

**BEHAVIORAL HEALTH ENTITY  
RFP #23-630-7903-0005**

**RESPONSES TO QUESTIONS**

	<b>RFP SECTION</b>	<b>SECTION TITLE</b>	<b>PAGE</b>	<b>OFFEROR'S QUESTION</b>	<b>HSD'S RESPONSE</b>
1.	IV. TECHNICAL PROPOSAL SPECIFICATIO	V. QUALIFICATIONS AND EXPERIEN		<p>1. We request some clarity around the organization for the Qualification and Experience sections. Specifically, there are two Qualifications and Experience sections in the RFP. One is under IV. Technical Proposal Specifications, A. Qualifications and Experience (p.19) and one is under V. Technical Proposal Specifications. A. Qualifications and Experience (p.21).</p> <p>a. The table of contents lists Section IV as Technical Proposal Specifications (Page 18). Then (page 21) RFP lists Section V as Technical Proposal Specifications. We believe Section V should be Evaluation (pg27)</p> <p>i. The first Qualification and Experience section (IV, pg18) has Subsection A – Qualifications and Experience, Sub B – Proposal Format Content and Organization, NO Sub C (as listed in table of contents)</p> <p>ii. Second Qualification and Experience section (V, pg21) has three subsections, A-C.</p>	Please see Amendment
	Section V Evaluation to Section VI Evaluation.			<p>2. Sections III E. Mandatory Requirements Content and Organization and F. Technical Proposal Content and Organization (p. 16-18) have some but not complete overlap with section IV B. Proposal Format Content and Organization (p. 20-21). The</p>	Please see Amendment

**BEHAVIORAL HEALTH ENTITY  
RFP #23-630-7903-0005**

**RESPONSES TO QUESTIONS**

	<b>RFP SECTION</b>	<b>SECTION TITLE</b>	<b>PAGE</b>	<b>OFFEROR'S QUESTION</b>	<b>HSD'S RESPONSE</b>
				content and the order of submission varies. We request some clarity around the organization and content needed for each section.	
	Section V.	C. 10	26	3. ends with "...please address:" (p. 26) but does not have any words following this or sub-bullets. We request further clarification on this (for example, are #11 and #12 the "please address" sections?)26	Please see Amendment
				Please modify Section V. C. 10 to the above.  4. The cost proposal template references Appendix G on page 18. However, page 21 refers to Completed Cost Response Form Appendix D. We believe that Appendix D should be Health Coverage and Appendix G should be the Cost Proposal. We request clarification on the numbering.	Please see Amendment
				5. V.C.16 states "The work plan should cover the period from Contract award to the implementation date (January 1, 2015)". We suspect the implementation date is incorrect – could the State clarify the intended implementation date?	Please see Amendment

**BEHAVIORAL HEALTH ENTITY  
RFP #23-630-7903-0005**

**RESPONSES TO QUESTIONS**

<b>RFP SECTION</b>	<b>SECTION TITLE</b>	<b>PAGE</b>	<b>OFFEROR'S QUESTION</b>	<b>HSD'S RESPONSE</b>
Section IV.A. & Section V.A		19-20 & 21-22	The information request in Section IV.A and Section V.A seem to be duplicative. Please confirm that bidders can disregard Section IV.A and respond to Section V.A instead.	Please see RFP Amendment 1
Section I.B, Appendix B, & Exhibit A		4 & 46	In addition to the Summary Scope of Work, will the State detail the actual scope of work Offerors are expected to perform in the execution of this contract for the purposes of responding to the RFP?	No
Section IV.B.1		20-21	For the Technical Proposal, please clarify what information is specifically being requested from bidders for items H. through Q., and S	Please see RFP Amendment 1
Section IV.B.1.I		21	How many organizational references are bidders required to submit?	Please see RFP Amendment 1
Section V.B.1.c		23	Will the State provide data exchanges for importing client eligibility for Non-Medicaid services data into the selected ASO's system (e.g., historical registration files)?	Use description of B.1 to respond to B.1.a – B.1.e
Section V.B.1.c		23	Does the State require any third-party interface for importing member registration data into the selected ASO's system (e.g., historical registration files)?	Use description of B.1 to respond to B.1.a – B.1.e
Section V.B.1.e		23	What are the State's current and/or anticipated number and type of eligibility exchanges required to meet its needs (e.g., registration imports, historical loads, eligibility for Non-Medicaid services, 8	Use description of B.1 to respond to B.1.a – B.1.e
Section V.B.1.e		23-24	Are there any third-party technology vendors with whom the State will require	Use description of B.1 to respond to B.1.a – B.1.e

**BEHAVIORAL HEALTH ENTITY  
RFP #23-630-7903-0005**

**RESPONSES TO QUESTIONS**

<b>RFP SECTION</b>	<b>SECTION TITLE</b>	<b>PAGE</b>	<b>OFFEROR'S QUESTION</b>	<b>HSD'S RESPONSE</b>
			the selected ASO to interface? If so, please describe the nature of any such interface.	
Section V.B.3		24	What integration is desired between State systems and the selected ASO's system by contract go-live?	Respond to the best of your ability
Section V.B.5		24	Please specify which functions of the contract will be performed on the: <ul style="list-style-type: none"> <li>• State systems (BHSDStar, or related)</li> <li>• Contractor's systems</li> <li>Third-party systems, if applicable</li> </ul>	Use description of B.5 to respond to B.5.a – B.5.e
Section V.B.6		24	What are the State's expectations for reporting of registered members and member eligibility maintained in the selected ASO's system?	No additional information will be provided.
Section V.C.1		24	Question 1 references Section 3.5.2 of the Contract; however, there does not seem to be a Section 3.5.2 in the Draft Contract or the RFP. Please clarify what Section 3.5.2 is referencing or provide any missing documentation.	Please see RFP Amendment 1
Section V.C.2		25	Will the selected ASO be required to contract directly with all vendors/providers of service? If not please specify any additional consideration.	Yes
Section V.C.2		25	What are the State's network requirements?	Respond to the best of your ability
Section V.C.2		25	Will the State provide membership and existing vendor/provider network data to inform addressing any potential network gaps?	Current data available will be provided to chosen vendor
Section V.C.2		25	For the purposes of demonstrating an adequate network of vendors/providers, can bidders employ Letters of Intent (LOIs) for their initial network development efforts?	Respond to the best of your ability.
Section V.C.4		25	Question 4 references Section 3.16.1.1.	Please see RFP Amendment 1

**BEHAVIORAL HEALTH ENTITY  
RFP #23-630-7903-0005**

**RESPONSES TO QUESTIONS**

<b>RFP SECTION</b>	<b>SECTION TITLE</b>	<b>PAGE</b>	<b>OFFEROR'S QUESTION</b>	<b>HSD'S RESPONSE</b>
			However, there does not appear to be a Section 3.16.1.1 in the Draft Contract or the RFP. Please clarify what Section 3.16.1.1 is referencing or provide supplementary documentation.	
Section V.C.9		25-26	Question 9 references Section 3.18 of the Contract; however, there does not seem to be a Section 3.18 in the Draft Contract or the RFP. Please clarify what Section 3.18 is referencing or provide supplementary documentation.	Please see RFP Amendment 1
Section V.C.10		26	Please provide an example of "services whose reimbursement does not fit the typical claims model." Are there particular services that prove particularly problematic?	Example would be a service that can't be billed with a HCPC or CPT code.
Section V.D.6		31	It is stated that the cost proposal will be evaluated for a 1-year contract period. What is the exact period that will be evaluated from the Cost Proposal form shown in Appendix G?	Contract period 1 year for evaluation
Appendix B, 2A & Appendix G		35 & 86	Please describe the Gross Receipts Tax. How is this calculated and assessed? Please confirm that the amounts to be shown in Appendix G will exclude the amount of the Gross Receipts Tax and be the sole consideration in answering Question 1 on Appendix G	GRT is calculated at current % of vendor contract amount.
Appendix B, Appendix A- Funding Table		55-59	Please confirm that the Direct Services funding shown in the Funding Table indicates funds allocated per year, and that the funding table grand total displayed on page 60 represents the full annual funding allocation per year, for each year of an intended four-year contract.	Correct based on that previous year.
Appendix B, Appendix A-		55-59	Please confirm the total number of expected, covered lives for each contract	Information not available

**BEHAVIORAL HEALTH ENTITY  
RFP #23-630-7903-0005**

**RESPONSES TO QUESTIONS**

	<b>RFP SECTION</b>	<b>SECTION TITLE</b>	<b>PAGE</b>	<b>OFFEROR'S QUESTION</b>	<b>HSD'S RESPONSE</b>
	Funding Table			year and supply any available detail on expected utilization of services by funding source.	
	Appendix B, Appendix A-Funding Table		55-59	What is the average/anticipated monthly volume of new enrollees added to Medicaid each month?	<a href="https://www.hsd.state.nm.us/medicaid-eligibility-reports/">https://www.hsd.state.nm.us/medicaid-eligibility-reports/</a>
	Appendix B, Appendix A-Funding Table		55-59	Please provide membership data for the years 2019 and 2022 (or most recent) for both Medicaid and non-Medicaid populations served?	<a href="https://www.hsd.state.nm.us/medicaid-eligibility-reports/">https://www.hsd.state.nm.us/medicaid-eligibility-reports/</a>
	Appendix B, Appendix A. Funding Table		55-60	Are the Direct Services funding amounts shown in the Funding table the projected amount for 2023, 2024, 2025 and 2026? The draft table is dated 6/10/2014.	Funding is a variable based on Legislative award, block grants and other.
	Appendix B, Appendix A-Funding Table;  Appendix G		35  86	Please define "total services expense" as referenced in item 1 of the Cost Proposal template. Does "total services expense" refer to the full, Funding Table grand total displayed on page 60? If not, please specify.  Are there any fund-specific considerations for or limitations on applying the administrative fee? Please specify.	Yes  Some Federal funding may have limitations
	Appendix G		86	Please confirm the contract term will be 3.5 years beginning 7/1/2023 for a total of 42 months. Please define the Fiscal Year periods.	Please see RFP Amendment 1. Contract is 4 years beginning 7/1/2023.