



**NM Human Services Department, Medical Assistance Division
Hospital Audit, Accounting and Consulting Services
RFP #17-630-8000-0004**

RESPONSES TO QUESTIONS

	RFP SECTION	SECTION TITLE	PAGE	OFFEROR'S QUESTION	HSD'S RESPONSE
1.		Appendix A and Appendix G	37	Appendix A: Appendix A mentions "ending with appendix G." RFP Number 17-630-8000-0004 does not have an Appendix G. Please provide Appendix G if necessary.	Please see Amendment 1
2.	II. Conditions Governing the Procurement III. Response Format and Organization	B. Explanation of Events 6. Submission of Proposal B. Number of Copies 1. Hard Copy Responses A. Technical Proposals B. Cost Proposals	10	Number of Copies (p 21): This section indicates that hard and electronic copies are required. However page 10 references submission via the SPD's electronic procurement system. Can you confirm whether we may use the electronic procurement system?	Please see Amendment 1
3.	III. Response Format and Organization	B. Number of Copies 1. Hard Copy Responses A. Technical Proposals B. Cost Proposals	21	Number of Copies (p 21): Could you clarify how many copies of the redacted proposal are required? Also please clarify the format of the redacted copy (hard copy vs. electronic).	Redacted information is information considered Confidential and only one (1) copy is requested. That hard copy may be placed in a separate envelope and one (1) redacted and one (1) unredacted electronic copy is requested via CD/USB.
4.	III. Response Format and Organization	B. Number of Copies 1. Hard Copy Responses	21	Number of Copies (p 21): Are pdf copies of the proposals acceptable for the electronic version?	No
5.	Appendix F	Organizational Reference Questionnaire	78	Appendix F: In the second paragraph of Page 1 (p 78 of RFP) of Appendix F indicates that the three business references must return the completed questionnaire to Norma Lucero at her physical address; however, later on the page it says the questionnaire should be returned via fax or email. Please clarify which methods of transmission will be accepted.	Please see Amendment 1
6.	Appendix F	Organizational Reference Questionnaire	78	Appendix F: Appendix F indicates that there is a due date for the return of the	Please see Amendment 1



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				forms listed in Section II A of the RFP. We do not see a specific date listed for the return of questionnaires in that section. Can you clarify the due date if it is different than the proposal submission date?	
7	VI. Consultation	B. Business Specifications Mandatory Cost Specifications	33	Cost (Information) (p 33): This section references Appendix 8 and 10. Please provide those appendix if necessary.	Please see Amendment 1
8.	VI. Consultation	B. Business Specifications 2. Performance Surety Bond	32	Surety Bond (p 32): Are you able to provide an estimate of the amount of the Surety Bond should it be required?	Amount of surety bond can be negotiated during the negotiations of final award.
9.	IV. Specifications	A. Detailed Scope of Work I. Performance of Audits	23	Section IV.A. Performance of Audits (p 23): This section indicates that the “audits” will include desk and field audits. In completing the cost proposal is there a desired mix of desk and field audits that the bidders should assume (i.e. a set number or percentage of field audits) in order to present comparable cost proposals?	Each cost report submitted will be subjected to a comprehensive desk audit, which is completed for analyzing the cost report. A complete report of the desk audit and review is due to HSD/MAD. Desk or field audits will be performed on all facilities and per the auditing schedule established by Medicare. The audits would a percentage of both desk and field audits to be determined by HSD/MAD and the contractor.
10.	IV. Specifications	A. Detailed Scope of Work I. Performance of Audits	23	Appendix D: Cost Response Form: Is the bidder supposed to list the items contained in the detailed scope of work (Section IV. A.) and include a price for each? As field audits and desk audits require differing resources, what level of field visits is anticipated by the Department?	Yes. Charges and items listed on Appendix D from the Scope of Work must be justified and evident of need documented in the proposal. Costs will be measured by the components detailed in Section IV. A. Detailed Scope of Work. Please anticipate a full blown Medicaid cost report field exam where all financial schedules and attachments will be requested and provided by the provider prior to the onsite field visit.



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11.		Appendix D: Cost Response Form (Section IV. A.)		Appendix D: Cost Response Form: For purposes of completing the cost response form, are all bidders to assume a number of hospitals that are subject to "desk and field audits"? Currently our understanding is that there are 44 hospitals that are subject to audit activities, should all bidders assume this count in completing their cost proposal?	Yes. All hospitals will have either a desk or a field audit. Please consider the number of 45 hospitals in the count that are subject to audit activities when completing the cost proposal.
12.	III. Response Format and Organization	C. Proposal Format 2. Technical Proposal (Binder 1) F. Response to Specifications 8. New Mexico Preferences (If Applicable)	22	New Mexico Preferences (p 22): Upon reviewing the certification for NM preferences (http://www.tax.newmexico.gov/Business/in-state-veteran-preference-certification.aspx .) there is a statement that indicates "This preference doesn't apply to contracts that use federal funding". Does this contract have the potential to use federal funding? If so, does this preference apply to this RFP?	This procurement involves Federal funds so the NM preferences do not apply.
13.	IV. Specifications	A. Detailed Scope of Work III. Audit Operations, for the entire term of this RFP, including, but not limited to the following:	23, 24	Audit Operations - Value Based Purchasing (p 24, letters Y and Z): Based Purchasing (p 24, letters Y and Z): We recognize the State has existing value-based purchasing (VBP) initiatives, has added requirements to the MCO contracts specific to VBP contracting with high volume hospitals and has been working to refine the model and target specific value areas.	a. We are looking for vendors to propose ways to assist HSD in the evaluation of the VBP program and we are asking the vendors to assist HSD in developing criteria for administering a value based purchasing programs, and performing auditing/administrative functions of its operation; b. The state expects the vendor to propose criteria based upon items Y and Z in the



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				<p>a. As RFP# 17-630-8000-0006, Medicaid Audit Agent for MCOs, also includes request for very similar support specific to the VBP program in Section IV.A.3.o, please elaborate on the expectations of the selected Vendors for each contract related to the hospital VBP program versus the VBP program the MCOs will be administering. How do the roles differ and what are the expectations for collaboration regarding the required deliverables?</p> <p>b. What is the status of the State's efforts to refine the meaning of "value" for the program and of the subcommittee's vetting process of potential targeted value areas? Is information available about decisions that have been made and that might help to inform Vendors' proposals?</p> <p>c. Given the work the State is already conducting specific to the VBP program, please clarify expectations for support in "development of criteria for administering a hospital VBP program." For example, would the Vendor support existing subcommittees in continuing to refine the overall model? Is the support specific to developing internal criteria for operation/oversight of the VBP program? Other?</p> <p>d. Please confirm the State is requesting the</p>	<p>RFP.</p> <p>c. We would expect the vendor to respond to how they would support existing VBP programs; provide recommendations to refine VBP activities including developing internal criteria for the operation of the VBP program.</p> <p>d. The state is requesting the vendor to propose provisions to preform auditing/administrative functions in operation of the VBP program and propose how it will develop criteria for the State to follow to perform auditing/administrative functions in operation of the program.</p>



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				Vendor to perform auditing/administrative functions in operation of the VBP program. Or, will the Vendor assist in development of criteria for the State to follow to perform auditing/administrative functions in operation of the program?	