

NMPSIA Bundled Payment Arrangement for Surgical Services RFP# 342-2023-03 Response to Written Questions

The written questions below were submitted by Potential Offerors prior to the due date of 3:00 PM MST September 16, 2022. Responses below have been provided via ProposalTech as of September 29, 2022 to all Potential Offerors who timely submitted an Acknowledgement of Receipt Form and are also posted electronically at <https://nmpsia.com/NMPSIAPlan.html?type=Proposals>.

IMPORTANT NOTE regarding proposal submission: Proposals in response to this RFP must be submitted **through ProposalTech ONLY**. Final submissions must be posted with ProposalTech at www.proposaltech.com before the due date and time cited. Access to the eRFP will be locked after that time. Vendors will not be able to post or change their responses. Late proposals will not be considered.

1. 6.8.2 Implementation - Please provide the total aggregate number of surgeries your members had for the fiscal year ending June 30, 2022 and June 30, 2021. What was the total aggregated spend on surgeries by the agency for the fiscal year ending June 30, 2022 and June 30, 2021? Please categorize these surgeries by type as well as your data permits.

Response: Full claims data will be released to respondents upon receipt of the completed Acknowledgement of Receipt form and verification that a fully executed non-disclosure agreement (NDA) is on file with Segal.

2. 6.8.2 Implementation - For the fiscal year ending June 30, 2022 and June 30, 2021, please provide all other surgical claims data that you deem pertinent, and that you believe will help Potential Offerors to provide a more complete response to this RFP.

Response: Please see response to #1 above.

3. 6.6.5 Member Experience – What is the re-admission/complication rate for surgeries happening through the Authority's current health plan? Please specify the surgeries (by procedure type).

Response: The intent of question 6.6.5 is to understand the member experience under the respondents' program. Please provide the re-admission/complication rate that has been observed across the respondents' book of business by surgery type in general.

4. 6.11.3 Centers of Excellence - To determine where the need for surgeries exist, please provide total number of surgeries by county for the fiscal year ending June 30, 2022 and June 30, 2021.

Response: Please see response to #1 above.

5. 7.1.12 and 7.1.13 Fee quotation – Please provide the number of members currently covered by county?

Response: Please refer to Table 1 below.

Table 1. Membership by County

State	County	Membership As of Apr 2022
NM	Dona Ana	5,755
NM	Bernalillo	3,695
NM	San Juan	3,631
NM	Santa Fe	3,568
NM	Sandoval	3,318
NM	Lea	2,758
NM	Chaves	2,331
NM	Eddy	1,712
NM	Valencia	1,708
NM	McKinley	1,559
NM	Roosevelt	1,487
NM	Curry	1,465
NM	Grant	1,258
NM	Socorro	1,153
NM	Otero	1,024
NM	Rio Arriba	875
NM	San Miguel	832
NM	Taos	803
NM	Luna	676
NM	Lincoln	643
NM	Cibola	639
NM	Colfax	385
NM	Quay	380
NM	Torrance	320
NM	Sierra	280
NM	Mora	187
NM	Guadalupe	163
NM	Union	162
NM	Hidalgo	133
NM	Los Alamos	122

NM	Catron	104
NM	De Baca	fewer than 100
NM	Harding	fewer than 100
TX	El Paso	925
All Other Out-of-State		627

6. 1.3 Scope of procurement - This procurement is to “*establish a Centers of Excellence (COE) network that is able to provide bundled payment arrangement and concierge services for musculoskeletal procedures (hip replacement, knee replacement, back fusions, etc.) at a competitive cost with minimal provider disruption*”. Would you like us to focus only on those types of surgeries or our complete catalog of surgeries?

Response: The intended focus of this RFP is on common musculoskeletal (MSK) surgeries such as knees, hips, shoulders and spine, however the Authority may consider other surgical procedures the Offerors choose to propose.

7. Appendix D, section 3 - How does the Authority define subcontractors?

Response: Any supplier, vendor or provider that furnishes supplies or services for a contractor for the purpose of providing the bundled payment arrangement.

8. Appendix D, section 3 - In the context of this RFP, would the Authority consider Health Care Providers as subcontractors?

Response: No, health care providers that are part of the Offeror’s COE network will not be considered subcontractors for the purpose of this RFP.

9. Appendix D, section 3 - Would any/all non W2 partners/entities be considered subcontractors? Would non W2 partners/entities who assist with business development in other areas of the country be considered subcontractors for the purposes of this RFP?

Response: Non W2 partners/entities as described above would be considered subcontractors.

10. What are our overall goals for an implementation?

Response: The purpose of this RFP is to establish a Centers of Excellence network that is able to provide bundled payment arrangements and concierge services for musculoskeletal procedures at a competitive cost with minimal provider disruption with one network..

11. Please confirm if early retirees should be covered.

Response: Confirmed.

12. Confirm this covers COBRA.

Response: Confirmed.

13. RFP calls out MSK in section 1.3, is there interest in oncology, bariatric or cardiology related?

Response: Please see response to #6 above.

14. When is an estimated go-live date?

Response: The Authority anticipates some flexibility around a go-live date, and would tentatively like to target July 1, 2023.

15. When is the plan renewal?

Response: Benefits accumulate on a calendar year basis. NMPSIA's fiscal year begins July 1, and most vendor agreements follow the same time period.

16. Are you considering implementing any or all of the procedures in a mandated model where it is required that the member goes through the select centers of excellence (COE) vendor for that particular procedure?

Response: NMPSIA is not contemplating a mandated model at this time. Please provide responses on a voluntary basis.

17. Are there any additional priorities for launch?

Response: Please refer to Section 4.2.4 Desirable Specifications.

18. Will claims data or a census be provided?

Response: Please see response to #1 above.