

**Amendment #10 to RFQ 20211210: Summary of Pre-Qualification Conference
Held on Friday, January 14, 2022**

RFQ #: 20211210 / RFx#3150003991

Date: February 11, 2022

RFQ Name: Mississippi Division of Medicaid Coordinated Care

The Division held a Pre-Qualification Conference on Friday, January 14, 2022. This meeting has been transcribed so that Offerors have a record to reference. Statements made in the meeting have been further clarified by Amendment 2. No part of Amendment 10 supersedes any amendment made after the date of the Pre-Qualification conference. The only additional requirement is included in 1, below.

This document contains the follow:

- 1. Attendance Sheet – The Offeror’s representative must sign this sheet, certifying that the Offeror attended the pre-qualification conference on Friday, January 14, 2022. This must be submitted with the Receipt of Amendment 10 Acknowledgement when the Offeror submits its qualification.**
2. Transcript of Pre-Qualification Conference
3. Slide Deck presented at the Conference

Receipt of Amendment 10 Acknowledged:

(Signature)

(Printed)

(Title)

(Company)

ATTENDANCE SHEET

**RFQ 20211210: Coordinated Care Procurement
Pre-Qualification Conference
January 14, 2022, at 1:00 P.M.**

On January 14, 2022, at 1:00 p.m., the Mississippi Division of Medicaid held a Pre-Qualification Conference via Microsoft Teams. Potential Offerors were required by RFQ 20211210: Section 1.2.2.2, Mandatory Pre-Qualification Conference, to attend the conference. At least one representative had to be present for the entirety of the conference. Attendance was taken at the beginning of the conference for each attendee, and then again at the end of the conference for one representative for each Potential Offeror.

	<u>Representative Name</u>	<u>Organization Name</u>	<u>Required End of Meeting Attendance ✓</u>
1.	<u>Aaron Sisk</u>	<u>Magnolia Health Plan</u>	<u>✓</u>
2.	<u>Brittany Stephenson</u>	<u>Magnolia Health Plan</u>	<u>_____</u>
3.	<u>Randall Brock</u>	<u>AmeriGroup Mississippi, Inc</u>	<u>_____</u>
4.	<u>Debby Brutsman</u>	<u>Care Source/TrueCare</u>	<u>_____</u>
5.	<u>Dana Carbo-Bryant</u>	<u>United HealthCare of MS, Inc.</u>	<u>_____</u>
6.	<u>Tara Clark</u>	<u>AmeriGroup Mississippi, Inc.</u>	<u>✓</u>
7.	<u>Katelyn Cooper</u>	<u>United HealthCare of MS, Inc.</u>	<u>_____</u>
8.	<u>Cheryl Crombie</u>	<u>Molina HealthCare of MS, Inc.</u>	<u>_____</u>
9.	<u>Matthew Dey</u>	<u>AmeriGroup Mississippi, Inc.</u>	<u>_____</u>
10.	<u>Jennifer Driggs</u>	<u>AmeriGroup Mississippi, Inc.</u>	<u>_____</u>
11.	<u>Chandler Ewing</u>	<u>United Healthcare of MS, Inc.</u>	<u>_____</u>
12.	<u>Lauren Fancy</u>	<u>AmeriGroup Mississippi, Inc.</u>	<u>_____</u>
13.	<u>Bridget Galatas</u>	<u>Molina HealthCare of MS, Inc.</u>	<u>_____</u>
14.	<u>Erin Gilbert</u>	<u>AmeriGroup Mississippi, Inc</u>	<u>_____</u>
15.	<u>J. Michael Parnell</u>	<u>United HealthCare of MS, Inc.</u>	<u>✓</u>
16.	<u>Jordan Geolat</u>	<u>Magnolia Health Plan</u>	<u>_____</u>
17.	<u>Taira Kelley</u>	<u>TrueCare</u>	<u>_____</u>
18.	<u>Jeremy Ketchum</u>	<u>Molina HealthCare of MS, Inc.</u>	<u>✓</u>
19.	<u>Ian Long</u>	<u>TrueCare</u>	<u>_____</u>
20.	<u>Karson Luther</u>	<u>AmeriGroup Mississippi, Inc</u>	<u>_____</u>
21.	<u>Latrina McClenton</u>	<u>United HealthCare of MS, Inc.</u>	<u>_____</u>

22.	<u>Sanjoy Musunuri</u>	<u>True Care</u>	<u> </u>
23.	<u>Jason Neerman</u>	<u>True Care</u>	<u> </u>
24.	<u>Nicole Litton</u>	<u>Magnolia Health Plan</u>	<u> </u>
25.	<u>Kristi Plotner</u>	<u>United HealthCare of MS, Inc.</u>	<u> </u>
26.	<u>Dawn Price</u>	<u>True Care</u>	<u> </u>
27.	<u>Jennifer Quittschreiber</u>	<u>Molina HealthCare of MS, Inc.</u>	<u> </u>
28.	<u>Richard Roberson</u>	<u>True Care</u>	<u>✓ </u>
29.	<u>Tim Moore</u>	<u>True Care</u>	<u> </u>
30.	<u>Trip Peeples</u>	<u>Magnolia Health Plan</u>	<u> </u>
31.	<u>Mark Voudrie</u>	<u>AmeriGroup Mississippi, Inc</u>	<u> </u>
32.	<u>Khanh Vu</u>	<u>AmeriGroup Mississippi, Inc</u>	<u> </u>
33.	<u>Will Simpson</u>	<u>Magnolia Health Plan</u>	<u> </u>
34.	<u>Dana Yancey</u>	<u>Molina HealthCare of MS, Inc.</u>	<u> </u>
35.	<u>James Sasso</u>	<u>Care Source/True Care</u>	<u> </u>
36.	<u>Maggie Middleton</u>	<u>DOM</u>	<u> </u>
37.	<u>Jeanette Crawford</u>	<u>DOM</u>	<u> </u>
38.	<u>Kate Holland</u>	<u>DOM</u>	<u> </u>
39.	<u>Kayla McKnight</u>	<u>DOM</u>	<u> </u>

Meeting adjourned 1:30 PM.

On behalf of my organization, I attest that a representative for the Organization attended this meeting, in compliance with RFQ 20211210: Section 1.2.2.2, Mandatory Pre-Qualification Conference:

(Signature)

(Printed)

(Title)

(Company)

In The Matter Of:
Mississippi Division of Medicaid Office of Procurement
DOM Coordinated Care Procurement

Mandatory Pre-Qualification Conference
January 14, 2022



Min-U-Script® with Word Index

MISSISSIPPI DIVISION OF MEDICAID
OFFICE OF PROCUREMENT

DIVISION OF MEDICAID COORDINATED CARE PROCUREMENT
MANDATORY PRE-QUALIFICATION CONFERENCE

DATE: FRIDAY, JANUARY 14, 2022
TIME: 1:00 p.m.

TRANSCRIBED BY: AMANDA M. WOOTTON, CSR, RPR

AW Reporting
amanda@awreporting.net
338 Indian Gate Circle
Ridgeland, Mississippi 39157
601.573.0961

1 * * * * *

2 MS. MCKNIGHT: All right. Well, Good
3 afternoon, everyone. And thank you guys for joining
4 the call. I wanted to first start by -- I see that we
5 have quite a few people on the call.

6 Is there anyone that's waiting on
7 anyone? Do we need to maybe extend the time to 1:05?
8 Does everybody feel like they have their team?

9 All right.

10 MR. BROCK: I think everybody is good,
11 yeah.

12 MS. MCKNIGHT: All right. I guess I'll
13 go that way. AmeriGroup, are you good?

14 MS. CLARK: We're good.

15 MS. MCKNIGHT: Good. All right.

16 TrueCare.

17 I saw you shaking your head. Okay.

18 MR. DEY: Yes, we are good.

19 MS. MCKNIGHT: Okay. Magnolia, are you
20 guys good?

21 MR. SISK: We're good.

22 MS. MCKNIGHT: All right. And Molina.

23 MR. KETCHUM: Yes, we're good.

24 MS. MCKNIGHT: Okay. All right. So
25 this is the Prequalification Conference for the

1 Coordinated Care Procurement. My name is Kayla
2 McKnight, and I'm the Procurement Director here at the
3 Mississippi Division of Medicaid. I'm going to first
4 start off by taking attendance, and then I'll give you
5 a little instruction on that.

6 So we will call on you one by one. You
7 just state your name and your organization. At least
8 one member of your organization must be present for
9 the entire meeting. At least one member of your
10 organization must appear on video.

11 After attendance is taken, please mute
12 your microphones. And then at the end of the
13 presentation, we'll retake attendance but only one
14 person from each of your organizations will have to be
15 present at that point.

16 All right. So how I'll do this is I'm
17 going to go through our chat, and I will start with
18 the names in the chat and then I will go over to the
19 phone numbers. All right. And again you'll just need
20 to let me know your name, repeat that for us and then
21 the organization.

22 All right. The first one is Aaron
23 Sisk.

24 MR. SISK: Hey. Aaron Sisk. Magnolia
25 Health Plan.

1 MS. MCKNIGHT: Magnolia.

2 Brittany Stephenson.

3 MS. STEPHENSON: Brittany Stephenson.

4 Magnolia Health Plan.

5 MS. MCKNIGHT: All right. Randall

6 Brock.

7 MR. BROCK: Randall Brock. AmeriGroup.

8 MS. MCKNIGHT: AmeriGroup. Okay.

9 Debby Brutsman.

10 MS. BRUTSMAN: Hi. Debby Brutsman.

11 Care Source, partner with TrueCare.

12 MS. MCKNIGHT: TrueCare. Okay. Thank

13 you, Debby.

14 All right. The next one is Dana

15 Carbo-Bryant.

16 MS. CARBO-BRYANT: Dana Carbo-Bryant.

17 United Healthcare.

18 MS. MCKNIGHT: All right. Our next one

19 is Tara Clark.

20 MS. CLARK: Hi. Tara Clark.

21 AmeriGroup Mississippi.

22 MS. MCKNIGHT: Okay. Katelyn Cooper.

23 MS. COOPER: Hi. Katelyn Cooper.

24 United Healthcare.

25 MS. MCKNIGHT: Cheryl Crombie.

1 MS. CROMBIE: Cheryl Crombie. Molina
2 HealthCare.

3 MS. MCKNIGHT: Molina.
4 Matthew Dey.

5 MR. DEY: Matthew Dey. AmeriGroup
6 Mississippi.

7 MS. MCKNIGHT: AmeriGroup.
8 Jennifer Driggs.

9 MS. DRIGGS: Hi. Jennifer Driggs with
10 AmeriGroup Mississippi.

11 MS. MCKNIGHT: AmeriGroup.
12 Chandler Ewing.

13 MR. EWING: Chandler Ewing with United
14 Healthcare, Mississippi.

15 MS. MCKNIGHT: Lauren Fancy.

16 MS. FANCY: Hi. Lauren Fancy.
17 AmeriGroup Mississippi.

18 MS. MCKNIGHT: Bridget Galatas.

19 MS. GALATAS: Bridget Galatas. Molina
20 Healthcare of Mississippi.

21 MS. MCKNIGHT: United.

22 MS. GALATAS: Molina.

23 MS. MCKNIGHT: Thank you, Bridget.

24 All right. Erin Gilbert.

25 MS. GILBERT: Hi. Erin Gilbert.

1 AmeriGroup, Mississippi.

2 MS. MCKNIGHT: All right.

3 Michael Parnell.

4 MR. PARNELL: Michael Parnell. United
5 Healthcare of Mississippi.

6 MS. MCKNIGHT: Okay. Let me make sure
7 I've got your name. Parnell. Okay.

8 Jordan Geolat.

9 MS. GEOLAT: Jordan Geolat. Magnolia.

10 MS. MCKNIGHT: Geolat. Sorry about
11 that. Magnolia.

12 MS. GEOLAT: No worries. It doesn't
13 pronounce like it's spelled at all.

14 MS. MCKNIGHT: Hold on, let me see. I
15 have more. All right.

16 Taira Kelley.

17 MS. KELLEY: Hi. Taira Kelley.

18 TrueCare.

19 MS. MCKNIGHT: TrueCare.

20 All right. Jeremy Ketchum.

21 MR. KETCHUM: Hi. Jeremy Ketchum.

22 Molina HealthCare of Mississippi.

23 MS. MCKNIGHT: Molina. All right. Ian
24 Long.

25 MR. LONG: Ian Long. TrueCare.

1 MS. MCKNIGHT: TrueCare.

2 Karson Luther.

3 MS. LUTHER: Hi, Karson Luther.

4 AmeriGroup Mississippi.

5 MS. MCKNIGHT: Latrina McClenton.

6 MS. MCCLENTON: Hello. Latrina

7 McClenton. United Healthcare.

8 MS. MCKNIGHT: UHC.

9 Sanjoy Musunuri.

10 MR. MUSUNURI: Sanjoy Musunuri.

11 TrueCare.

12 MS. MCKNIGHT: TrueCare.

13 Jason Neerman.

14 MR. NEERMAN: Yes, ma'am. Jason

15 Neerman. TrueCare.

16 MS. MCKNIGHT: TrueCare.

17 Nicole Litton.

18 MS. LITTON: Nicole Litton. Magnolia

19 Health Plan.

20 MS. MCKNIGHT: Kristi Plotner.

21 MS. PLOTNER: Hi. Kristi Plotner.

22 United Healthcare.

23 MS. MCKNIGHT: UHC.

24 Dawn Price.

25 MS. PRICE: Hi, Dawn Price. TrueCare.

1 MS. MCKNIGHT: Jennifer Q.

2 MS. QUITTSCHREIBER: Jennifer
3 Quittschreiber. Molina Healthcare.

4 MS. MCKNIGHT: Molina. I didn't want
5 to do it.

6 MS. QUITTSCHREIBER: Oh, it's okay.

7 MS. MCKNIGHT: All right. Richard
8 Roberson.

9 MR. ROBERSON: Hey. Richard Roberson
10 with TrueCare.

11 MS. MCKNIGHT: TrueCare.
12 Jennifer, I had you down as Molina; is
13 that correct?

14 MS. QUITTSCHREIBER: That's correct,
15 yeah.

16 MS. MCKNIGHT: Okay. All right.
17 Tim Moore.

18 MR. MOORE: Tim Moore. TrueCare.

19 MS. MCKNIGHT: TrueCare.
20 Trip Peeples.

21 MR. PEEPLES: Hey. Trip Peeples.
22 Magnolia Health Plan.

23 MS. MCKNIGHT: Mark Voudrie.

24 MR. VOUDRIE: Mark Voudrie. AmeriGroup
25 Mississippi.

1 MS. MCKNIGHT: AmeriGroup.

2 Khanh Vu.

3 MS. VU: Hi there. It's Khanh Vu.
4 AmeriGroup Mississippi.

5 MS. MCKNIGHT: AmeriGroup. Sorry about
6 that.

7 MS. VU: No worries.

8 MS. MCKNIGHT: All right. Will
9 Simpson.

10 MR. SIMPSON: Will Simpson. Magnolia
11 Health Plan.

12 MS. MCKNIGHT: All right. Dana Yancey.

13 MS. YANCEY: Hi. Danny Yancey. Molina
14 Healthcare.

15 MS. MCKNIGHT: Molina HealthCare.

16 Okay. All right. So going back
17 through making sure I didn't miss any names.

18 All right. So I have two phone numbers
19 here. And what I would like for you guys to do, I'm
20 going to go ahead and get you guys to announce
21 yourselves and your organization, but what I would
22 also like and to provide it on an upcoming slide is if
23 you could e-mail your name and -- or leave your
24 signature block there and we'll have it. But e-mail
25 that to the MSCAN_CHIP@medicaid.ms.gov e-mail address

1 just so I can get the spelling correct and don't
2 clobber it up too much, but I will ask you to announce
3 yourself on the call.

4 All right. So the number I see here
5 is, it ends in 1865. Area code 508.

6 Now, is that a number for someone who's
7 also -- have already announced themselves?

8 MS. COOPER: That's my number. Katelyn
9 Cooper that ends in 1865.

10 MS. MCKNIGHT: Okay. Katelyn Cooper.
11 Got you, Katelyn. 1865.

12 All right. The number ending 2294 with
13 an area code of 618. Is that someone?

14 MS. STEPHENSON: Hey, that's -- it is.
15 That's Brittany Stephenson with Magnolia.

16 MS. MCKNIGHT: Brittany. Okay. Hold
17 on just one second. Looks like your name is one of
18 the longer names. Oh, I've got you. At the top. All
19 right.

20 So again, at the end of the call --

21 MS. MIDDLETON: Someone else came in.
22 James Sasso.

23 MR. SASSO: Hi. James Sasso with Care
24 Source.

25 MS. MCKNIGHT: James. Okay. True

1 Care/Care Source. All right. Thank you.

2 All right. Is there anyone else that I
3 missed?

4 Okay. All right. Again, at the end of
5 the call, we will go back through a quick attendance,
6 again only one person from each organization will have
7 to be -- will have to remain on the call for the
8 entire duration.

9 So I want to go ahead and introduce the
10 DOM staff. So again, I'm Kayla McKnight, and I'm the
11 Procurement Director, our Director of Procurements and
12 Contracts here at the Division of Medicaid. We have
13 Kate Holland and Jeanette Crawford and they're both
14 Procurement officers on our PPRB side. And then we
15 have our senior attorney Maggie. She's been very
16 instrumental in helping us with this, and she's going
17 to walk you through the slides and discuss everything
18 with you.

19 Maggie.

20 MS. MIDDLETON: All right. Hi, y'all.
21 Thank you-all for being here today. I'm not going to
22 take up too much of your time with slides. There are
23 just a few things that we wanted to clarify now that
24 we've gotten in Letters of Intent, and we wanted to
25 give you a heads up about a couple of things.

1 One thing I'm going to ask all of y'all
2 to do is please mute your microphone. Even if you
3 think it's muted, double check that it's muted. I
4 know we've all been doing this whole, you know, kind
5 of Zoom lifestyle for a long time now and I still mess
6 it up so I would like to remind everybody about that
7 at the beginning of a meeting. Let me go back.

8 Secondly, this meeting is being
9 recorded. That was on the first slide that you saw
10 when you came in, so I wanted to remind everybody of
11 that. That -- this recording will be released when we
12 release our summary of this as well so you'll be able
13 to come back and see that later on if you need to or
14 if you miss anything. And if you're uncomfortable
15 with it being recorded, you can leave the meeting but
16 we have to record it.

17 Questions about statements made in this
18 presentation should be sent to the dedicated e-mail
19 for the Procurement. I think y'all are familiar with
20 that by now, but if not it's
21 MSCAN_CHIP@medicaid.ms.gov. Of course that e-mail is
22 a reminder to everybody that this Procurement is for
23 both MSCAN and CHIP. We want to make sure that both
24 of those populations get plenty of your attention in
25 your answers. And submit those questions about just

1 this presentation no later than next Wednesday at
2 5 p.m.

3 we're not taking any more questions
4 about substantive matters of interpretation of the
5 RFQ. That deadline, as y'all are all well aware, was
6 last Friday. We got a bunch of great questions from
7 y'all that we're working through and we are going
8 to -- we're going to have all of those answers back to
9 you and published by February 7th. So that is just
10 kind of the -- setting the stage before we begin. So
11 like I said, this isn't going to take terribly long,
12 but there are some important points that we want to go
13 over with y'all.

14 So we're already rocking through the
15 agenda. We've already taken attendance and thank you
16 to Kayla for doing that in an orderly manner. I know
17 it's a lot of people who are interested in this.
18 Thank y'all all for following directions very well.
19 We appreciate that because we want to get through it.

20 First, we're going to talk about the
21 Procurement Timeline. That's laid out in the RFQ and
22 it's not too different. Now that we kind of know the
23 universe of submissions that we might get as limited
24 by the number of Letters of Intent we got, we have
25 sort of a clearer idea of how it's going to all play

1 out.

2 Then I'm going to talk with y'all a
3 little about SharePoint. This is the first time that
4 we're using SharePoint to submit RFQs for this
5 purpose. That is -- it has a lot of benefits really
6 to everybody. I think that's going to streamline the
7 process a lot and our IT department is excited about
8 it, and I know PPRB has been supportive of our
9 pursuing this route. Y'all know these files are quite
10 large so hopefully that will streamline a bunch of
11 things.

12 Then I have a few clarifications on
13 formatting requirements. There were a lot of
14 questions about that so I wanted to go ahead and
15 address some of those. I also want to talk with y'all
16 a little bit about the State Enterprise Security
17 Policy. I think we're going to have to do an
18 amendment about that because we have a faulty link in
19 there. So those are just a few highlights we wanted
20 to get in with y'all today, and then we're going have
21 some closing remarks and Kayla is going to take
22 attendance again.

23 Okay. So the timeline is as stated in
24 the RFQ, that no later than Monday, February 7th at
25 5 p.m., the Office of Procurement is going to release

1 answers to questions submitted last Friday. All of
2 y'all who submitted a Letter of Intent that are here
3 today, you'll receive notice of a posting of that and
4 be able to access those. Then everybody knows the
5 deadline, but to clarify it, to say it, to put it on
6 the record, the deadline to submit your qualification
7 through SharePoint is at 2 p.m. on Friday, March 4th.
8 After 2 p.m., we're going to shut off access and that
9 way nobody can submit after that.

10 I'm going to have information for y'all
11 about who you can talk to in our IT department. If
12 you're having any problems with that, you're also
13 going to get an e-mail about it later this week and
14 I'll talk to you about that when I get to that slide.

15 After you make that submission, we're
16 going to do internal vetting of those qualifications
17 for responsiveness and compliance with the RFQ and the
18 PPRB rules. Everybody has access, of course, to the
19 rules in the RFQ. The rules for PPRB are linked in
20 that RFQ. So if you have any questions about
21 interpretation of their rules, you know, reach out to
22 PPRB about that. But we have an entire month set
23 aside to vet those qualifications and to ensure that
24 they are compliant, so we're going to be spending, you
25 know, a lot of time being very thorough about it to be

1 sure that this process runs as smoothly as they can.

2 By April 4th, maybe sooner if we get
3 through vetting sooner, but by April 4th, the
4 proposals will make their way to the evaluation
5 committee. And the way that that works is the
6 evaluation committee will get the technical proposal
7 first. That means they'll be, you know, doing the
8 blind scoring section of things first. They will not
9 have access to the identities of what -- what identity
10 goes with what proposal. So they won't be aware of
11 that. They'll just be basing their scores on, you
12 know, what is contained in that proposal, how does
13 that serve the agency's needs, how does that serve the
14 people of Mississippi that we're trying to serve.

15 So after we -- we have a period for
16 them to evaluate, we will have a consensus scoring
17 session where they'll all get together and they will
18 come up with a consensus score, one score that comes
19 out of the evaluation committee for each part of that
20 technical evaluation. At that point, those scores
21 will be blocked. Those will be put away. They
22 will -- those scores will be, you know, done and can't
23 be changed. And then they will get access to the
24 management proposal. And at that point, it's unblind
25 as explained in the RFQ. So they will have knowledge

1 of who the proposals are as linked to the identity of
2 the Proposers at that point in that second half.

3 we're hoping to finish the evaluation
4 and consensus scoring process by the end of June which
5 would mean that in July we're hopeful that we will be
6 releasing award. As y'all know, sometimes these
7 things take a longer period of time, sometimes you get
8 lucky and they take a shorter period of time. But we
9 do suspect that in July we will be making the agency's
10 announcement. Implementation will then begin after
11 award is verified by PPRB.

12 Y'all know that there can be protests
13 that come up. There can be all kinds of things that
14 can delay award being made. We are mindful of that,
15 and we're going to work with everybody to ensure that
16 this is as smooth of a process as it possibly can be.

17 The SharePoint Submission Process. I
18 wanted to be sure to get to talk with y'all just a
19 little bit just because it is something new. I think
20 most of the people on this call, at least y'all are
21 familiar with SharePoint or you have someone in your
22 organization who's very familiar with SharePoint.

23 Your organization on its Letter of
24 Intent, they had to supply the name of someone who
25 would be responsible for submitting your proposal

1 through SharePoint. That person, that e-mail account
2 that you gave us is going to get an e-mail from our IT
3 department next week that is going to give them that
4 access. We already have folders set up in there.
5 There are five folders. And we've talked about in the
6 RFQ what's supposed to go in each folder. But there's
7 one for the transmittal letter, one for the technical
8 proposal, one for the management proposal, one for
9 your fully redacted proposal which would be your
10 entire proposal redacted in a way that could be
11 released publically and then prior submissions.

12 And that prior submissions folder is
13 just like if you had submitted a paper proposal and
14 then resubmitted, submitted one that superseded it.
15 We have to keep record of that. So if you do submit
16 something like, let's say on March 1st you submit your
17 whole proposal and then you decide oh, I wanted to
18 tweak the technical proposal. You need to move that
19 original technical proposal into the prior submissions
20 and put your most up-to-date technical proposal in the
21 technical folder.

22 If you have any questions about that,
23 technical assistance is going to be through
24 Christopher Shontell here at Medicaid. His e-mail is
25 Christopher.Shontell, just as it appears on the

1 screen, at medicaid.ms.gov, and I believe he's going
2 to be the one who's going to be e-mailing you. But at
3 the very least, his e-mail is going to be in the
4 information that you get next week. And any time you
5 e-mail Chris, please CC the dedicated e-mail that we
6 have just so we know that that communication is going
7 on. That is the only other person in Medicaid you
8 should be communicating with outside of that dedicated
9 Procurement e-mail. And that's just so we can keep
10 everything smooth, make sure that everybody is
11 following all of the rules that they're supposed to
12 follow.

13 All right. Some clarification on
14 formatting requirements. There have been a few
15 questions about can we use different color fonts, can
16 we use different fonts, that type of thing. All of
17 the text must be black. It must be Times New Roman.
18 It must be 12 pt. in the body of your response. If
19 you have headers, footers, callouts, you can use a
20 smaller font but please don't let it be smaller than 9
21 pt. font. Y'all, I can't read that. I know people on
22 the evaluation committee can't read that. We want to
23 make sure it's readable. These requirements apply to
24 all aspects of the qualification. We ask that you
25 don't include any branding on any part of the

1 proposal. We just want our evaluation committee to
2 evaluate the words that you have put on that page and
3 nothing else. We want them to make their decision
4 based solely on, you know, what you've proposed and
5 the services that you've proposed and, you know, the
6 support that you've talked about having -- that you
7 talk about having to make the delivery with those
8 services. And we don't want them distracted by
9 anything else, and that's part of why we've asked for
10 this. Your name should appear on the cover pages for
11 each of your proposals. And in the name of the
12 proposal, we're going to remove those cover pages and
13 that's just for our file keeping purposes.

14 These details will be included in the
15 questions and answers that come up on -- that we post
16 on February 7th, and I'll also be -- we'll also be
17 addressing other questions y'all have asked about
18 formatting in that as well as obviously all of the
19 other questions.

20 There's also I think a few questions
21 that we got about the forms that are in the appendices
22 and how to use those, whether you should convert those
23 to word yourself. We have the word files, so we're
24 going to go ahead and give those to y'all by the end
25 of next week just so you can use them and everybody is

1 using the same thing. We want this to be as uniform
2 as possible again just so we can focus on content
3 instead of what it looks like.

4 All right. The State Enterprise
5 Security Policy. That is located in Section 5 of the
6 RFQ, and we've looked at that and we got notices from
7 some of y'all that that link doesn't work. That is
8 correct. The link does not work. The policy has
9 changed. So what we're going to do is, we're going to
10 amend the RFQ next week and issue an amendment so that
11 we're aware -- everybody is aware of the right policy
12 and has a link to the right thing. So we'll make sure
13 to make you aware of that amendment next week when we
14 make it.

15 Lastly, like I told y'all, this was
16 short and sweet. There's just a few things we want to
17 make you aware. Again, questions about statements
18 made in this presentation should be submitted to that
19 general MSCAN_CHIP@medicaid.ms.gov e-mail no later
20 than next Wednesday at 5 p.m. No more substantive
21 questions. Time for that has passed and we're working
22 our way through those. And if you have any questions
23 about technical issues, e-mail Christopher Shontell
24 and CC MSCAN-CHIP@medicaid.ms.gov with that
25 communication.

1 And then, Kayla, I'm going to turn it
2 back to you as Chair of the conference.

3 MS. MCKNIGHT: Thank you. All right.
4 So just one person so we don't go back through the
5 entire list. One person can speak up for each
6 organization. I'll call each organization out by name
7 and your representative can speak up. All right.
8 Hold on just a second.

9 So AmeriGroup Mississippi.

10 MS. CLARK: Hi. Tara Clark still here.

11 MS. MCKNIGHT: Tara Clark. Thank you.
12 Magnolia Health Plan.

13 MR. SISK: Hey, Aaron Sisk.

14 MS. MCKNIGHT: Aaron Sisk. Thanks
15 Aaron.

16 All right. TrueCare.

17 MR. ROBERSON: Hey. Richard Roberson
18 still here.

19 MS. MCKNIGHT: Richard Roberson. Got
20 you, Richard.

21 Molina HealthCare of Mississippi.

22 MR. KETCHUM: Hey. Jeremy Ketchum.
23 still here.

24 MS. MCKNIGHT: Got you, Jeremy.

25 And United Healthcare of Mississippi.

1 MR. PARNELL: Hi, Kayla. Michael
2 Parnell.

3 MS. MCKNIGHT: Michael Parnell. All
4 right. Give me just a second. I'm looking for you.
5 All right. I've got everybody. We appreciate you so
6 much for joining the call today.

7 This adjourns the meeting, and again
8 any questions, please send them to the
9 MSCAN_CHIP@medicaid.ms.gov box before January 19th or
10 at -- by January 19th at 5 o'clock. Any technical to
11 Christopher.Shontell@medicaid.ms.gov.

12 And no more substantive questions.
13 We appreciate you guys. Thank you so much. Bye.

14 (WHEREUPON, THE MEETING WAS CONCLUDED.)
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CERTIFICATE OF REPORTER

I, AMANDA WOOTTON, Court Reporter and Notary Public for the State of Mississippi, do hereby certify that the above and foregoing pages contain a full, true and correct transcript of the proceedings had in the aforementioned case at the time and place indicated, which proceedings were recorded.

I certify that I have no interest, monetary or otherwise, in the outcome of this case.

This the 10th day of February 2022.



AMANDA M. WOOTTON

My Commission Expires:
December 15, 2022

**Mississippi Division of Medicaid Office of Procurement
DOM Coordinated Care Procurement**
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Transcript of Pre-Qualification Conference

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Mandatory Pre-Qualification Conference
 Transcript of Pre-Qualification Conference

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Division of Medicaid Coordinated Care Procurement

Mandatory Pre-Qualification Conference

Friday, January 14, 2022, 1:00 p.m.

**THIS MEETING IS BEING RECORDED. BY ATTENDING, YOU ARE GIVING
YOUR CONSENT TO BEING RECORDED. LEAVE THE MEETING IF YOU DO
NOT CONSENT.**

INTRODUCTION AND TAKING OF ATTENDANCE

Taking of Attendance:

- We will call on you one-by-one. Please state your name and your organization.
- At least one member of your organization must be present for the entire meeting.
- At least one member of your organization must appear on video.
- After attendance is taken, please mute your microphone.
- Attendance will be taken again at the end of the presentation. At least one member of your organization must stay for the entire presentation.

DOM Staff:

- Kayla McKnight, Director of Procurement and Contracts
- Kate Holland, Procurement Officer
- Jeanette Crawford, Procurement Officer
- Maggie Middleton, Senior Attorney

BEFORE WE BEGIN

- This meeting is being recorded. By attending, you are giving your consent for recording.
- Please mute your microphone.
- Questions about statements made **in this presentation** should be submitted in writing to MSCAN_CHIP@medicaid.ms.gov by no later than Wednesday, January 19, at 5:00 p.m.
- No questions about substantive matters of interpretation of the RFQ should be submitted. The deadline for submission for those questions was January 7, 2022. Any questions submitted pertaining to substantive RFQ matters will not be answered.

AGENDA

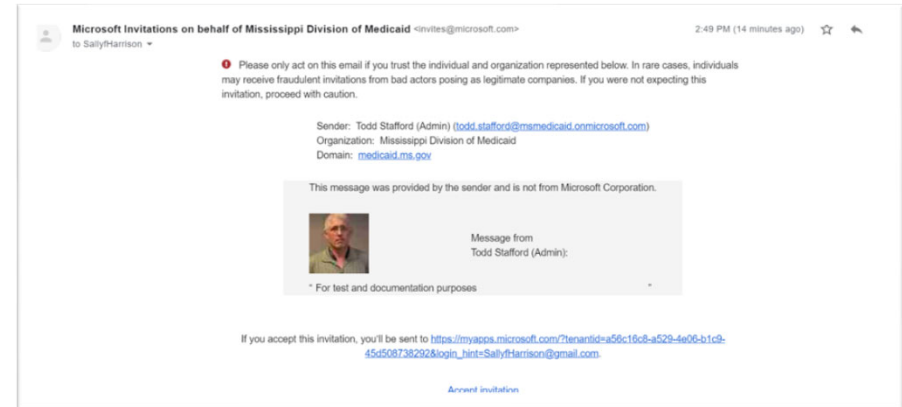
1. Introductions and Taking of Attendance
2. Procurement Timeline
3. Overview of SharePoint Submission Process
4. Clarification of Formatting Requirements
5. State Enterprise Security
6. Closing Remarks

TIMELINE

- No later than Monday, February 7, 2022, 5:00 p.m. – Office of Procurement will release Answers to Questions submitted on January 7, 2022. All potential Offerors who submitted a Letter of Intent will receive notice of the posting of the Answers on the DOM CCO Procurement website.
- Friday, March 4, 2022, 2:00 p.m. – Deadline for Offerors to submit qualifications to SharePoint.
- March 2022 – Internal vetting of qualifications for responsiveness and compliance with RFQ and PPRB rules.
- April 4, 2022 – The Evaluation Committee will begin evaluation. Evaluation may begin sooner if vetting is completed earlier. Based on estimated number of submissions, evaluation should be complete by the end of June 2022.
 - There will be two consensus scoring sessions: one for technical requirements, and one for management requirements
- July 2022 – It is estimated that DOM will announce award this month.
- Implementation can begin after award is made by PPRB.

SHAREPOINT SUBMISSION PROCESS

- Your organization included the email that will be used for submission of the qualification via SharePoint. This email will be given guest access to the SharePoint next week.
- That guest access will expire at 2:00 p.m., Friday, March 4, 2022. This ensures that no one can make submission after the deadline has passed.
- There will be five folders set up in each Offeror's account:
 - Transmittal Letter
 - Technical
 - Management
 - Redacted
 - Prior Submissions



- Place the correct file in each folder. The Prior Submissions folder is for files uploaded that the Offeror decides to replace with an updated copy prior to submission. DOM needs to keep these files just as they would with paper submissions that are replaced by later paper submissions.
- Technical Assistance:
Christopher.Shontell@medicaid.ms.gov
(cc: MSCAN_CHIP@medicaid.ms.gov)

CLARIFICATION OF FORMATTING REQUIREMENTS

- Text must be black, Times New Roman, 12 pt.
- For headers, footers, callouts, tables, captions, the text must be black, Times New Roman, but may be 9 pt – 12 pt.
- These requirements apply to all aspects of the qualification: transmittal, technical, and management.
- No branding may be included in any part of the proposal.
- The Offeror's name should be on cover pages and in file names.
- These details, and others, will be included in the February 7 Questions and Answers.
- Word files: DOM will provide potential offerors with Microsoft Word files of relevant appendices by the end of next week.

STATE ENTERPRISE SECURITY

- Section 5 of the RFQ states includes an incorrect link to the State Enterprise Security Policy.
- A non-disclosure agreement is no longer required to access the State Enterprise Security Policy.
- The RFQ will be amended by the end of next week and will include a link directly to the policy.

Closing Remarks

- Questions about statements made **in this presentation** should be submitted in writing to MSCAN_CHIP@medicaid.ms.gov by no later than Wednesday, January 19, at 5:00 p.m.
- No questions about substantive matters of interpretation of the RFQ should be submitted. The deadline for submission for those questions was January 7, 2022. Any questions pertaining to substantive RFQ matters will not be answered.
- If there are questions about the use of the SharePoint portal for submission, email Christopher.Shontell@medicaid.ms.gov and cc MSCAN_CHIP@medicaid.ms.gov with that communication.
- Final taking of attendance.