



**REVISION ISSUED MARCH 18, 2011**

The answer to question number 2 below has been amended.  
The correct Contract operational period start date is July 1, 2011.

**RFP # 20110211 Non Emergency Transportation Services for  
End Sage Renal Disease Patients**

**Responses to submitted questions**

Question #	RFP Section #	RFP Page #	Question	Response
1	1.7.2	11	Is the PMPM fee paid to the Contractor based on the # of eligible ESRD clients or the actual # of ESRD clients who completed at least 1 trip for the month billed? This section seems to indicate it could be either one.	The PMPM fee is paid based on the number of NET ESRD clients that were transported each month.
2	4.3	21	Will the Contract issued as a result of this RFP end 6/30/14?	No. Section 4.3 should read:  DOM will award a Contract based on proposals. The Contract operational period begins July 1, 2011, and shall terminate on June 30, 2012. DOM may have, under the same terms and conditions as the existing contract, an option for up to a one-year extension, provided DOM obtains approval from the Personal Services Contract Review Board to allow an extension period.

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3	Appendix A	47	What figure should be entered on the line titled "Total Contract Price"? If this figure is computed based on an estimate of the ESRD beneficiaries, please provide the number of beneficiaries to use for each contract year.	This is the Offeror's proposed firm fixed price based on the information provided.
4	Appendix A	47	If this form is supposed to include pricing for each year of the contract, please provide a revised form.	This contract will cover only one year.
5	Appendix A	47	How will DOM compute the lowest fee during the evaluation phase to determine which Bidder receives the highest score?	The Evaluation will be based on the Offeror's firm fixed price.
6	7.2.2	44	Please confirm the accuracy of the Maximum Points per Section included in Section 7.2.2? Section 3.3.11 on Page 18 indicates the maximum score for the Technical Proposal is 700 points while Section 7.2.2 indicates 500 points.	The maximum points available are 500 for both the Technical and Business Proposals; making the total possible combined score 1000 points.
7	7.2.3	46	Please confirm the maximum score for the Cost Proposal is 500 points.	The maximum number of points available for the Business Proposal is 500 points.

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8	4.7.3	26	<p>The RFP indicates that Offerors must bind separately those provisions of the proposal which contain trade secrets or other proprietary data which they believe may remain confidential in accordance with Sections 25-61-9 and 79-23-1, et seq. of the Mississippi Code Annotated of 1972, as amended.</p> <ul style="list-style-type: none"> <li>- It is our understanding that any confidential and proprietary information must be submitted separately ("bind separately") from the actual proposal in the form of an attachment.</li> </ul> <p>However, we find that placing such confidential and proprietary information in a separate binder interrupts the continuity of the proposal and thus compromises the proposal's effectiveness and understanding.</p> <ul style="list-style-type: none"> <li>- From our previous proposal experience, we would like to recommend submitting (1) redacted original version of the proposal which contains blackened screens or images of proprietary and confidential information in addition to the required (1) original, (5) copies, and (1) CD. In doing so, the State will still be able to release the redacted version to those who request it as well as remain compliant with Section 25-61-9 and 79-23-1 of the Mississippi Code.</li> </ul>	Offerors must either bind proprietary data separately or submit a redacted copy of their proposals.
9	6.3	42	<p>The RFP indicates that the Business Proposal must include a detailed worksheet by line item of all costs as it pertains to the Contractor Responsibilities and Deliverables as found in Section 8.0 of the RFP.</p> <ul style="list-style-type: none"> <li>- It is our understanding that Section 8.0 of the RFP has been intentionally omitted.</li> <li>- Does the State intend on releasing a separate listing of line items to be included in a detailed worksheet of all costs as it pertains to the contractor responsibilities and deliverables?</li> </ul>	<p>There has been no omission. Section 8.0 on Appendix A – Budget Summary should read Section 1.0.</p> <p>No. The Offeror should determine the best method of presenting its price.</p>

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10	5.8	41	We are assuming the “Work Plan and Schedule” referred to in this section is seeking the details of the implementation plan to get the project up and operational. Is that a correct assumption?	The Work Plan and Schedule should encompass implementation, operation and turnover phases of the contract.
11	4.6	25	Are the contracts upon which we would enter into with transportation providers subject to the provisions of this section of the RFP?	Yes.
12	Attachment		One-way trips for November and December are lower than the preceding months. Is this due to claims lag? Would you expect November and December volume to be consistent with the other months?	DOM does not process claims for NET ESRD so we cannot affirm or deny that there was a claims lag. We do expect a progressive decrease in the number of ESRD dialysis patients who qualify for this service due to attrition, and new patients are not added to the eligible group
13			May we have a list of current transportation providers/vendors along with contact information?	No, the vendor is responsible for establishing the necessary network.
14			Please provide historical trips monthly under the current contract with sub-totals for each transportation mode tracked such as ambulatory service providers, wheelchair service providers, stretcher service providers, public transit pass or taken, paratransit, etc.	This information is not available.
15			How is the state divided now- regions, counties, cities?	This is a state-wide contract. There are no specific subdivisions.
16			Can we get a list of the current providers and contact information? Also for each, the number of vehicles being used?	This information is not available.

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17			What are the transportation costs under the current contract by month?	This information will not be provided. The Offeror should determine how best to respond.
18			What is the total number of eligible's by the month under the current contract?	This number is not known. Transportation is available only to dialysis and only for those beneficiaries who do not qualify for transportation and were in a PLAD category on December 31, 2005. The utilization data provided with this RFP should be reviewed by the Offeror.
19			When will the state send payments, 1 <sup>st</sup> of month, middle or end?	The successful vendor will be required to bill monthly. The monthly invoice must reflect the number of beneficiaries receiving services in the prior month. The monthly invoice will be reviewed and payment will be made generally within a week of submitting a valid invoice with supporting documentation.
20			Is there other project budget information available by month for the current contract?	No.
21			If currently utilized may we have information on the numbers and dollar amounts for public transportation tokens and/or passes distributed by the program monthly going back over the period of the current contract?	Public Transportation is not being used.
22			What is the policy on escorts if not requested by client if not medically necessary?	The beneficiary can request an escort only if it is medically necessary.
23			Is vendor responsible for oversight of these services by subcontractors for compliance with the RFP?	Yes

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24			Does the division anticipate any problem granting permission to use out of state call centers as long as it is of ultra-high quality and is providing similar Medicaid services?	The Offeror should determine how best to respond to this requirement.
25			Is vendor responsible for getting the escort from residence door to facility door? Ex. Personally assisting the escort?	No.
26			Are there any specific requirements or certifications for drivers or attendees?	Requirements are outlined in the RFP Section 1.6.1.5
27			May we have a copy of historical complaints?	No.
28			What types and amounts of insurance are required for vendor, subcontractor, or volunteer?	Requirements are outlined in the RFP Section 1.6.1.3.
29			What is the states latest method of calculating cost in the current contract?	Your question is not clear.
30			Is the Division of Medicaid open to different contract cost calculation methods and procedures?	The Offeror should determine how best to develop their cost proposal. However, a firm fixed price must be provided which will be used in the Cost Evaluation.
31			Is vendor responsible for cost associated with criminal background checks and drug testing of subcontractors?	Yes.

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32			Please validate that the vehicle requirements for complaint forms do not apply to common carriers we use such as intercity bus, transit bus, and taxi services.	The vehicle standards apply to all carriers.
33			What is today's mileage rate for reimbursement and if different for volunteers what that amount would be as well?	The Offeror is expected to develop the payment rates for their vendors.
34			May we have a copy of the most recently available management reports filed for the service, less any confidential information that needs to be redacted if applicable, for all routine reports required in today's contract including, if they are applicable today?	No.
35			May we have the results of the last survey performed for the services?	No.
36			To assist with cost analysis for the service, may we have the most recent call statistics available?	Call statistics are not available.
37			If the subcontractors are not known yet, if we fill out the rest of the information on methods of subcontracting, will this be compliant with this section?	The Offeror is encouraged to present its best proposal. Failure to provide subcontractors in the proposal will not disqualify the Offeror but may impact evaluation.
38			Is there a list of facilities in the state that is currently using the service today preferably with historical quantities?	This information is not available.

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39			In the event of changes in regulation, which cannot have been anticipated that increase the cost of the contractor, the vendor be subject to adjustment and/or renegotiation. Examples might include new laws effecting employee health insurance, new excise taxes on fuel, new excise taxes on revenues or costs, changes in the minimum wage, changes in Medicare rules, etc.	A Contract Amendment may be requested but is not guaranteed.
40			Does the current vendor provide annual written materials to the target populations about the transportation delivery system?	No.
41			Will the successful broker receive an electronic download for eligibility? If yes, what will the frequency be: daily or monthly?	The successful broker will have electronic access to the most recent eligibility data.
42			Will the State provide the list of the covered services that are eligible for non-emergency transportation?	This program is for a closed group of beneficiaries that were in the former PLAD category as of 12/31/2005 and provides dialysis transportation only. These beneficiaries are now eligible through the Healthier Mississippi waiver which does not provide transportation benefits.
43			May we have the monthly transportation summary report for the prior 12 months?	This information is not available.
44			May we have the annual transportation report for life of contract?	This information is not available.
45			May we have the number of denial and by month?	Denials do not apply to this contract.



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46			Please provide the recipient satisfaction survey for the life of the current contract and can the State provide Staffing number and type of staff employed by current broker?	There have been no surveys.
47			Please provide the current operations manual for this program.	This information is not available.
48			Please provide corrective action plans that the State has issued under the current contract.	There have been none.
49			Please provide the payment methodology for the life of the contract.	Please see RFP Section 1.7.
50			Please provide the annual brokerage payment by month for the current contract.	This information is not available.
51			Does the State have any project numbers for the purposes of this RFP? If yes, please provide.	No.
52			Please provide the number of trips transported. Please provide the number of trips transported by service type (IE, wheel chair, stretcher, lift, ambulatory).	The trip data in Attachment One will be the only utilization data provided.
53			Please provide the number of trips scheduled. Please provide the number of trips scheduled by service type (IE, wheel chair, stretcher, lift, ambulatory).	The trip data in Attachment One will be the only utilization data provided.

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54			What is the average trip length?	This information is not available.
55			What is the average trip cost?	This information is not available.
56			Is the NEMT provider responsible for the exceptional modes of transportation such as commercial or private air? If so, how many trips were taken in exceptional modes and what was the average cost per trip?	The trips provided under this contract are to dialysis only. There will be no exceptional modes utilized.
57			How many trips have been denied in the past year?	This information is not available.
58			Approximately how many members received recipient mileage reimbursement in the last year?	None.
59			What is the number and geographic location (by county for example) of the current transportation providers and recipients utilizing services?	This information is not available.
60			Please provide the most current Fraud and Abuse report from the current vendor.	This information is not available.
61	1.2.3	7	What are the submission requirements for the Business Proposal?	Submit one original Business Proposal and two (2) copies. This must be packaged separately from the Technical Proposal.