



**COUNTY OF ALAMEDA  
HEALTH CARE SERVICES AGENCY (HCSA)**

**RFP No. HCSA-900120  
for  
Financial Consultant Services**

**Attendee List for Networking/Bidders Conferences & Bidders Conference Presentation  
February 3 and February 5, 2020**

**NOTICE TO BIDDERS**

THIS COUNTY OF ALAMEDA, HCSA ADDENDUM HAS BEEN ELECTRONICALLY ISSUED TO POTENTIAL BIDDERS VIA E-MAIL BASED ON THE ATTACHED BIDDER SIGN-IN SHEETS. THIS ADDENDUM WILL ALSO BE POSTED ON THE GENERAL SERVICES AGENCY (GSA) CONTRACTING OPPORTUNITIES WEBSITE LOCATED AT [HTTP://WWW.ACGOV.ORG/GSA/PURCHASING/BID\\_CONTENT/CONTRACTOPPORTUNITIES.JSP](http://www.acgov.org/gsa/purchasing/bid_content/contractopportunities.jsp)

The following participants attended the Bidders Conferences:

	Company Name / Address	Representative	Contact Information
1.	Beacon Health Options Cypress, CA	Sarah Arnquist VP, Account Partnerships	Phone: <b>415-450-7942</b> E-Mail: <b>sarah.arnquist@beaconhealthoptions.com</b> Prime Contractor: <b>TBD</b> Subcontractor: <b>TBD</b> Certified SLEB: <b>No</b>
2.	Danquah Group 4900 Hopyard Road, Suite 100 Pleasanton, CA 94588	Seth Danquah	Phone: <b>510-325-4612</b> E-Mail: <b>sdanquah@danquahgroup.com</b> Prime Contractor: Subcontractor: <b>Yes</b> Certified SLEB: <b>Yes</b>
3.	Pyramid Business Systems, Inc. 1626 Martin Luther King Jr. Way Oakland, CA 94612	James Kennedy President	Phone: <b>415-572-5003</b> E-Mail: <b>pyramidbsi@gmail.com</b> Prime Contractor: <b>Possibly</b> Subcontractor: <b>Yes</b> Certified SLEB: <b>Yes</b>

	Company Name / Address	Representative	Contact Information
4.	Sellers Dorsey	Elizabeth LaMair Deputy Managing Director  Alexandra Kanemaru	Phone: <b>512-796-6009</b>
			E-Mail: <b>elamair@sellersdorsey.com</b>
			Prime Contractor: <b>Yes</b>
			Subcontractor:
			Certified SLEB: <b>No</b>
5.	Third Sector 500 Washington Street, Suite 425 San Francisco, CA 94111	Debra Solomon Director of Client Services	Phone: <b>415-913-9112</b>
			E-Mail: <b>dsolomon@thirdsectorcap.org</b>
			Prime Contractor:
			Subcontractor:
			Certified SLEB: <b>No</b>
6.	Williams, Adley, & Company 7677 Oakport St, Suite 1000 Oakland, CA 94621	Bob Griffin	Phone: <b>510-893-8114</b>
			E-Mail: <b>rgriffin@wacllp.com</b>
			Prime Contractor:
			Subcontractor:
			Certified SLEB: <b>Yes</b>

# **Bidders Conference**

## **Alameda County Health Care Services Agency (HCSA)**



**RFP No. HCSA 900120:  
Financial Consultant Services**

**RFP Contact:**

**[Casey.Zirbel@acgov.org](mailto:Casey.Zirbel@acgov.org)**

**(510) 667-3147**

**Special Projects Office, HCSA**

# **AGENDA**

1. Sign-In
2. Welcome and Introductions
3. RFP Overview - PowerPoint Presentation
4. Contract Award Requirements
5. Local and SLEB Preference Points
6. Bidder Questions
7. Break Time & Networking (if applicable)
8. Questions and Answers – Issuance of Addendum
9. Meeting Adjourn

# **INTENT**

(Section I.A, p. 4)

- Financial and consultative services required by Alameda County Health Care Services Agency (HCSA) to:
  - identify revenue maximization opportunities for the County, HCSA, HCSA providers, and/or HCSA community partners
  - provide technical support in the implementation of the identified strategies.

# **INTENT (cont.)**

## **(Section I.A, p. 4)**

- These services required by HCSA relate to the following topics:
  - Federal revenue maximization
  - Payment Reform to Fee-For-Service and Value-Based Purchasing
  - Medi-Cal Healthier California for All Behavioral Health Implementation

# **INTENT (cont.)**

## **(Section I.A, p. 4)**

- Three (3)-year contract (with option to renew)
- Contract amount shall not exceed \$1,950,000 during the three-year period, or \$650,000 per year
- Bidders may not request budgets above this amount in their proposal

# **BACKGROUND**

(Section I.B, pp. 4-6)

- Alameda County Behavioral Health (ACBH) background

A qualified vendor is sought to help identify strategies and provide technical assistance in the implementation of those strategies that are considered feasible for the following areas:

1. Federal Revenue Maximization
2. Payment Reform to Fee-For-Service and Value-Based Purchasing
3. Medi-Cal Healthier California for All (previously Cal AIM) Implementation



# **SCOPE (cont.)**

## **(Section I.C, pp. 6-7)**

### **Federal Revenue Maximization**

With the responsibility of public mental health services being primarily delivered through California's counties, the awarded Contractor shall:

- Work with HCSA to explore Medicaid revenue and service utilization solutions that would allow for expanded primary health services for its mild to severe beneficiaries.
- Work with HCSA to explore Medi-Cal revenue and service utilization solutions that would allow for expanded specialty mental health and substance use disorder services for its moderate to severe beneficiaries.

# **SCOPE (cont.)**

## **(Section I.C, pp. 6-7)**

### **Payment Reform: Fee-For-Service & Value-Based Purchasing**

The awarded contractor shall work with HCSA to:

- devise strategies to continue the pilot reform with the current method of payment for ACBH CBO contractors;
- Research rate setting in other jurisdictions and/or public entities that have implemented FFS or VBP models;
- develop materials for communication with respect to state and other local partner agencies, as needed
- expand the pilot system-wide in conjunction with (Cal HCA)
- prepare a plan for building a robust infrastructure that supports business activities in transitioning from cost-based to a fee-for-service reimbursement system.

# **SCOPE (cont.)**

## **(Section I.C, pp. 6-7)**

### **Medi-Cal Healthier California for All (Cal HCA) Implementation**

The awarded Contractor shall work with HCSA to:

- develop initial strategies for the implementation of Cal HCA, following current DHCS guidance;
- Participate at state level public meetings and prepare materials for HCSA staff, contractors, and other stakeholders for summaries of Cal HCA as it continues to progress;
- Perform policy analysis and make recommendations for continued strategies of implementation that is applicable to the County's budgeting practices;

# **SCOPE (cont.)**

## **(Section I.C, pp. 6-7)**

### **Medi-Cal Healthier California for All (Cal HCA) Implementation**

The awarded Contractor shall work with HCSA to:

- identify state and national behavioral health quality measures;
- Align the County's existing quality measures to promote Cal HCA and Medi-Cal; and
- Advise and recommend best practices in transitioning the County from the existing Healthcare Common Procedure Coding System (HCPCS) Level II coding to Level I coding that supports an ongoing fee for service rate methodology within federal and state requirements.

# **BIDDER QUALIFICATIONS**

(Section I.D, pp. 7-8)

- Bidders are eligible to participate in the RFP process if they meet the Bidder Minimum Qualifications.
- The County will disqualify proposals that do not demonstrate that Bidder meets the specified Bidder Minimum Qualifications, and these disqualified proposals will not be evaluated by the County Selection Committee (CSC)/Evaluation Panel and will not be eligible for contract award under this RFP.

# **BIDDER QUALIFICATIONS (cont.)**

(Section I.D, pp. 7-8)

Bidder shall be regularly and continuously engaged in the business of providing consultation and technical assistance in the area of revenue maximization and payment reform for at least two (2) years.

Bidder shall possess and demonstrate all permits, licenses and professional credentials necessary to perform services as specified under this RFP.

# **BIDDER QUALIFICATIONS (cont.)**

## **(Section I.D, pp. 7-8)**

Bidder shall describe and demonstrate experience with:

- a. Providing consultation and technical assistance to County Health agencies, municipalities, or hospitals on revenue maximization strategies;
- b. Identifying and implementing revenue maximization opportunities for jurisdictions, in accordance with all State and federal requirements;
- c. Identifying and implementing payment reform for jurisdictions, in accordance with all State and federal requirements;
- d. Knowledge of quality incentive industry measures used in pay for performance business models for jurisdictions, in accordance with all State and federal requirements;
- e. Knowledge of reimbursement mechanisms related to Medi-Cal, Medi-Cal managed care, Medicare revenue streams, private and public hospitals and nursing and other health care facilities; and
- f. Knowledge of State and Federal reimbursements.

# **DELIVERABLES / REPORTS**

(Section I.E, p. 8)

- The awarded contractor shall prepare reports on a quarterly basis regarding revenue maximization/payment reform opportunities for HCSA that include summaries of each project area's progress.
- Reports shall detail the progress of each opportunity identified, including progress towards implementation and rationale if initiatives are not being implemented, the technical support provided, and the outcome of each effort, including financial outcomes and projected outcomes.



# **DELIVERABLES / REPORTS (cont.)**

(Section I.E, p. 8)

- Contractor shall schedule meetings, prepare agendas and presentations for communications with various stakeholder groups.
- Contractor shall perform data analysis in collaboration with HCSA staff to recommend rates for payment reform and Cal HCA implementation.
- Contractor shall work with HCSA staff and consultants as needed to identify technical requirements in rate development and tracking of pay for performance incentives.

# **CALENDAR OF EVENTS**

## **(Section II., p. 9)**

***Written Questions Due: 5:00 pm on February 5, 2020***  
(email to Casey Zirbel: [Casey.Zirbel@acgov.org](mailto:Casey.Zirbel@acgov.org))

***List of Attendees Issued: February 7***

***Q&A Issued: February 21, 2020***

***Addendum 1 Issued (if needed): February 21, 2020***

***Response Due: March 6, 2020 by 2:00pm***

***Evaluation Period: March 6 - 27, 2020***

***Board Letter Issued: June 2, 2020***

***Board Award Date: June 16, 2020***

***Contract Start Date: July 1, 2020***

**Note:** Award and start dates are approximate

# **SUBMITTAL OF BIDS**

(Section IV.R., pp. 23-26)

**Absolute deadline of**  
**2:00 p.m. on March 6, 2020**  
*(refer to RFP for specifics)*

# Contract Award Requirement

To qualify for contract award, Bidder must meet one of three criteria:

1. Certified SLEB
2. Exempt from SLEB requirement
3. Subcontract at least 20% to SLEB

# **Local and SLEB Preference Points**

Local and SLEB Preference points shall apply to this procurement

- 5% additional for Certified SLEB

- 5% additional for Local

- 10% total possible preference points

Certification must be valid at time of bid submission

# **Required Documentation & Submittals**

## **(Exhibit A, pp. 6-9)**

- 1. Table of Contents**
- 2. Letter of Transmittal**
- 3. Exhibit A – Bid Response Packet**
- 4. Capacity, Readiness, and Relevant Experience**
- 5. Key Personnel**
- 6. Description of the Proposed Services**
- 7. Implementation Plan and Schedule**
- 8. Deliverables and Reports**
- 9. Cost and Budget Narrative**
- 10. Credentials**

# **Bidder Questions?**

# Thank you!

*RFP No. HCSA-900120*

*Financial Consultant Services*

**Written Questions Due: 2/5/2020 at 5 PM**

**Bid Responses Due: 3/6/2020 at 2 PM**

Contact: Casey Zirbel, Admin. Specialist II

Email: [Casey.Zirbel@acgov.org](mailto:Casey.Zirbel@acgov.org)

Phone: (510) 667-3147