

**AMENDMENT #1**

**REQUEST FOR PROPOSAL**

**ISSUED BY THE  
NEW MEXICO INTERAGENCY BEHAVIORAL  
HEALTH PURCHASING COLLABORATIVE  
FOR A**

**BEHAVIORAL HEALTH ENTITY**

**RFP# 23-630-7903-0005**



**Issue Date: December 2, 2022**

Request for Proposal Number 23-630-7903-0005 amended as described herein:

CHANGES ON PAGE 20 and 21

**From:**

## B. PROPOSAL FORMAT CONTENT AND ORGANIZATION

All proposals must be submitted as follows:

Organization of files/envelopes for electronic copy proposals:

### Proposal Content and Organization

Direct reference to pre-prepared or promotional material may be used if referenced and clearly marked. Promotional material must be minimal. The proposal must be organized and indexed in the following format and must contain, at a minimum, all listed items in the sequence indicated.

#### **1. Technical Proposal – DO NOT INCLUDE ANY COST INFORMATION IN THE TECHNICAL PROPOSAL.**

- A. Signed Letter of Transmittal
- B. Signed Campaign Contribution Form
- C. Table of Contents
- D. Proposal Summary
- E. Response to Contract Terms and Conditions (from Section II.C.15)
- F. Offeror's Additional Terms and Conditions (from Section II.C.16)
- G. Response to Specifications (except Cost information which shall be included ONLY in Cost Proposal)**
- H. Organizational Experience
- I. Organizational References
- J. Insurance Billing and Coding Expertise
- K. Medicaid Knowledge and Expertise
- L. Training and Technical Assistance Program
- M. Quality Assurance and Program Integrity
- N. Information Systems Capacity and Reports
- O. Customer Service and Technical Support
- P. Oral Presentation and/or System Demonstration
- Q. Financial Stability - (Financial information considered confidential, as defined in Section I.E. and detailed in Section II.C.8, should be placed in the **Confidential Information** file, per Section II.B.1.a.i or Section II.B.2.a.i, as applicable)
- R. Suspension and Debarment Requirement Form
- S. Other Supporting Material (if applicable)

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## A. QUALIFICATIONS AND EXPERIENCE

(There is no page limit for responses to specifications in this section.)

1. Describe in table format the Offeror's experience with state contracts in the past seven (7) years. For each contract listed in the table, please detail:
  - a. A brief statement of the contract's scope of work;
  - b. Duration of the contract;
  - c. Number of consumers served;
  - d. Whether the state required that the Offeror implement a corrective action plan or directed corrective action plan;
  - e. Whether the Offeror was sanctioned;
  - f. The reimbursement structure under the contract (including a separate line for any administrative portions of the reimbursement);
  - g. If the Offeror's experience with the state contract included claims payment, also include:
    1. Total number of annual claims processed/adjudicated;
    2. Percent of all clean claims paid within thirty (30) calendar days of date of receipt;
    3. Percent of all clean claims paid within ninety (90) calendar days of date of receipt;
    4. Claim denial rate (initial submission); and
    5. Percent of clean claims for which interest or some other claim-specific penalty has been paid.
2. Provide, as an attachment, the Offeror's two (2) most recent independently audited annual financial statements (or consolidated financial statements for the Offeror's parent organization). In addition, provide, as an attachment, the Offeror's two (2) most recent quarterly financial statements (or consolidated financial statements for the Offeror's parent organization) with preparation dates indicated.

3. Include a statement of whether, in the last ten (10) years, the Offeror, a predecessor company, the Offeror's parent organization, affiliates, and/or subsidiaries has filed (or had filed against it) any bankruptcy or insolvency proceeding, whether voluntary or involuntary, or undergone the appointment of a receiver, trustee, or assignee for the benefit of creditors. If so, provide an explanation detailing relevant facts, including the date on which the Offeror emerged from bankruptcy or expects to emerge. If still in bankruptcy, provide a summary of and anticipated timeframe for approval of a plan of reorganization.
4. State whether there is any pending or recent (i.e., in the last five (5) years) civil, criminal, or administrative litigation against the Offeror (including parent, affiliated, and/or related business entities) where the amount in controversy is \$1 million or more OR any litigation that is related to a public sector contract (including, but not limited to, Medicaid, Medicare, CHIP, and public employees). If there is any such pending or recent litigation, provide the contract that is being litigated (if applicable), the damages being sought or awarded and the extent to which adverse judgment is/would be covered by insurance or reserves set aside for this purpose. Also, include any outcomes, deferred prosecution agreements (or agreements whose effect is the same) and settlement agreements. Also include any Securities and Exchange Commission (SEC) filings discussing any pending or recent litigation. The Offeror does not need to divulge workers' compensation litigation, real estate litigation, internal contractual litigation (including labor litigation), and employment litigation if there is no Equal Employment Opportunity Commission (EEOC) cause finding (or state/local agency equivalent of cause finding).
5. State whether the Offeror is currently or has recently (within the past five (5) years) been the subject of a criminal or civil investigation by a state or federal agency. If yes, provide an explanation with relevant details and the outcome (if applicable). If the outcome was against the Offeror, provide the corrective action plan the Offeror implemented to prevent such future offenses. Include information for the Offeror's organization as well as any parent organization and any affiliated and/or related business entities that provide public sector services or will provide services under this Contract. The Offeror is not required to include information regarding EEOC investigations that did not result in a cause finding, unless those investigations are ongoing.
6. Identify and describe any debarment or suspension, regulatory action, or sanction (monetary or non-monetary sanctions) imposed by any federal or state regulatory entity against the Offeror within the last five (5) years. This shall include information on parent, affiliated, and/or related business entities.

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## V. EVALUATION

**To:**

## VI. EVALUATION

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**FROM:**

1. Describe the Offeror's vision for coordinating, implementing, and operating processes for collaboration with both the Collaborative and its Funding Member Agencies per Section 3.5.2 of the Contract, including any innovative strategies or approaches.

**To:**

1. Describe the Offeror's vision for coordinating, implementing, and operating processes for collaboration with both the Collaborative and its Funding Member Agencies including any innovative strategies or approaches.

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**FROM:**

4. Describe the Offeror's plans for evaluating providers in accordance with Section 3.16.1.1. Please include a sample scorecard/evaluation template design that addresses areas including, but not limited to: (i) ability to submit timely and accurate claims, (ii) compliance with fraud, waste, and abuse standards and requirements, (iii) meeting access standards, (iv) number of complaints/concerns filed against the provider, etc. Describe the Offeror's rationale for selecting the evaluation elements and the methodology for data capture and scoring.

**To:**

- 4 Describe the Offeror's plans for evaluating providers. Please include a sample scorecard/evaluation template design that addresses areas including, but not limited to: (i) ability to submit timely and accurate claims, (ii) compliance with fraud, waste, and abuse standards and requirements, (iii) meeting access standards, (iv) number of complaints/concerns filed against the provider, etc. Describe the Offeror's rationale for selecting the evaluation elements and the methodology for data capture and scoring.

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9. Describe the Offeror's strategy for detecting and reporting potential fraud, waste, and abuse in accordance with the requirements in Sections 3.18 of the Contract. In the answer, please describe:

**To:**

- 9 Describe the Offeror's strategy for detecting and reporting potential fraud, waste, and abuse. In the answer, please describe:

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**FROM:**

<b>Cost Development Summary</b>	<b>Contract Period 1 (6 months)</b>	<b>Contract Period 2 (1 year)</b>	<b>Contract Period 3 (1 year)</b>	<b>Contract Period 4 (1 year)</b>
<b>Mandatory Services Cost</b>				
<b>Optional Services Cost</b>				

**To:**

<b>Cost Development Summary</b>	<b>Contract Period 1 (1 year)</b>	<b>Contract Period 2 (1 year)</b>	<b>Contract Period 3 (1 year)</b>	<b>Contract Period 4 (1 year)</b>
<b>Mandatory Services Cost</b>				
<b>Optional Services Cost</b>				