



<b>SOLICITATION AMENDMENT #1</b>		
<b>YH17-0004</b> <b>SPECIALTY PHARMACY SERVICES FOR</b> <b>ANTI-HEMOPHILIC</b> <b>AND OTHER BLOOD DISORDER</b> <b>MEDICATIONS</b>	Solicitation Due Date: <b>November 4, 2016</b> <b>3:00 pm Arizona Time</b>	Procurement Officer: Mark Held <a href="mailto:Mark.Held@azahcccs.gov">Mark.Held@azahcccs.gov</a>

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.

<b>OFFEROR HEREBY ACKNOWLEDGES RECEIPT AND UNDERSTANDING OF THIS SOLICITATION AMENDMENT.</b>	<b>THIS SOLICITATION AMENDMENT IS HEREBY EXECUTED ON THIS DAY, IN PHOENIX, AZ.</b>
SIGNATURE OF AUTHORIZED INDIVIDUAL:	SIGNATURE: <b>SIGNATURE ON FILE</b>
TYPED NAME:	TYPED NAME: Meggan Harley, CPPO, MSW
TITLE:	TITLE: Acting Chief Procurement Officer
DATE:	DATE: October 20, 2016



## QUESTIONS AND ANSWERS FORM

### SPECIALTY PHARMACY SERVICES FOR ANTI-HEMOPHILIC AND OTHER BLOOD DISORDER MEDICATIONS - RFP # YH17-0004

Questions shall be submitted electronically on this form to [Mark.Held@azahcccs.gov](mailto:Mark.Held@azahcccs.gov) no later than

**October 14, 2016, 5:00 PM, ARIZONA TIME.**

Question #	VENDOR NAME	Paragraph # or Title	Page #	Vendor Question	Leave Blank for AHCCCS Response
1.	CVS Health	5.1.10 Assay Management	6	Does AHCCCS have a minimum threshold for “predetermined % variance”? If so, what is the variance?	A guarantee will be agreed upon with the awarded Vendor. To minimize over filling of factor prescriptions, <b>Bidder’s should submit an assay management guarantee</b> , for example, prescription shall be filled within X% of the prescribed dose.
2.	CVS Health	5.7 Provider Registration	7	Does registration with AHCCCS to become an approved service provider need to be completed before or after contract award?	The awarded vendor must have an AHCCCS Provider ID prior to implementation, which will be January 1, 2017.
3.	CVS Health	3.3.1 & 3.3.2 Exception to Terms and Conditions	13	The Instructions to Offerors indicates that offers may be rejected due to exception to a “material requirement” of the Solicitation. Can AHCCCS please provide a definition or example(s) of what would constitute a “material requirement”?	Examples of exceptions to a “material requirement” of the solicitation include an offeror taking exception to the Uniform Instructions to Offerors (P.12), Special Instructions to Offerors (P.18), State of Arizona’s Uniform Terms and Conditions (P.24), Special Terms and Conditions (P. 33), Insurance Requirements (P. 40), HIPAA BUSINESS ASSOCIATES ADDENDUM (P. 44) and the <b>requirements</b> listed on the Offeror’s Checklist (P. 52-53).
4.	CVS Health	6.3 Effective Date	16	What is the goal for the contract’s effective date given the RFP process works accordingly?	The goal is to award a Vendor for a January 1, 2017 implementation date.
5.	CVS Health	5 Presentations & Demonstrations	22	What is the timeframe regarding presentations given the RFP process works accordingly?	AHCCCS may request Offerors who are determined to be reasonably susceptible for award to give a presentation or show a demonstration of the product or service to the evaluation committee. Presentation schedule of dates has not been finalized but if chosen to present, vendors will be given a minimum of 2 weeks prior notice.
6.	CVS Health	5.2 Subcontracts	27	What is the process for obtaining “advance written approval” from the Procurement Officer?	The Contractor shall clearly list any proposed subcontractors and the subcontractor’s proposed responsibilities. If additional subcontractors are proposed after award-email the Procurement Officer.



## QUESTIONS AND ANSWERS FORM

### SPECIALTY PHARMACY SERVICES FOR ANTI-HEMOPHILIC AND OTHER BLOOD DISORDER MEDICATIONS - RFP # YH17-0004

Questions shall be submitted electronically on this form to [Mark.Held@azahcccs.gov](mailto:Mark.Held@azahcccs.gov) no later than

**October 14, 2016, 5:00 PM, ARIZONA TIME.**

Question #	VENDOR NAME	Paragraph # or Title	Page #	Vendor Question	Leave Blank for AHCCCS Response
7.	HPC Specialty Pharmacy	<a href="https://www.azahcccs.gov/Resources/Downloads/Solicitations/Open/RFPs/YH17-0004/yh170004_AtA2RFPPPriceSchedQtrRepTemp.xlsx">https://www.azahcccs.gov/Resources/Downloads/Solicitations/Open/RFPs/YH17-0004/yh170004_AtA2RFPPPriceSchedQtrRepTemp.xlsx</a>  <a href="https://www.azahcccs.gov/Resources/Downloads/Solicitations/Open/RFPs/YH17-0004/yh170004_Exhibit2ProgramQtrRepTemp.xlsx">https://www.azahcccs.gov/Resources/Downloads/Solicitations/Open/RFPs/YH17-0004/yh170004_Exhibit2ProgramQtrRepTemp.xlsx</a>		Is this a true 'open bid' or do the bidders have to have a 340B?	<p>The Vendor is required to purchase all anti-hemophilic and other related blood disorder medications under the 340B Drug Pricing Program and submit claims to the Fee-For-Service Program and MCO Contractors' PBMs using the Actual Acquisition Cost (AAC) of the 340B drug. The vendor will be reimbursed the AAC of the 340B purchased drug plus a professional fee.</p> <p>Offeror's that do not qualify as a 340B entity may choose to explore opportunities in conjunction with 340B entities under OPA-approved arrangements with qualified entities to access 340B pricing.</p> <p>The solicitation is open to all bidders. The pricing that will be used to pay claims for this RFP will be based on the 340B Actual Acquisition Cost whether the factor products or other agents are purchased under the 340B program or not purchased under the 340B program.</p>
8.	HPC Specialty Pharmacy			Do you have to already have an Arizona Provider Number to produce a bid or is it alright to apply for a bid if we are in the process of acquiring one? We are licensed to dispense in all 50 states currently.	See Answer to #2.
9.	HPC Specialty Pharmacy			Because 340B centers are often fixed and contained sites (Hospitals, HTC's, Infusion Suites, Clinics that offer infusions in house ONLY), is there a need for an in-home nursing component? Not all MCD patients will/can get to their infusion appointments and this will be all they are offered. HPC offers in home nursing at NO CHARGE.	The need for "in-home nursing is based on the medical necessity needs of the member. Nursing services are not included under this RFP and are separate billable services.



**QUESTIONS AND ANSWERS FORM**

**SPECIALTY PHARMACY SERVICES FOR ANTI-HEMOPHILIC AND OTHER BLOOD DISORDER MEDICATIONS - RFP # YH17-0004**

Questions shall be submitted electronically on this form to [Mark.Held@azahcccs.gov](mailto:Mark.Held@azahcccs.gov) no later than

**October 14, 2016, 5:00 PM, ARIZONA TIME.**

Question #	VENDOR NAME	Paragraph # or Title	Page #	Vendor Question	Leave Blank for AHCCCS Response
10.	Phoenix Children's Hospital	5.1.1	5	What process does AHCCCS propose to use to provide a reimbursement methodology for dispenses that do not meet 340B eligibility? (per the CMS State Medicaid Director's Letter, 2/11/16)	The question is unclear as to whether it refers to pharmacies or members that do not meet the HRSA 340B eligibility requirements.
11.	Phoenix Children's Hospital	5.1.18	6	With respect to Scope of Work, is the Contractor expected to include any drug that AHCCCS deems necessary under the terms of this agreement that are not related to hemophilia?	Yes.
12.	Phoenix Children's Hospital	3.2.1	19	Pricing from manufacturers is available at the first day of each quarter. Will AHCCCS accept the new pricing data by the 7th of the month?	Per the Public Health Service Act (provided below), the 340B pricing of a current quarter is based on the Average Manufacturer Unit Price (AMP) minus the Unit Rebate Amount (URA) from the previous quarter. The AHCCCS RFP pricing requires the 340B Actual Acquisition Cost be submitted for reimbursement which is the AMP minus the URA minus additional rebates/discounts, etc. It is unclear as to what pricing is being released on the first day of the current quarter to be used in the current quarter since it is contradictory to the 340B PHS Act below. The AMP and URA files are distributed by CMS approximately 45 days after the close of the previous quarter.  Sec. 340B PUBLIC HEALTH SERVICE ACT LIMITATION ON PRICES OF DRUGS PURCHASED BY COVERED ENTITIES (a) REQUIREMENTS FOR AGREEMENT WITH SECRETARY. (1) IN GENERAL.—The Secretary shall enter into an agreement with each manufacturer of covered outpatient drugs under which the amount required to be paid (taking into account any rebate or discount, as provided by the Secretary) to the manufacturer for



**QUESTIONS AND ANSWERS FORM**

**SPECIALTY PHARMACY SERVICES FOR ANTI-HEMOPHILIC AND OTHER BLOOD DISORDER MEDICATIONS - RFP # YH17-0004**

Questions shall be submitted electronically on this form to [Mark.Held@azahcccs.gov](mailto:Mark.Held@azahcccs.gov) no later than

**October 14, 2016, 5:00 PM, ARIZONA TIME.**

Question #	VENDOR NAME	Paragraph # or Title	Page #	Vendor Question	Leave Blank for AHCCCS Response
					covered outpatient drugs (other than drugs described in paragraph (3)) purchased by a covered entity on or after the first day of the first month that begins after the date of the enactment of this section, does not exceed an amount equal to the average manufacturer price for the drug under title XIX of the Social Security Act in the preceding calendar quarter, reduced by the rebate percentage described in paragraph (2). Each such agreement shall require that the manufacturer furnish the Secretary with reports, on a quarterly basis, of the price for each covered outpatient drug subject to the agreement that, according to the manufacturer, represents the maximum price that covered entities may permissibly be required to pay for the drug (referred to in this section as the 'ceiling price'), and shall require that the manufacturer offer each covered entity covered outpatient drugs for purchase at or below the applicable ceiling price if such drug is made available to any other purchaser at any price.
13.	Phoenix Children's Hospital	3.2.3	19	Will AHCCCS allow the Contractor to dispense product at a non-340B AAC rate during a patient transition while the Contractor is establishing 340B eligibility for the patient?	No, AHCCCS will not establish a non-340B AAC rate. The awarded Vendor is responsible for facilitating, establishing and meeting the 340B patient eligibility requirements.