

# University of Maine System

## Bidder Questions & Answers

### RFP #45-18 (Medical)

1. Repricing File- Please confirm that a repricing summary would be acceptable as the zip codes in the file are for the providers' billing locations (for example, ME Med Center is the provider with the second highest claims, with a Pittsburgh zip). Unless we're able to get an updated file, we won't be able to release line-by-line results, due to the potential differences in repricing results when the location zip differs from the billing one.

It is not preferred, but if you cannot manually change the zip codes from billing to actual locations, we would accept a summary file at this time. We may do additional analysis with Finalists to refine this analysis.

2. Page 10 of the RFP advised to mark anything confidential as "trade secret". Could you please confirm that the wording "confidential" or "proprietary" would suffice?

Please mark as trade secret.

3. Can someone with binding authority sign all forms?

Yes.

4. Due to responses to questions not being answered until 3/3, will an extension be granted?

Due to the pre-determined schedule, no extensions will be granted at this time.

5. Please confirm that we can add a Section 6 for any additional documents.

No additional documents are permitted.

6. Page 19 states that additional attachments are prohibited. Are we able to provide our own cover letter before section 1 and our own financial exhibits, necessary samples and brochures, etc.?

No. The format as noted needs to match what is outlined on pages 19 and 20.

7. Page 19 also states that all documents need to be in PDF. Are you looking for one long PDF document of everything, or individual PDF documents? Are we able to include word or excel documents?

All responses should be in PDF, unless they require additional supporting information, such as, foldouts containing charts, spreadsheets, and oversize exhibit. These are permissible and must

be submitted as Appendices, clearly numbered and referencing the Section in which they provide supporting information. Note - please provide Appendix C responses in Excel.

8. Page 6 of the questionnaire, Network Contracting #'s 3 and 4 ask for campus- specific GeoAccess reports. What criteria are you looking for and what do you mean by "campus specific"? Are you looking for us to provide a GeoAccess on all zip codes on the census?

Each person on the census is aligned with a campus. This is identified in Column B on the census. Please see below for the key. Please provide a Geo Access report for each campus for the services posed in questions #3 and 4 under the network contracting section. Please also provide a separate standard GeoAccess report for each zip code outlined in the census.

- UMS01 = University of Maine at Augusta
  - UMS02 = University of Maine at Farmington
  - UMS03 = University of Maine at Fort Kent
  - UMS04 = University of Maine at Machias
  - UMS05 = University of Maine
  - UMS06 = University of Southern Maine
  - UMS07 = University of Maine at Presque Isle
  - UMS08 = University Services and Governance
9. Please provide an updated census with plan identifiers to correspond with current benefits. In addition, please indicate on the census which University each EE is representative of.

The plan is noted on the census. All employees have access to the Choice plan (except Serv & Main bargaining unit) and the Copay plan. Note that the Copay plan varies slightly by each bargaining unit. To confirm which summary aligns with each line, look at the medical plan and bargaining unit. Column B indicates which campus each employee is affiliated with. Please see response to #8 above for a census key.

10. Please confirm if all EEs have access to all benefit plans or if there is a separation between the benefits based on location.

All employees have access to the Choice Fund plan (except for Serv & Main bargaining unit). For the Copay plan, each bargaining unit has a slightly different version of the Copay plan. The benefit summaries provided are labeled based on which bargaining unit is aligned to it.

11. Please provide details on the requested EAP integration.

UMS currently partners with Cigna for their EAP services. As part of the RFP process, we are asking for information in the questionnaire related to the EAP services that the bidder can offer,

if they are selected for their medical services. If the EAP remains with Cigna (but the medical does not) we are asking the bidders to confirm how they will integrate with Cigna (such as post information on the member portal regarding the EAP, include information to member services so they can warm transfer employees to the EAP, etc.)

12. What formulary is in place today?

All plans (except the Police Copay plan) have the Cigna Value formulary. The Police Copay plan has the Cigna Standard formulary.

13. Please confirm if large claims over the pooling point are included in the monthly claims summary.

Confirmed.

14. Please provide the workup for the 2018 Renewal.

We will not be providing the 2018 renewal at this time.

15. Please verify commissions, if any.

Commissions are a flat \$40,000. Note: Page 1, provision #6 of the Questionnaire requests \$84,000/annual. This is not correct. Please include \$40,000/annual in your proposal.

16. Are you providing a file for a disruption report, or are we to use the repricing file?

Please use repricing file for disruption as well (indicate in the column provided on the attachment if provider is in your network or not).

17. Page 6 mentions a separate Rx RFP. Is this coming out and if so, when?

Both RFPs were published on the UMS Procurement website.

18. There are 3 records in the file which do not pull in the medical plan information. Please clarify which plans are attached to the units below.

All three employees below waived coverage (rows 4655 – 4657 on the census).

Unit	Postal	Emp Status Desc	Medical Plan	Medical Cvg
UMS05	04473	Active	#REF!	Employee + Dependent
UMS05	04411	Active	#REF!	Employee + Dependent
UMS05	04401	Active	#REF!	Family

19. According to the exhibit, we should report enrolled vs. eligible. Underwriting calculated a total eligible count of 4804. Based on the Medical Cvg field, it appears we can add the 3 zips referenced above to the Total Enrolled count. We calculate the total at 4108, Please confirm.

The three employees noted above waived coverage. Total enrolled is 4105 and total eligible is 4804.

20. Does the group have Stop Loss?

Yes.

21. Who is the current Stop Loss carrier and is there an opportunity to quote Stop Loss?

Cigna is the current carrier. We are not bidding stop loss at this time.

22. Can you provide large claim information?

Not at this time.

23. What is the current ASO structure and current fees?

We are not providing at this time.

24. Please provide a copy of the current Rx formulary?

Per prior question, all plans except the Police Copay plan have the Cigna Value formulary. The Police Copay plan has the Cigna standard formulary.

25. Does the HSA plan have preventive Rx?

No.

26. What is the current pharmacy rebate structure?

We are not providing details at this time. Assume a traditional pricing arrangement.

27. Does the group currently have a third party UMCM vendor?

No; the UM and CM programs are currently carved-in through Cigna.

28. It is requested in the RFP, but not usually applicable for the incumbent. Will you require references from Cigna?

Yes; references are required from all bidders.

29. Clarification to the RFP. All bidders should disregard the request for an annual cash contribution of \$100,000 towards the UMS wellness program (page 2, #10 of the questionnaire). Please do not include a wellness fund in your proposal and adjust your pricing proposal accordingly.