

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

**ADDENDUM No. 1
to
RFP No. HCSA-900120
for
Financial Consultant Services**

**RFP Clarifications/Modifications and
Summary of Q&A Submitted**

NOTICE TO BIDDERS

THIS COUNTY OF ALAMEDA, HCSA ADDENDUM HAS BEEN ELECTRONICALLY ISSUED TO POTENTIAL BIDDERS VIA E-MAIL BASED ON THE BIDDERS CONFERENCE SIGN-IN SHEETS OR FROM OTHER SOURCES. THIS ADDENDUM WILL ALSO BE POSTED ON THE GENERAL SERVICES AGENCY (GSA) CONTRACTING OPPORTUNITIES WEBSITE LOCATED AT [HTTPS://WWW.ACGOV.ORG/GSA_APP/GSA/PURCHASING/BID_CONTENT/CONTRACTOPPORTUNITIES.JSP](https://www.acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp)

The following Sections have been modified to read as shown below. Changes made to the original RFP document are in **bold** print and **highlighted**, and deletions made have a ~~strike through~~.

RFP Clarifications/Modifications

Section I.B, BACKGROUND is hereby modified as follows:

Payment reform was envisioned as ACBH saw the health care industry moving away from cost-based reimbursement for services provided. The goal to reach value-based purchasing first began in 2016 with a planned approach of phases to transition from cost-based to a fee-for-service (FFS) payment structure. As part of the **FFS** payment structure, ACBH is able to explore incentivizing ~~collaboration with~~ our CBO partners with incentive payments and pay for performance in quality benchmarks.

Section I.B.3, BACKGROUND is hereby modified as follows:

1. **Medi-Cal Healthier California for All (previously Cal AIM) Implementation**

The ~~state of~~ California Department of Health Care Services (DHCS) seeks to reform the current Medi-Cal system with the following goals:

- Identify and manage member risk and need through Whole Person Care approaches and addressing the Social Determinants of Health;
- Move Medi-Cal to a more consistent and seamless system by reducing complexity and increasing flexibility, including rate setting and cost reporting; and
- Improve quality outcomes and drive delivery system transformation through value-based initiatives, modernization of systems, and payment reform.

Section I.B, BACKGROUND is hereby modified as follows:

HCSA is an Alameda County department that consists of four components: Alameda County Behavioral Health (ACBH), Public Health Department (PHD), Department of Environmental Health (DEH) and the Office of the Agency Director (OAD). ACBH is the largest department within HCSA. With an annual budget of over \$520 million, 87% of services are subcontracted with Community Based Organizations (CBOs) to deliver our ~~Specialty~~ **Specialty** Mental Health and Substance Use Disorder services. Our **support** services are ~~supports through~~ various complex and blended funding sources using ~~certified~~ **certified** public expenditures to match and leverage Federal financial participation (Medi-Cal) revenue.

Section I.C.1, SCOPE is hereby modified as follows:

1. **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.
- **Work with HCSA to develop and administer Medi-Cal Administrative Activities (MAA) in planning and coordinating with contractors applicable to a MAA plan**

with ACBH. Maintain compliance with policies and procedures and submit reports to ACBH as requested. Consult with HCSA to review ACBH MAA plan as needed.

• Add...

Section I.H, CONTRACT EVALUATION AND ASSESSMENT is hereby modified as follows:

During the initial ~~60-day~~ **60-day** period of any contract which may be awarded to Contractor, the County may review the proposal, the contract, any goods or services provided, and/or meet with the Contractor to identify any issues or potential problems.

Section I.R.8, SUBMITTAL OF BIDS is hereby modified as follows:

All other information regarding the bid responses will be held as confidential until such time as the County Selection Committee has completed its evaluation, ~~an~~ **a** recommended award has been made by the County Selection Committee, and the contract has been fully negotiated with the recommended awardee named in the recommendation to award/non-award notification(s).

Bidder Questions & Answers Prelude

The following section documents all written questions received from Bidders by the deadlines published in the RFP. The County's responses are listed immediately after each question.

Scope of Work Questions

Q1: Does the County have target revenue it wants to achieve?

A1: The County does not have specific target revenue. The County intends to increase or maximize revenue as much as possible.

Q2: What happens to the contract if the Federal government doesn't approve the State's proposed payment reform methodology in the new waiver?

A2: The Federal government is driving some of the requirements in the State's proposal (formerly known as CalAIM). The County and the State intend to work closely together to align the payment reform rate methodology to the terms and conditions for Medicare and Medicaid requirements. The State has leaned towards setting rates by region and this is a fairly new concept for reimbursement. Based on the February 4, 2020 DHCS Behavioral Health Payment Reform workgroup meeting, the State is still assessing how regional rates will be calculated based on historical cost data and Alameda County does not foresee that the rates will shrink.

Q3: My understanding is there are two parts: HCPCS transition and Rate-setting/IGT structure. Which would need Federal approval? Would contract be impacted by California proposal not succeeding/passing?

A3: To clarify, under the State's proposal, the Federal government is influencing the push for California to come into compliance with the HCPCS Level I codes. There are HCPCS level II and local codes that Alameda County uses right now that do not map to HCPCS level 1 codes. The State's proposal is to move away from cost based certified public expenditure methodologies and have a rate schedule that utilizes intergovernmental transfers to fund the non-Federal share. Nationally, there is growing support across states to begin advancing government payment systems that includes quality initiatives. The contractor would be expected to work with the department as the State's proposal evolves around all of these areas.

Q4: Have the Whole Person Care Program summaries been completed? If so, where can I find or access them?

A4: The Executive Summary for Alameda County's Whole Person Care Program can be found here: [Executive Summary](http://accareconnect.org/). Please visit <http://accareconnect.org/> for more information.

Q5: HCPCS Level 2: (A) Is this similar to ICD 9 or ICD 10? (B) Is this for computer-based processing?

A5: ICD or International Classification of Disease codes are diagnosis codes used by health care professionals to identify clients' health conditions (e.g. major depressive disorder, schizophrenia disorder, etc.). HCPCS or Healthcare Common Procedure Coding System is a set of health care procedure codes that represent medical procedures, supplies, products and services. The codes are used to facilitate the processing of health insurance claims to Medicare and other insurance plans. Clinicians use ICD codes to classify their clients' health diagnosis and then use HCPCS procedure codes to identify the type of service(s) delivered to their client on the claim form to the insurance plan.

Q6: Is there an incumbent already performing this service?

A6: There is an organization performing a related scope of services for the County; however, the organization is not currently performing the entire scope of services described in this RFP. Please refer to answer A7 below.

Q7: Can you describe the current scope of work that Sellers-Dorsey is completing for HCSA that is related to this work?

A7: The current scope includes:

- 1. Pilot Program Testing, Information Gathering and Assessment*
 - A. FSS Rate Methodology: Data Collection & Enhanced Rate Setting FSP Calculation*
 - B. Implementing Provider Processes to Improve Efficiency and Allow for Administrative Simplification*
 - C. Identifying Critical Themes to Support FSP Stakeholder Engagement*
 - D. Implementing Monitoring Dashboard and Introducing New Reporting Requirements for Providers*

- E. *Reviewing FSP Contract Program Quality Metric Benchmark Data to Begin to Inform Long-Term Outcome Goals*
 - F. *Facilitate Vision Planning Session for Short Term Incentive Design Program Goals and Quality Metrics (FY 2022-2024)*
 - G. *Opportunities to Enhance Rate Setting: An Assessment of National Best Practices in VBP*
 - H. *Stakeholder and Staff Communication and Support*
- 2. *Stakeholder Meetings and Trainings*
 - 3. *Strategic Guidance and Case-Building*

Bid/Contract Questions

Q8: Are there required credentials or licenses for this scope of work?

A8: Please refer to Section I.D, Bidder Qualifications in the RFP. The County is not requiring any specific credentials or licenses.

Q9: Can multiple parties apply together?

A9: Yes.

Q10: Will the list of Bidders Conference attendees include SLEB status?

A10: Yes, the list of Bidders Conference attendees posted on February 7, 2020 includes the SLEB status of each attendee. To learn more about the Small, Local, and Emerging Business (SLEB) program, you can visit the Alameda County Auditor-Controller Agency's SLEB website here: [SLEB Information](#). This site contains information about the SLEB program requirements in addition to lists of current SLEB providers.

Q11: Exhibit A, Page 6 – Letter of Transmittal: Please clarify the page limit for the letter of transmittal and its sections. Instructions indicate that a synopsis should describe the highlights and benefits of the proposal. It goes on to include a description of bidders' qualifications. Instructions indicate the "synopsis" should not be more than 3 pages. Does this page limit refer to (1) the synopsis of highlights and benefits, (2) the bidders' qualifications, or (3) the entire letter of transmittal?

A11: The Letter of Transmittal should be no longer than three (3) pages in its entirety, and should contain the synopsis of highlights and benefits in addition to the bidder's qualifications. It is recommended that bid responses directly and candidly address how the bidder meets and/or exceeds required bidder qualifications.

Q12: Exhibit A, Page 7 – Capacity, Readiness, and Relevant Experience: The page limit for this section is 5 pages. In order to be responsive to the questions and provide a complete overview of relevant experience, may a bidder include supplemental information in the form as an attachment? If so, would it be appropriate to include that information in Section 10, Credentials?

A12: Yes; yes.

Q13: Exhibit A, Page 8 – Key Personnel: Should bidders include all staff proposed to provide the services described, or are there only particular staff meeting the criteria for being “key personnel” that bidders should follow?

A13: Bidders should include all staff positions involved with the project in addition to any incumbents if these positions are already filled.

Q14: Exhibit A, Page 7 – References: Instructions indicate bidders are to provide a list of current and former clients. Are bidders required to submit a list of clients in addition to the references?

A14: Bid responses should include references and a list of clients as necessary to support and justify that the bidder meets and/or exceeds the minimum qualifications for this RFP. Bidders may include any such documentation in addition to the References form on Page 11 of Exhibit A in the Credentials section of the bidder’s Exhibit A - Bid Response Packet.

Q15: Section IV (R) 12, Page 25, requires vendors to certify it is licensed in CA to do the type of work required under the contract. Is Alameda County HCSA requiring vendors to hold any specific licenses for the specified work?

A15: No; the County is not requiring any specific licenses.

Q16: Exhibit A, Page 7 – References: Please clarify the number of references bidders should provide. The form on page 11 of Exhibit A includes spaces for 5 references. Is that the required number?

A16: The RFP does not specify a minimum number of references as the baseline requirement; however, references are related to demonstrated experience. They may be taken into account as the County Selection Committee evaluates each bidder’s depth of experience.

Q17: Do you anticipate extending the bid due date?

A17: No. The bid due date for this RFP is March 6, 2020 at 2 PM.

Q18: What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?

A18: Please refer to RFP Section III.G, EVALUATION CRITERIA / SELECTION COMMITTEE for information regarding how the County Selection Committee will score and recommend a Contractor in accordance with the evaluation criteria set forth in this RFP.

Q19: Was this bid posted to the nationwide free bid notification website at www.mygovwatch.com?

A19: No.

Q20: Other than your own website, where was this bid posted?

A20: This RFP was posted to the Alameda County General Services Agency’s (GSA) website here: [Current Contracting Opportunities](#). An email regarding this opportunity was sent to 3,930 subscribers of GSA’s Professional Services mailing list, and HCSA sent an email regarding this

opportunity to 752 entities identified from the SLEB database and from Bidders Conferences held on February 3, 2020 and February 5, 2020.

Q21: Exhibit A, Page 10, SLEB Partnering Information Sheet - the information sheet provides that bidders who are not SLEBs must subcontract with SLEBs for at least 20% of the estimated bid amount. Will a proposal from a non-SLEB vendor that does not reach the 20% threshold be disqualified, or can the vendor submit an exception to this requirement? If so, what type of information would need to be included in the exception request (e.g., good faith effort to subcontract with SLEBs, the vendor is performing more than 80% of the work with its own resources, etc.)?

A21: The following entities are exempt from the Small and Emerging Local Business (SLEB) requirements and are not required to subcontract with a SLEB:

- non-profit community based organizations (CBO) that are providing services on behalf of the County directly to County clients/residents;*
- non-profit churches or non-profit religious organizations (NPO);*
- public schools; and universities; and*
- government agencies.*

For more information about exceptions from SLEB requirements, please visit the following link: [SLEB Program Overview](#).