Purpose	6	Where does the State prefer that the claims/encounter data be housed (i.e. at the Contractor's facility or AHCCCS' facility) for analytical purposes with the card swipe transactional data?	Claims and Encounters would not be stored by the vendor.
8.	GDIT	Scope of Work	6. Overall Requirements of Demonstration	7	Is the State willing to change this requirement and mandate participation from a health plan? Past experience on similar programs have revealed pilots are less successful without mandating participation from health plans.	No
9.	GDIT	Scope of Work	7.8 operational and implementation cost details	9	A. This section states, "The State may at its option, and depending on funding, decide to solicit this service at any time during the Demonstration Project or at the conclusion of the Demonstration Project." So since the term of the project is 2 years, does that mean that	A. Yes, that scenario could happen. B. AHCCCS seeks for the Offeror to describe the complete operational and implementation cost details for your specific solution. Information should be provided on the costs associated with any tool or technology and the operational



QUESTIONS WITH ANSWERS - SOLICITATION AMENDMENT #1

SOLICITATION NO.: YH13-0040

**AHCCCS
Arizona Health Care
Cost Containment
System**

MEMBER AND PROVIDER IDENTIFICATION AND VERIFICATION SYSTEM SERVICES

PAGE 4
OF
7

701 East Jefferson, MD
5700 Phoenix, Arizona
85034

Question#	Offeror Name	Section Name	Paragraph #/ Title	Page #	Question	AHCCCS Response
					<p>the state could come to the offeror within the 2 years and actually solicit the service?</p> <p>B. Could the State please be specific as to what Pricing information is to be included in the Feb 28 submission?</p> <p>C. What is the period of performance?</p> <p>D. What is the contract type?</p> <p>E. Is the State merely looking for a Rough Order of Magnitude (ROM) estimate of what the solution could cost? OR could the State award a contract based on the submission on Feb 28 and not solicit again?</p> <p>F. Does the pricing submitted as a result of this solicitation bind the company to perform the services at that price? If so, there are not enough pricing details in the solicitation to provide a viable cost proposal. Could the State please provide more details?</p>	<p>costs.</p> <p>C. The period of performance is date of award through 24 months.</p> <p>D. It is a demonstration project pursuant to ARS 41-2556.</p> <p>E. AHCCCS seeks an estimate of what the offeror's solution would cost if we decide to solicit the service. Pursuant to ARS 41-2556, AHCCCS technically could award a contract to the awarded demonstration project vendor, if it is in the best interest of the State, and if this option is exercised a renegotiation of pricing would be necessary. However, it is not the intention of AHCCCS to do so. If funding becomes available, and AHCCCS decided to purchase these services, a formal RFP will be published.</p> <p>F. No, you are not bound to the original pricing.</p>
10.	GDIT	Special Instructions to Offerors	2. Evaluation Criteria	19	This section states, "The evaluation will be conducted in accordance with an established evaluation plan." Could the State please provide this evaluation plan? Or will this plan be provided when the State solicits for the actual service?	The evaluation criteria are set for on page 19 - 22.



QUESTIONS WITH ANSWERS - SOLICITATION AMENDMENT #1

SOLICITATION NO.: YH13-0040

AHCCCS
Arizona Health Care
Cost Containment
System

MEMBER AND PROVIDER IDENTIFICATION AND VERIFICATION SYSTEM SERVICES

PAGE 5
 OF
 7

701 East Jefferson, MD
 5700 Phoenix, Arizona
 85034

Question#	Offeror Name	Section Name	Paragraph #/ Title	Page #	Question	AHCCCS Response
11.	GDIT	Special Instructions to Offerors	14.2	22	This section states, "Pricing shall not be considered as confidential." An offeror's pricing information could be proprietary and therefore harmful to the company if disclosed. Does the State mean that only the final bottom line price is not confidential and that any other pricing details could be protected?	Pricing will NOT be kept confidential.
12.	GDIT	Uniform Terms and Conditions	3.7 Property of the State	25	Is the State willing to reconsider and entitle the awarded Contractor to patents or copyrights on programs and/or other deliverables they created under this project?	Yes, AHCCCS is willing to be as flexible as necessary while ensuring the best interests of the agency are met. Prior to implementation further negotiation may be warranted for this topic.
13.	GDIT	Special Terms and Conditions	22. Ownership of Information and Data	37	Is this State willing to reconsider language in the RFP related to the use of proprietary software?	Yes, AHCCCS is willing to be as flexible as necessary while ensuring the best interests of the agency are met. Prior to implementation further negotiation may be warranted for this topic.
14.	GDIT	Attachment 1	List of Current Fraud Prevention Tools	51	Is it the State's expectation that the solution interface with the technologies and tools listed in Attachment 1? If so, what is the requirement?	The list is for information purposes for the offeror. Given the scope of the project, the offeror may interface with some of the tools and technologies listed.
15.	Exodus Payment Systems, LLC.	Uniform Terms and Conditions	3. Contract Administration and Operation /3.7 Property of the State	25	Our company has computer programs and patents related to the scope of work that would be offered. Therefore is this paragraph related to additional created options at the direction of the state? And if so, would these creations only be the property of the state should the state decide to contract with Offeror for said options?	The State would have use/license rights. AHCCCS is willing to remain flexible and discuss the topic prior to implementation.



QUESTIONS WITH ANSWERS - SOLICITATION AMENDMENT #1

SOLICITATION NO.: YH13-0040

AHCCCS
Arizona Health Care
Cost Containment
System

701 East Jefferson, MD
 5700 Phoenix, Arizona
 85034

MEMBER AND PROVIDER IDENTIFICATION AND VERIFICATION SYSTEM SERVICES

PAGE 6
 OF
 7

Question#	Offeror Name	Section Name	Paragraph #/ Title	Page #	Question	AHCCCS Response
16.	Exodus Payment Systems, LLC.	Demonstration Project Scope of Work	6. Overall Requirements of the Demonstration / 6.3	7	Is the Offeror required to have a partnership with a health plan prior to the proposal due date?	A partnership is not required prior to submission of a proposal as AHCCCS currently has an Open RFP for Acute Care and CRS health plans this time. Successful approval of the Demonstration is predicated on the Offeror's finalization of a partnership with an awarded health plan prior to October 2013.
17.	LexisNexis	Uniform Instructions to Offerors	3. Offer Preparation 3.4 Exceptions to the Scope of Work 3.4.2	13	Due to the nature of the business offered under a resulting contract from this RFD, there are a number of contract terms that require exception in a final contract. For example, our work is not for hire, F.O.B. does not apply to services and the data received by AHCCCS from Contractor cannot become proprietary. Additionally, because of the nature of the services being proposed by Contractor, the laws and regulations that govern the provision of those services, and Contractor's contractual obligations to third party information providers, Contractor requests that exceptions to AHCCCS' terms and conditions be a consideration as part of Contractor's offer. If Contractor is selected by AHCCCS in connection with the RFD, at AHCCCS' request, Contractor undertakes to make good faith efforts to negotiate the contract in order to reach a fair agreement, satisfactory to both parties.	Yes, an Offeror may submit exceptions to the terms and conditions as part of this solicitation, and each shall be reviewed by AHCCCS for appropriateness. If an exception is submitted, the Offeror shall submit detailed description of the reasons, background and harm that the term could cause to the Offeror, along with any other pertinent information necessary to fully support the exception. AHCCCS is willing to be as flexible as necessary while ensuring the best interests of the agency are met.



QUESTIONS WITH ANSWERS - SOLICITATION AMENDMENT #1

SOLICITATION NO.: YH13-0040

AHCCCS
Arizona Health Care
Cost Containment
System

701 East Jefferson, MD
 5700 Phoenix, Arizona
 85034

MEMBER AND PROVIDER IDENTIFICATION AND VERIFICATION SYSTEM SERVICES

PAGE 7
 OF
 7

Question#	Offeror Name	Section Name	Paragraph #/ Title	Page #	Question	AHCCCS Response
					Please confirm that Contractor may provide suggested exceptions to AHCCCS' contract terms and that such suggested exceptions will not negatively affect AHCCCS' proposal evaluation based on the published evaluation criteria and will not result in rejection of the proposal.	
18.	LexisNexis	Uniform Instructions to Offerors	3. Offer Preparation 3.4 Exceptions to the Scope of Work 3.4.3	13	Please confirm that if contractor is selected as the service provider for the services sought pursuant to this RFD, Contractor may provide such services to AHCCCS subject to the certain terms and conditions currently established between AHCCCS and Contractor.	AHCCCS cannot confirm this statement, as the "certain terms and conditions currently established between AHCCCS and Contractor" are not spelled out and this is a separate program.