



pennsylvania
DEPARTMENT OF HUMAN SERVICES

SOLICITATION ADDENDUM

Date: **November 22, 2019**

Subject: **Managed Care Organizations to Provide Physical Health Services in the Commonwealth of Pennsylvania in the Five Health Choices Zones: Southeast Zone, Southwest Zone, Lehigh-Capital Zone, Northwest Zone, Northeast Zone**

Solicitation Number: **RFA 07-19**

Due Date/Time: **December 17, 2019 at 12:00 PM**

Addendum Number: **6**

To All Suppliers:

The Commonwealth of Pennsylvania defines a solicitation “Addendum” as an addition to or amendment of the original terms, conditions, specifications, or instructions of a procurement solicitation (e.g., Invitation for Bids or Request for Proposals).

List any and all changes:

- Please find attached the final question and response document pertaining to the formal inquiries submitted through November 5, 2019.
- Please find attached a revised Appendix F. Please replace all previous versions with the version that is attached to this addendum.
- Please find attached a revised Appendix G. Please replace all previous versions with the version that is attached to this addendum.
- The language in the following sections is being amended as follows. These are the only sections being modified; all other sections remain the same.
 - Part III, Section III-5.D.
 - “If the Applicant plans to enter into a subcontract at a cost of at least fifty percent (50%) of anticipated Agreement revenues received from the Department, and if the subcontract provides for financial risk on the part of the subcontractor, provide items listed in **Part III, Section III-5.B** above, as they relate to the proposed contractor.”
 - Part III, Section III-6.

VALUE BASED PURCHASING (“VBP”)	
1.	Describe your strategy for meeting the VBP requirements in Section VII.E of the Draft Agreement (Appendix A of the RFA) including detailed descriptions of the types of VBP arrangements you will use to meet your goals. For each VBP strategy you employ and will employ (Pay for Performance programs, Patient centered Medical Home, Shared Savings Contractual Arrangements, Bundled or Global Payment Arrangements, and Full Risk or Accountable Care Organization Arrangements),



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	<p>please describe in detail how you define each VBP strategy, including a general overview of how providers are paid, assessed, and incentivized. Why are you choosing a particular strategy? What is the current percentage of network spending revenue as defined in Appendix A, Section VII.E.8.a that is attributed to VBP strategies? (Limit to 6 pages)</p>
7.	<p>Describe how you will extend the VBP targets in Section VII.E to all affiliated lines of fully-insured business operating in Pennsylvania. Provide detail for each affiliated line of fully-insured business to include current expenditures for VBP as a percentage of revenue as defined in Appendix A, Section VII.E.8.a, and what strategies have been and will be used. (Limit 5 pages)</p>

UTILIZATION MANAGEMENT

5.	<p>Describe your observation payment policy and specify what process is and will be in place to provide for timely responses to provider questions or concerns, and outline what processes are in place when considering if an inpatient stay is downgraded to observation status. (Limit to two pages.)</p>
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SPECIAL NEEDS

2.	<p>Describe the process and initiatives to actively identify and outreach to members with special needs who would benefit from assistance from the Special Needs Unit. Include how this outreach will address the unique cultural and ethnic populations that exist in the Zone(s). (Limit to four six pages)</p>
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Type of Solicitation: Hard Copy (Paper) Bid - If you have already submitted a response to the original solicitation, you may either submit a new response, or return this Addendum with a statement that your original response remains firm, by the due date.

Except as clarified and amended by this Addendum, the terms, conditions, specifications, and instructions of the solicitation and any previous solicitation addenda, remain as originally written.

Respectfully,

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