

MEMORANDUM



MISSISSIPPI DIVISION OF
MEDICAID

From: The Mississippi Division of Medicaid
Office of Procurement

Date: Wednesday, August 10, 2022

Re: Notice of Intent to Award
Mississippi Division of Medicaid Coordinated Care Procurement
RFQ: 20211210
RFX: 3150003991

The Division of Medicaid (DOM) issued a Request for Qualifications (RFQ) on December 10, 2021, to establish contracts for the delivery of managed care services for its Mississippi Coordinated Access Program (MississippiCAN) and Mississippi Children’s Health Insurance Program (CHIP). Per the Request for Qualifications, DOM will contract with no fewer than two (2) and no more than three (3) contractors for the delivery of these services. The initial contract term will be four (4) years, with an option for two one-year extension periods thereafter. All Contractors will be paid via a capitated rate.

In response to the RFQ, DOM received qualifications from the following Offerors by the March 4, 2:00 p.m. deadline:

1. Amerigroup Mississippi, Inc. (Amerigroup)
2. Magnolia Health Plan, Inc. (Magnolia)
3. Mississippi True d/b/a TrueCare (TrueCare)
4. Molina Healthcare of Mississippi, Inc. (Molina)
5. UnitedHealthcare of Mississippi, Inc (UHC)

All qualifications were deemed responsive and continued through the evaluation process.

After completing evaluations, Offerors were ranked as follows:

Rank Overall	Offeror Name	Overall Score	Technical Score	Management Score	Price ¹
1	Mississippi True d/b/a TrueCare	821	348	123	350
2	Magnolia Health Plan, Inc.	792	332	110	350
3	Molina Healthcare of Mississippi, Inc.	726	250	126	350
4	UnitedHealthcare of Mississippi, Inc.	715	242	123	350
5	Amerigroup Mississippi, Inc.	710	229	131	350

DOM intends to award contracts to the top three ranked Offerors:

1. TrueCare
2. Magnolia
3. Molina

¹ State statute requires that Price be included as a scored factor in any RFQ, with a value of at least 35% of the score. *See* Miss. Code Ann. § 31-7-413(2)(a); *see also* PPRB Rule 3-204.01.3. Evaluation Factors. Because the subject contract is paid through a capitated payment, Offerors did not submit any information regarding Price with their qualifications. Every qualification was awarded 350 points for Price, without exception, leaving 650 points for competitive evaluation scoring.

The top two ranked Offerors are TrueCare and Magnolia, each of which delivered especially strong Technical Qualifications, including innovative and ambitious approaches to delivery of services. The third-ranked Offeror, Molina, presented a very sound overall proposal, ranking third among Technical Qualifications and second among Management Qualifications.

Both successful or unsuccessful Offerors may request a post-award debriefing, in writing, in accordance with PPRB Rules 7-113 *et seq.* DOM requests that any requests, even those sent via U.S. mail, be sent to MSCAN_CHIP@medicaid.ms.gov. DOM will conduct debriefings consistent with PPRB Rules 7-113 *et seq.* An Offeror's debriefing is an informal meeting and not a hearing; therefore, legal representation is not required. If an Offeror prefers to have legal representation present, the Offeror must notify DOM and identify its attorney(s). DOM shall be allowed to schedule and/or suspend and reschedule the debriefing at a time when a representative of the Office of the Mississippi Attorney General can be present. DOM will conduct all debriefings via Microsoft Teams. All debriefings will be recorded, and a copy will be made available to the Offeror with whom the debriefing is held within one (1) business day of the meeting. Offerors seeking a debriefing are asked to include potential meeting times with their request. Refer to RFQ Section 2.6, Post-Award Vendor Debriefing, for further information.

Any protests of this decision must be submitted to MSCAN_CHIP@medicaid.ms.gov consistent with PPRB Rules 7-112 *et seq.* Refer to RFQ Section 2.5, Protests of Solicitations or Awards, for further protest instructions. Requests for Information should be sent to both RFI@medicaid.ms.gov and MSCAN_CHIP@medicaid.ms.gov.

For convenience of the Offerors and the public, DOM will publish materials relevant to this Notice of Intent to Award on the DOM CCO Procurement Dedicated Website at <https://medicaid.ms.gov/coordinated-care-procurement/>. Documents include the following:

- Notice of Intent to Award
- Procurement Overview and Evaluation Committee Report and Appendices. Appendices included in this document:
 - Appendix A: Register of Qualifications
 - Appendix B: Evaluation Committee Consensus Scores and Comments
 - Appendix C: Resumes of Contractor Committee Members
 - Appendix D: Memorandum of Redactions and Cures
 - Appendix E: Evaluation Committee Attestation Regarding Technical Evaluation and Materials
 - Appendix F: Petition for Relief
 - Appendix G: Evaluation Committee Member Conflict of Interest Forms
- Offerors' Redacted Qualifications (Released pursuant to RFQ Sections 1.4.2 and 1.4.3):
 - Amerigroup
 - Magnolia
 - Molina
 - TrueCare
 - UnitedHealthcare of Mississippi

DOM intends to submit the contract to the Public Procurement Review Board (PPRB) Office of Personal Service Contract Review (OPSCR) as soon as practicable, pending the expiration of the protest period, or the resolution of any protest that would pause the submission process. Pending approval, the contract will be available for public inspection in the office of the Chief Procurement Officer.