

**Demonstration Proposal Consultant Services Request for Qualifications
Questions**

Question	RFQ Section	Component	Component Subtitle reference to question	Page #	Question	Response
1	Section I - Background Information & Project Objectives		B. Project Background	2	When will the data/analyses Mercer is developing be available? Has Mercer identified any significant issues concerning data availability or validity that may impact the ability of the selected Contractor to complete the proposal?	We are expecting that we will have an integrated data set available by the end of August or early September. Mercer's initial effort to secure the data was unsuccessful so we are changing our approach per guidance from CMML.
2	Section I - Background Information & Project Objectives		B. Project Background	3	What role is any is the selected Contractor to play in attending stakeholder meetings held by the performance measurement contractor?	The Contractor would be expected to assist with the procurement and oversight of the performance measurement contractor given the importance of this element to the state's application. This would not necessarily require attendance at all of the meetings held by the performance contractor.
3	Section I - Background Information & Project Objectives		D. Connecticut's Approach to Integrating Care	4	Is it expected or desired that Integrated Care Organizations (ICOs) will be the same as or different from Accountable Care Organizations (ACOs) for the general Medicaid population in terms of Provider Membership and patient attribution? Does DSS envision one, or more than one ICO or ACO in a given geographic area?	The ICO is very similar to the ACO concept. However, aspects of the ICO model may differ from the ACO model. E.g., the ICO model might permit physicians and APRNs to function as ACO providers or different methods of attribution/assignment may be used. The same design issues that CMS had to resolve in the ACO proposed rule will need to be resolved in the design of the ICO demonstration. DSS does envision more than one ICO in a given geographic area, although this view is not definitive.
4	Section I - Background Information & Project Objectives		D. Connecticut's Approach to Integrating Care	4	Does DSS want to implement the proposed program as a limited-scale pilot (with Study and Control groups), or as a state-wide roll-out (with pre- and post-intervention analysis)?	The phase in nature of the program (initially 3 to 6 ICOs statewide) lends itself to quasi experimental study and control groups or pre and post intervention analysis. The state does not necessarily envision an evaluation component beyond what may be required for the demonstration application. Additional funding would need to be sought for a more extensive evaluation.

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5	Section I - Background Information & Project Objectives		D. Connecticut's Approach to Integrating Care	4	Is the demonstration intended to be cost-neutral? If so, in what period of time? Will CMS provide any start-up funds? If so, how is the amount calculated and paid? Would such funds be available to the State (for staffing and infrastructure) and/or Providers (as prospective population-based payments, or other)? Does the State intend to invest funds in the demonstration, and if so, how much, when, and for what?	The demonstration is intended to generate savings, possibly as early as the first year of the program, but not later than the second year. We believe that start-up funds may be available from CMS, although we believe such funds have not yet been appropriated. We do not know what what CMS would expect re the expenditure of such funds. As the design is completed, the state will do its own analysis to determine whether the program will achieve better quality and generate savings. Assuming the analysis is favorable, the Department would seek support from the Governor's budget office for funding in the second year of the biennial budget. Legislation and appropriation would need to be enacted in the next legislative session.
6	Section II. Overview of the Procurement Process		G. Acceptance of Content	6	If the selected Contractor has suggested alternative language to the Mandatory Terms and Conditions that is not accepted by the Department, confirm that the Contractor can decline the engagement.	A contract is a bilateral agreement reflecting a mutual understanding between the parties. While the Department is unable to negotiate many of its mandatory terms and conditions because the terms are required by statute or promulgated by the Office of the Attorney General or Office of Policy and Management, the Department makes reasonable efforts to negotiate terms as it is able. Obviously the State of Connecticut cannot require any entity to enter into a contract, but it is the hope of the Department that both parties will negotiate in good faith towards a mutually satisfactory outcome.
7	Section IV - Response Contents	Component Two: Statement of Qualifications	A. Demonstration Proposal Consultant Deliverables 4. Attendance at Legislative Meetings	16	How many Legislative meetings are anticipated?	There will likely be three or so legislative meetings each month.
8	Section IV - Response Contents	Component Two: Statement of Qualifications	A. Demonstration Proposal Consultant Deliverables 2. Progress Reports	16	What is the scope (number of pages) anticipated for the Interim and Final reports?	This is unknown.
9	Section IV - Response Contents	Component Two: Statement of Qualifications	A. Demonstration Proposal Consultant Deliverables 7. Demonstration Proposal	16	Will the final proposal to CMS follow the SF-424 grant proposal format? What will be page limits be for each section?	This is unknown. We do not believe this follow the SF-424 grant proposal format.

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10	Section IV - Response Contents	Component Two: Statement of Qualifications	A. Demonstration Proposal Consultant Deliverables 6. State Agency Resources and Staffing	16	Please describe in greater detail the expected deliverable for this work component. Is this a formal written report? Is it expected to encompass all of DSS?	We anticipate that this report will make recommendations for staffing or contractual support in the financial, compliance, rate setting, medical operations, and program oversight divisions/units.
11	Section IV - Response Contents	Component Two: Statement of Qualifications	B. RFQ Response Requirements 8. Department Responsibilities	21	Will the Project Director be assigning specific resources to support this initiative. Can the Contractor plan on meeting with the Project Director and/or assigned resources on a weekly basis to address issues required to complete the demonstration proposal?	The Department will ensure that the resources of the Department are available to support completion of the deliverable, including the time and effort of the financial, compliance, rate setting, medical operations, and program oversight divisions/units. The Project Director will be available to meet and provide direction on a weekly basis.
12	Section IV - Response Contents	Component Two: Statement of Qualifications	B. RFQ Response Requirements 8. Department Responsibilities	21	What governance structure will DSS provide to ensure that all parties that must contribute to the proposal development process (i.e., Mercer, performance measurement contractor, other) are meeting their respective responsibilities so that the Contractor can meet all completion and submission deadlines?	The Department will form a steering or oversight committee comprised of leads from various program areas to provide overall direction for this initiative. The Medicaid Director will chair this steering committee.
13	SECTION II. OVERVIEW OF THE PROCUREMENT PROCESS		B. PROCUREMENT SCHEDULE	5	Contract work is scheduled to begin July 2011; what is the anticipated contract term for this work? NOTE: Page 19 states "this project is projected to be completed by April 2012", but the schedule of deliverables on page 18 indicates a Final Progress Report is due 30 days of submission of the demonstration proposal, or May 1, 2012.	These timeframes are negotiable. The Department would consider a contract through June 30, 2012, although certain deliverables such as the demonstration application would need to be completed before that date.
14	SECTION IV. RESPONSE CONTENTS	COMPONENT TWO: STATEMENT OF QUALIFICATIONS	A. DEMONSTRATION PROPOSAL CONSULTANT DELIVERABLES 8. Schedule of Deliverables	18	Has DSS established a target date for the planned issuance of the solicitation for the performance measurement contractor and/or a target date for award of this contract?	The Department would like to release this RFP in July and to have a contractor selected and operational by September.
15	SECTION IV. RESPONSE CONTENTS	COMPONENT TWO: STATEMENT OF QUALIFICATIONS	B. RFQ RESPONSE REQUIREMENTS 1. Approach	19	Should the response identify individual project staff or subcontractors (if applicable) when specifying the responsible party for each deliverable in the respondent's approach?	Yes
16	SECTION IV. RESPONSE CONTENTS	COMPONENT TWO: STATEMENT OF QUALIFICATIONS	B. RFQ RESPONSE REQUIREMENTS 1. Approach	19	Does DSS have an expectation regarding the number of hours per week that a consultant (or associated staff) will be available on-site?	We envision at least 16 hours, although this is negotiable. Our main interest is in ensuring sufficient time with members of the DSS managers and staff to complete the work.

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17	SECTION IV. RESPONSE CONTENTS	COMPONENT TWO: STATEMENT OF QUALIFICATIONS	B. RFQ RESPONSE REQUIREMENTS 3. References	20	Should three references be provided for the Respondent, individual project staff, or both?	Per the RFQ: 3. References THE RESPONDENT SHALL include three references. References should be individuals able to comment on a project(s) referenced in the resume. The contact person must be an individual familiar with the <u>Respondent and the proposed personnel</u> . If the Respondent's submission includes the use of subcontractors for the direct provision of services, the Respondent's submission must also include three programmatic references for each proposed subcontractor. Response: Both
18	Section IV. Response Contents	Component Two: Scope of Work and Work Plan Management	A. Demonstration Proposal Consultant Deliverables 7. Demonstration Proposal	16	Could the Department please provide a copy of the proposal to CMS that resulted in the demonstration planning grant? Any other materials and deliverables would also be helpful in framing the scope of work.	Please refer to # 2. of this Addendum.
19	Section IV. Response Contents	Component Two: Scope of Work and Work Plan Management	B. RFQ Response Requirements 1. Approach	19	Is the Department open to web conferences in lieu of some in person meetings?	This is not a preferred approach on a routine basis, but the Department would consider web conferences as part of the bidder's overall strategy.
20	Section IV. Response Contents	Component Two: Scope of Work and Work Plan	B. RFQ Response Requirements 1. Approach	19	Are all Department staff needed for the duals project co-located in one building?	Yes
21	Section IV. Response Contents	Component Two: Scope of Work and Work Plan Management	B. RFQ Response Requirements 1. Approach	19	Is there an existing internal work group in place and currently working on the project? If so, what positions and agencies are represented? If such a work group does not currently exist, does the Department intend to convene a group to provide guidance during the demonstration grant development process?	Yes. Please see response to questions 11 and 12.