

OFFICE OF PROCUREMENT
REQUEST FOR PROPOSAL (RFP) TITLE: Pharmacy Benefit Management (PBM) Services, Including Employer Group Waiver Program (EGWP)
Services for Medicare Eligible Members
RFP NUMBER: 919-006
RFP CLOSING DATE: April 12, 2018 @ 3:00PM



ADDENDUM #1
Issued: March 29, 2019

ADDENDUM FOR THE PURPOSE OF:

- To provide the attached questions & answers.

All other specifications, terms and conditions remain unchanged.

A handwritten signature in black ink, appearing to read 'Patrick Johnson', written over a horizontal line.

Patrick Johnson
Director of Procurement

Please **sign** below to acknowledge receipt of this Addendum and return with the proposal. Failure to return this Acknowledgement of Addendum may deem your proposal nonresponsive.

NOTE: ACKNOWLEDGEMENT OF RECEIPT OF BID ADDENDA WILL NOT BE ACCEPTED BY FACSIMILE OR E-MAIL.

Company Name

Authorized Signature

Date

Printed/Typed Signature

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ADDENDUM #1

Question	Answer
1	Who is the benefits consultant? Bolton Health
2	Are you able to share the numbers on the annual spend for your organization/s? Plan Cost - Paid: 1/1/2018 - 12/31/2018 Government, Commercial: \$44,635,499 Government, EGWP: \$24,338,529 Government, Total: \$68,974,028 College, Commercial: \$4,466,938 College, EGWP: \$3,124,354 College, Total: \$7,591,291 Plan Cost is defined as Ingredient Cost + Dispensing Fees + Sales Tax - Member Cost.
3	How many EGWP lives and Commercial lives are present for both Montgomery College and Montgomery County? The census contains total enrollment for both EGWP and Commercial.
4	Is vendor permitted to bid on only one of the entities? Yes. The bid must clearly articulate the agency in which bidding firm declines to quote.
5	Is the RFP for group health for all employees, workers' compensation, or both? The RFP is for stand-alone pharmacy benefits, and does not include requirements for a proposal for worker's compensation benefits.
6	Census: Is full date of birth available for both populations? The day and month have been removed for HIPAA compliance and are not available for purposes of this RFP. We believe any analysis you need to do can be accomplished with the data provided.
7	College Plan Design: Is the POS a closed, grandfathered class? The POS is NOT a closed, grandfathered plan; however, the PPO is a closed, grandfathered plan.

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8	Montgomery County Plan Design: Is the \$4/\$8 option still accepting new retirees?	Yes.
8a	Do those retirees also have the option to enroll in the Standard plan?	Yes.
8b	Can retirees switch between the High (\$5/\$10) and Standard plans each year	Yes, and that change can occur anytime during the year with the effective date of 1 st of the month.
9	Claims: Please provide the monthly plan enrollment per plan that corresponds to the claims data	See attached.
10	Please provide the current 2019 plan premiums for the Rx plans.	Montgomery County Government – see link https://www.montgomerycountymd.gov/HR/Benefits/Resources.html#1 Montgomery College – see attached (2019 Rx Rate Equivalents)
11	When referencing the prospective client in responding to questions and the packaging of the RFP, are we to state Montgomery County Agencies? Or are we to state Montgomery College and Montgomery County Government?	Anything specific to Montgomery County Government or Montgomery College should be separated out, otherwise, MCA can be used to address both agencies.
12	Should offerors submit 3 total references (either current or termed) or 3 current references and 3 termed references? Attachment A only provides 3 spots for references but there seems to be some conflicting information. 1.11.1 - Offerors must submit three (3) references from current and three (3) former public sector clients of similar size and complexity to MCA for whom services currently or formerly provided are for the services quoted in this solicitation. 7.3.9 - The proposal must include the names and telephone numbers of three references.	Three references for current and termed are required. Please make a copy of the Reference form, and use for additional three. Six references in total.

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13	Page 3 states that each agency will execute individual contracts and then Page 11 states they can negotiate with more than one vendor. Based on our understanding, it sounds like if we were awarded the College and the County Government a contract for each entity would be needed-please confirm.	That is correct.
14	A BAA was provided, but only referenced the Montgomery County-not specific to the college or government, so it seemed like it's all expected to be one organization that will contract. Or will there be a separate BAA for the College?	The BAA attached was Montgomery County Government's document. Appropriate language similar to that otherwise provided in such a document will be included in the final contract.
15	Should the offeror redline the BAA provided?	The County assumes that the BAA will be accepted without deviations.
16	There is a section that states the proposal submitted can apply to other government agencies. If one or more of those populations are added at implementation or later, we assume they would come under the County contract, but that is not stated.	This is in reference to the purchasing rider and does not fall under the contract that the County executes. The only instance that additional populations may be added or deleted under the County's population will be, if a Participating Agency is added.
17	In regards to the Maryland Public Information Act paragraph in Attachment D, do you want bidders to mark somehow any materials that they consider to be confidential, proprietary, or trade secret?	Yes
18	Lastly, given the complexity of the RFP and pending confirmation on the varying total lives for both EGWP and commercial lives, would you please consider an extension of the due date?	Given the extremely tight timeline associated with this solicitation, an extension of any kind CANNOT be granted.
19	Please advise if the ability to customize the formulary and clinical components of the plan is a requirement for contract award.	Customization of the formulary is not a requirement for contract award. The ability to customize the clinical components is a requirement for contract award.

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20	Please specify the copay amount you would like priced out for all Specialty medications covered under the EGWP Part D Rx Plan.	<p>Montgomery County Government: For the Standard Rx, the copays will vary based on if they appear on the formulary. If they are on the formulary the copay will be \$20. If they are excluded from the formulary the copay will be \$35. For the High Option Rx plans, the copays will either be \$8 or \$10 depending on the plan.</p> <p>Montgomery College: Retail – the copay for formulary will be \$20. If they are excluded from the formulary, the copay will be \$40. Maintenance Choice – the copy will be \$40 for formulary and \$80 if it is excluded from the formulary.</p>
21	Would you be interested in an alternative Part D quote to lower costs?	This is not necessary for either Montgomery County Government or Montomgery College , because we both have EGWP+wrap programs in place and do not intend to utilize the Medicare Part D formulary on its own.
22	Can you elaborate on the support needed for the Livongo clinical program for diabetics noted in #16 of the Minimum Requirements?	Montgomery College wants confirmation that bidder offers the Livongo clinical program or if not, what similar diabetic program can bidder offer.
23	Can we get a column breakout for MC and MCG for: a. Actives/ Pre-65 lives b. Retirees c. Does the census data have identifiers for each and all of the member groups?	<p>Montgomery County Government: Total Enrolled Actives/Pre-65 = 20,529 Total Enrolled Retirees (Medicare) = 4,483</p> <p>Montgomery College: Total Enrolled Actives/Pre-65 = 2,112 Total Enrolled Retirees (Medicare) = 612</p>
24	Do you currently have an RDS program set-up? How many lives? a. Do you have an EGWP? How many lives?	Montgomery County and the College have EGWPs, and do not have RDS programs anymore. See census for number of lives.
25	Is it possible to obtain a list of current clinical programs?	No.

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26	Provided data ends in September 2018. What are the claims through the end of 2018?	The evaluation will be based on the claims provided.
27	Which column on the claims file represents the Medicare membership ID?	It's COLUMN A of the Claims file for the College and the County.
28	On Page 1, Section 4 is titled "Technical Questionnaire – Actives and Pre-65 Retirees". On page 39 – 52 the Section heading is titled "Section 4 – Technical Questionnaire – Commercial and EGWP + WRAP" Please confirm if Section 4 should be completed for the commercial line of business, or be completed for both commercial and EGWP lines of business.	Section 4 should be completed for both Commercial and EGWP lines of business.
29	Item 1.14 states: "No portion of the work shall be subcontracted without the prior written consent of MCA throughout the terms of the contract, including renewals and extensions". Bidder generally contracts for third-party vendor support of its non-core services (e.g., print fulfillment, retail pharmacy help desk support, etc.) on a book-of-business basis to leverage the best pricing for quality services available, which enhances the aggressiveness of the pricing we can offer clients. To the extent that a single client objected to such a third-party vendor, obtaining a replacement for that one client would likely be inefficient and disruptive to Bidder's objective of keeping pricing terms aggressive. Accordingly, will MCA agree that it will not unreasonably withhold approval of a PBM subcontractor?	Agreed except for outsourcing of member service.
30	In the question 6.3.7, bidders are asked to estimate the financial impact of PCSK9 specialty medications for the 3 year agreement term. Can you please provide further explanation of what is meant by "financial impact of	Estimating the financial impact of PCSK9 medications has been negated by the recent announcement regarding both the pricing and classification of PCSK9s, so all bidders are welcome to answer this N/A.

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	PCSK9"? Is this in regard to moving PCSK9 to a different dispensing channel (specialty to retail)?	
31	Please advise where a Bidder can obtain a list of debarred or suspended persons under Montgomery County Code section 11B-37 (referenced in Section 4 of the Montgomery County Government General Conditions of Contract Between County and Contractor).	There are currently no Montgomery County de-barred vendors.
32	RFP Section 3.1.4 specifies a "Dedicated Customer Service Unit". Can MCA advise whether this customer service unit is expected to service exclusively MCA member agencies, or is it acceptable for the unit to service calls from other Bidder PBM client members when not servicing calls from MCA members?	This unit does not have to be specific only to MCA. However, MCA does expect a dedicated team and 800#.
33	We have seen cases where indirect value (such as the value of copay assistance programs, copay offset programs, or drug card/member reimbursement programs from the manufacturer) appear to be included in the rebate/discount guarantee calculations even though the plan sponsor derives a financial benefit only from copay offset programs and not from copay assistance programs. Please confirm manufacturer coupons or copay card programs cannot be used or included in the calculation of the ANY guarantees.	Confirmed.
34	Please confirm that MCA will not permit guarantees to include terms that allow for the proration of claims. For example, claims meeting the minimum days' supply agreed upon for a specific channel will receive the same guarantee as claims with a higher days' supply within that channel.	Confirmed.

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*******END OF QUESTIONS & ANSWERS*******

Montgomery College
2019 Rx Rate Equivalents

	2019 Total Rx
	Rate
Cigna HSA (Active)	
Employee	\$127.34
Employee +1	\$248.32
Family	\$362.92
Cigna POS (Active)	
Employee	\$136.33
Employee +1	\$265.85
Family	\$388.54
Cigna PPO (Active)	
Employee	\$141.51
Employee +1	\$275.95
Family	\$403.31
CIGNA PPO (Pre-65 Retiree)	
Retiree	\$166.42
Retiree + 1	\$324.52
Family	\$474.29
CIGNA POS (Pre-65 Retiree)	
Retiree	\$172.66
Retiree + 1	\$336.68
Family	\$492.07
CIGNA PPO (age 65 or over)	
Retiree	\$314.94
Retiree + 1	\$629.88
Family	\$787.35