



COMMONWEALTH of VIRGINIA

DEPARTMENT OF MEDICAL ASSISTANCE SERVICES
600 East Broad Street, Suite 1300
Richmond, VA 23219

May 16, 2016

ADDENDUM No. 2 TO VENDORS:

Reference Request for Proposal: RFP 2016-01
Dated: April 29, 2016
Due: June 30, 2016

Below are updates that may delete, add, modify or clarify certain aspects of the aforementioned RFP. Please incorporate as necessary.

- 1) See Attachment 1 for mandatory pre-proposal conference attendance roster;**
- 2) See Attachment 2 for mandatory pre-proposal conference transcript.**

A signed acknowledgment of this addendum must be received by this office either prior to the due date and hour required or attached to your proposal response. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Sincerely,

A handwritten signature in cursive script that reads "Christopher Banaszak".

Christopher Banaszak
DMAS Contract Manager

Name of Firm: _____

Signature and Title: _____

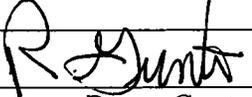
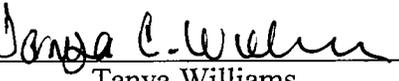
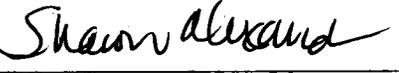
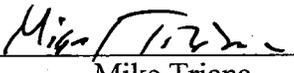
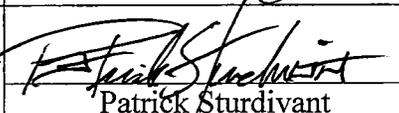
Date: _____

600 East Broad Street Building Security and DMAS Visitor Log

RFP 2016-01 Managed Long Term Services and Supports Program

Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

May 10, 2016, 2:00 PM

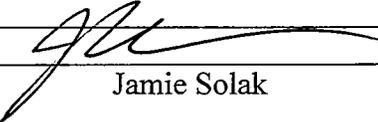
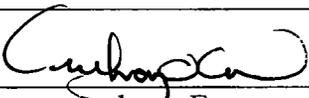
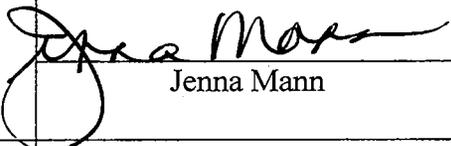
ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative Printed Name Signature	Email Address (PRINT CLEARLY)	ID TYPE	DEPARTURE TIME
1:28	Aetna Better Health of Virginia	 Roger Gunter	GunterR@Aetna.com	driver's license mf	2:45 pm
12:57	Aetna Better Health of Virginia	 Tanya Williams	TCWilliams1@Aetna.com	driver's license mf	↓
1:34	AmeriHealth Caritas Virginia, Inc.	 Sharon Alexander	Salexander@amerihealthcaritas.com	driver's license mf	
1:12	AmeriHealth Caritas Virginia, Inc.	 Mike Triana		driver's (Miguel) license mf	
1:19	Anthem HealthKeepers Plus	 Lauren Levy	Lauren.Levy@amerigroup.com	driver's license mf	
1:19	Anthem HealthKeepers Plus	 Patrick Sturdivant	Patrick.Sturdivant@amerigroup.com	driver's license mf	

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-01 Managed Long Term Services and Supports Program

*ID Type -
verified by
Meredith Lee.*

Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

May 10, 2016, 2:00 PM

ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative <u>Printed Name</u> Signature	Email Address (PRINT CLEARLY)	ID TYPE	DEPARTURE TIME
1:39	Arlington Healthcare Group	 Scott Pickens	scott.pickens@arlingtonhealthcaregroup.com	driver's license mt	2:45 PM ↓
1:39	Arlington Healthcare Group	 Jamie Solak	jamie.solak@arlingtonhealthcaregroup.com	driver's license mt	
1:02	CareFirst	 Edward Merrill	Edward.Merrill@carefirst.com	driver's license - mt	
1:08	CareSource Virginia, Co. (CareSource)	 Anthony Evans	Anthony.Evans@caresource.com	driver's license - mt	
1:08	CareSource Virginia, Co. (CareSource)	 Jenna Mann	Jenna.Mann@caresource.com	driver's license - mt	
	Edwards Performance Solutions	Eric Perlstein	EPerlstein@EdwPS.com	NO SHOW	

600 East Broad Street Building Security and DMAS Visitor Log

RFP 2016-01 Managed Long Term Services and Supports Program

Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

May 10, 2016, 2:00 PM

verified by
Patricia Davis
2:45 pm

ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative <u>Printed Name</u> Signature	Email Address (PRINT CLEARLY)	ID TYPE	DEPARTURE TIME
1:46	Gateway Health Plan	 Rachel Cawley	RCawley@GatewayHealthPlan.com	PA DMAS license	↓
1:46	Gateway Health Plan	 Dovile Usaite	✗	PA DMAS license	
1:45	Humana	 Mitchell Evans	mevans12@humana.com	Kentucky DMAS license	
1:45	Humana	 Cheryl Gallon	cgallon@humana.com	VA DMAS license	
1:28	INTotalHealth	 John Muraca	John.Muraca@inova.org	VA DC VA DMAS license	
1:29	INTotalHealth	 Julie Garcia	Julie.Garcia@inova.org	INTOTAL ID w/patrol	
1:32	Kaiser Permanente	 Laurie Kuiper	Laurie.Kuiper@kp.org	Washington DC DMAS license	

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-01 Managed Long Term Services and Supports Program

Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

May 10, 2016, 2:00 PM

2:45 pm

ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative Printed Name Signature	Email Address (PRINT CLEARLY)	ID TYPE Verified By	DEPARTURE TIME
				Patricia D...	
1:40	LifeWorks Advantage, LLC	 R.J. Gilson	rj@allyalign.com	VA Dennis License	↓
1:40	LifeWorks Advantage, LLC	 Jill Sumner	jill.sumner@allyalign.com	DC Dennis License	
1:41	Magellan Complete Care of Virginia, LLC	 John Little		VA Dennis License	
1:35	Magellan Complete Care of Virginia, LLC	 Kate Massey	kmasssey@magellanhealth.com	Washington DC Dennis License	
	Millennium Home Healthcare, LLC	Nate Zewdu	nate@millenniumhomehealth.com	NO SHOW	
	Millennium Home Healthcare, LLC	Mimi Fisseha		NO SHOW	
1:20	Molina Healthcare	 Jeremy Greenfield		VDL VA Dennis License	
1:20	Molina Healthcare	 Robert Hager		VDL VA Dennis License	

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-01 Managed Long Term Services and Supports Program
Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

May 10, 2016, 2:00 PM

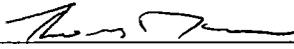
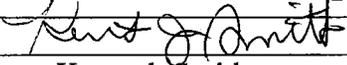
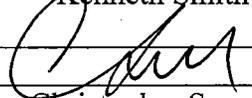
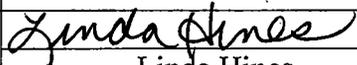
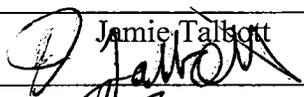
*Verified by
 Nancy Malenfant &
 Mary Mitchell*

ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative <u>Printed Name</u> Signature	Email Address (PRINT CLEARLY)	ID TYPE	DEPARTURE TIME	
1:39	Optima Health	<i>Randy Ricker</i> Randy Ricker	ERRICKER@sentara.com	Drivers license	2:45pm	
1:39	Optima Health	<i>Dr. Mary Temm</i> Dr. Mary Temm	MTEMMC@SENTARA.COM	DRIVERS license		
	Optum	<i>Blaine Bergeson</i> Blaine Bergeson	blaine.bergeson@optum.com	NOSHOW	↓	
1:25	Optum	<i>Tasha Nguyen</i> Tasha Nguyen	tasha.nguyen@optum.com	Driver's license		
1:43	Piedmont Community Health Plan	<i>Tracey Jennings</i> Tracey Jennings	Tracey.Jennings@Centrahealth.com	DRIVERS license		
1:43	Piedmont Community Health Plan	<i>Teresa Tatlock</i> Teresa Tatlock	Teresa.Tatlock@Centrahealth.com	DRIVERS license		
1:15	Shared Health	<i>Brooke Boswell</i> Brooke Boswell	Brooke_Boswell@sharedhealth.com	DRIVER'S License		1:15
1:15	Shared Health	<i>Rob Summitt</i> Rob Summitt	Rob_Summitt@bcbst.com	Driver's license		1:15
						↓

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-01 Managed Long Term Services and Supports Program
Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

May 10, 2016, 2:00 PM

*verified by
Mary Mitchell
Mary Mitchell*

ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative <u>Printed Name</u> Signature	Email Address (PRINT CLEARLY)	ID TYPE	DEPARTURE TIME
1:30	Trusted Health Plans, Inc.	Thomas Duncan 	tduncan@trustedhp.com	Driver's license	2:45 pm
1:29	Trusted Health Plans, Inc.	Robin Barclay 	rbarclay@trustedhp.com	Passport	
1:23	UnitedHealthcare Community & State	 Kenneth Smith	ken_j_smith@uhc.com	Drivers license	
1:23	UnitedHealthcare Community & State	 Christopher Surrell	chris.surrell@uhc.com	Drivers license	
1:05 pm	Virginia Premier Health Plan	 Linda Hines	linda.hines@vapremier.com	Drivers license	
1:05 pm	Virginia Premier Health Plan	 Jamie Talbot	jamie.talbot@vapremier.com	Drivers license	
1:36 pm	WellCare Health Plans	 Scott Henderson	Scott.Henderson@wellcare.com	Driver's license	

600 East Broad Street Building Security and DMAS Visitor Log

RFP 2016-01 Managed Long Term Services and Supports Program Pre-Proposal Conference

May 10, 2016 in Conference Rooms 7A/B

Pre-registered Interested Stakeholders

Katie Eich

ARRIVAL TIME	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
1:37 PM	3M Health Information Systems Chester Stroyny	<i>[Signature]</i>	Drivers License	2:45 pm
1:46	Bay Aging Cathey Eades	<i>[Signature]</i>	VA DL	↓
	Bay Aging Diana Giles	<i>[Signature]</i>	NOSHOW	
1:46	Bay Aging Tiffany Robins	<i>[Signature]</i>	VA DL	
1:46	Bay Aging Kathy Vesley	<i>[Signature]</i>	VA License	
1:33	BranCore Technologies Glenn Davis	<i>[Signature]</i>	VA License	
1:20	Health Management Associates Tim Beger	<i>[Signature]</i>	VA LICENSE	
1:25	Optum Consulting Sheryl Markowitz	<i>[Signature]</i>	DRIVERS License	
1:25	Optum Consulting Kimsung Hawks	<i>[Signature]</i>	Lewin ID	
1:48	VACSB Jennifer Faison	<i>[Signature]</i>	LOBBYIST ID	
1:49	VAHP Stephanie Lynch	<i>[Signature]</i>	Va DL	
1:40	Virginia Network of Private Providers Jennifer Fidura	<i>[Signature]</i>	Va DL	

REVIEWED BY: *[Signature]*

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-01 Managed Long Term Services and Supports Program
Mandatory Pre-Proposal Conference in Conference Rooms 7A/B

Mary Mitchell

May 10, 2016, 2:00 PM

ARRIVAL TIME	Offerors Names (PRINT CLEARLY)	Representative <u>Printed Name</u> Signature	Email Address (PRINT CLEARLY)	ID TYPE	DEPARTURE TIME
1240	Next Level Health	Jacquelyn Smith <i>Jacquelyn Smith</i>	jacquelyn.smith@nlh-partners.com	Drivers License	2:45 pm

Verify ID
minute

600 East Broad Street Building Security and DMAS Visitor Log

RFP 2016-01 Managed Long Term Services and Supports Program Pre-Proposal Conference

May 10, 2016 in Conference Rooms 7A/B

Pre-registered Interested Stakeholders

ARRIVAL TIME	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
1:24	Ken Ampt		VA DL	2:45 pm
1:25	Brenna Caton		VA DL	↓
1:38	CHRIS WHITE		MD DL	
1:40	NISH THAKKER		MD DL	
1:40	Kort Henneni		VA DL	
* 1:40	Michael Kinne		IL DL	
1:42	Katie Roepner		DARS	
1:42	Richard Ward		VA DL	
1:44	Craig Suro		VA DL	
1:55	R. Gerndt		VA D.L.	

* Michael @ NLHPartner.com (Next Level Health)

REVIEWED BY: _____

RFP 2016-01 Managed Long Term Services and Supports Program

Mandatory Pre-Proposal Conference

May 10, 2016 2:00 PM

<p>Department of Medical Assistance Services (DMAS) (PRINT CLEARLY)</p>	<p>DMAS Staff Name/Signature</p>	<p>Email Address (PRINT CLEARLY)</p>
<p>Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219</p>	<p>Chris Banaszak <i>Chris Banaszak</i></p>	<p>Chris.Banaszak@dmas.virginia.gov</p>
<p>Cavalier Reporting and Videography 677 Berkmar Circle Charlottesville, VA 22901</p>	<p><i>Kurt Hansen</i></p>	
<p>Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219</p>	<p>Tammy Driscoll <i>Tammy Driscoll</i></p>	<p>Tammy.Driscoll@dmas.virginia.gov</p>
<p>Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219</p>	<p>Karen Kimsey <i>Karen Kimsey</i></p>	<p>Karen.Kimsey@dmas.virginia.gov</p>
<p>Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219</p>	<p><i>Steve Ankis</i> <i>Steve Ankis</i></p>	<p>Steve.Ankis@dmas.virginia.gov</p>
<p>Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219</p>	<p><i>Mary Mitchell</i> <i>Mary Mitchell</i></p>	
<p>Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219</p>	<p><i>Katie Ilich</i> <i>Katie Ilich</i></p>	

RFP 2016-01 Managed Long Term Services and Supports Program

Mandatory Pre-Proposal Conference

May 10, 2016 2:00 PM

Department of Medical Assistance Services (DMAS) (PRINT CLEARLY)	DMAS Staff Name/Signature	Email Address (PRINT CLEARLY)
Department of Medical Assistance Services 600 E. Broad Street, Suite 1300 Richmond, VA 23219		
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DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

MANDATORY PRE-PROPOSAL BID CONFERENCE

RFP 2016-01

REQUEST FOR PROPOSAL FOR

MANAGED LONG TERM SERVICES & SUPPORTS PROGRAM

May 10, 2016

2:00 p.m. - 2:40 p.m.

Richmond, Virginia

Job No. 30509

REPORTED BY: Kurt D. Hruneni, CVR, CCR-VA

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APPEARANCES ON BEHALF OF DMAS:

CHRIS BANASZAK, Contract Officer

TAMMY DRISCOLL, Sr. Program Advisor, MLTSS

Principle Point of Contact MLTSS RFP

KAREN KIMSEY, Deputy Director for Complex Care

Services

* * * * *

1 (2:00 p.m., May 10, 2016)

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P R O C E E D I N G S

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MR. BANASZAK: Good afternoon. I'm Chris Banaszak, and I'm the Procurement Officer for this procurement. And I'd like to welcome and thank you for attending today's session.

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For the record, today is Tuesday, May 10th, 2016, at approximately 2:00 o'clock. And this is the mandatory pre-proposal conference for RFP-2016-01, entitled "Managed Long Term Services & Supports Program."

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This meeting is being held in conference rooms 7A and B, at the Department of Medical Assistance Services located at 600 East Broad Street, Richmond, Virginia, 23219.

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I would like to remind all potential Offerors in the room that this is a mandatory pre-proposal conference and attendance is evident by your registration and the sign-in sheets located on the 1st floor lobby.

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In accordance with the RFP, no one will be permitted to sign the register after 2:00 p.m. Attendees entering the conference after this time

1 are permitted to stay, but will not be allowed to
2 sign the register and be ineligible to submit a
3 proposal.

4 If you are here representing another firm,
5 please make sure you properly document the name of
6 that firm. Okay. I don't see anybody running to
7 the door to go register for the correct firm, so
8 I'm assuming everybody has registered properly.

9 By the way, how did registration go
10 downstairs?

11 PARTICIPANTS: Very nice.

12 MR. BANASZAK: Good. We had a lot of
13 people put some effort into this. We didn't, you
14 know, realize how big a crowd we were going to
15 get. And I'm glad everything's working out.

16 I mean, the last thing we want something to
17 happen is somebody having a hard time getting to a
18 meeting that they need to be at.

19 The list that we have today of the Offerors
20 in attendance, and the transcript for today's
21 meeting, will be posted in an addendum for the
22 RFP. So I will post that in eVA and the DMAS
23 website so you will have that information.

24 Before proceeding I would like to go over a
25 couple housekeeping items. If you have any foods

1 or drinks, that's no problem. Just make sure you
2 pick up after yourselves after the meeting. Cell
3 phones, pagers, and other electronic devices -- I
4 don't know who has pagers anymore -- but just make
5 sure they're on mute or vibrate.

6 If you do get a call that's urgent, and you
7 need to take that call, please, you know, you're
8 not going to hurt my feelings if you go out the
9 door and take that call.

10 If nature calls and you need to go to the
11 restroom, they're located out by the lobby. I
12 think as you come in here the ladies room is
13 there, and you go past the lobby and you'll see
14 the mens room.

15 In the unfortunate event of an emergency
16 remember two rules. Rule No. 1, don't panic.
17 Rule No. 2 is remember Rule No. 1. I mean, if the
18 alarm should go off, I've never had it happen, you
19 know, we'll exit out this door and we'll have to
20 exit down the stairwell, because the elevators
21 will not be working.

22 If somebody has a handicap and cannot make
23 it down the stairs, I'll stay with them. We have
24 floor wardens who will stay with them until help
25 arrives; okay? I don't anticipate any problems.

1 Staff introductions today. Today we have
2 Kurt Hruneni from Cavalier Reporting. He will be
3 doing the transcript for today's meeting.

4 Again, my name is Chris Banaszak. I am the
5 Contract Officer for this procurement. To my
6 right we have Karen Kimsey who is the Deputy
7 Director for Complex Care Services, and Tammy
8 Driscoll, who is the contact for the solicitation.

9 If you read the RFP you'll know you've seen
10 Tammy's name all over it. She is one of the --
11 besides myself, she is the main point of contact
12 for this procurement.

13 As stated in the RFP, the purpose for this
14 conference is to allow DMAS the opportunity to
15 clarify various facets of the RFP. In addition,
16 attendance will also give DMAS an opportunity to
17 get a better understanding of the number and types
18 of potential Offerors interested in submitted a
19 proposal.

20 Although by attending this conference
21 Offerors are not committed or obligated to submit
22 a proposal, it will allow DMAS to plan for the
23 future based on current interest. And if you've
24 been involved in procurements in the evaluation
25 process, you kind of like to have a heads up of,

1 okay, how many proposals are we going to get, you
2 know, what type of planning to we need to do.

3 I mean, because evaluating five proposals
4 versus 15 proposals is a big difference in time,
5 manpower, you know, resources, what have you. I
6 mean, everything you do is tripled; okay. So it's
7 going to give us an idea of who's interested and,
8 you know, who may be submitted proposals.

9 Again, the RFP will serve as the agenda for
10 the conference to provide DMAS the opportunity to
11 emphasize and clarify critical aspects of the
12 solicitation.

13 Due to this meeting not being an effective
14 forum to properly address questions orally, and
15 with provisions in the RFP for questions to be
16 submitted electronically in writing, we will not
17 be entertaining questions today.

18 Offerors are reminded however that the
19 deadline for submitting their written questions is
20 actually this Friday, May 13th, no later than 5:00
21 p.m. local time.

22 As a reminder, any changes made to the RFP
23 will be made via an RFP addendum issued in eVA.
24 And if nobody's familiar with eVA, eVA is the
25 Commonwealth's Enterprise Electronic Procurement

1 System, which was initiated back in 2000.

2 eVA provides the public visibility over most
3 purchases and eliminates bureaucracy previously
4 associated with getting procurement information.
5 eVA Future Procurements and eVA VVO alerts vendors
6 to upcoming solicitation. Participating Offerors
7 are required to register with eVA, and this will
8 be brought up later.

9 You know, I can't emphasize the importance
10 of eVA. I implemented here at the Agency back in
11 2000. It's grown. It's a lot better. If any of
12 you know, I mean, I put it in eVA Future
13 Procurements as quick as we know when we're going
14 to post the RFP to give the vendor community an
15 opportunity to prepare and get ready.

16 Like I said, if you have any questions you
17 to go to the eVA website, www.eva.virginia.gov,
18 and you can get all kind of good information.

19 At this point in time I'm going to cover
20 some key components of the RFP that I feel are
21 important and need emphasizing. Afterwards I will
22 turn the program over to Ms. Driscoll who will
23 cover some of the things that she wants to cover.

24 One of the first things that I'm looking at
25 is the addendums. Addendum 1 was issued last

1 Friday, 5/16/2016. And in it we has some minor
2 edits and updates and information to today's
3 conference.

4 Addendums will be posted -- issued and
5 posted in eVA to document changes to the RFP. As
6 a reminder, eVA is the controlling website; okay.
7 I'm going to post information on the DMAS website
8 and eVA. Please use the eVA website.

9 Information on both sites should be
10 identical. But the eVA is the controlling
11 website. That's the one that's governed by the
12 Virginia Public Procurement Act and it's governed
13 by the Agency Procurement and Surplus Property
14 Manual. We're required to use that site.

15 Changes are not official unless changed via
16 an addendum. Addendums need to be signed and
17 dated by the authorized individual in your firm.
18 Normally this is the same person who will sign the
19 RFP coversheet, the transmittal letter, and
20 authorized to commit the firm; okay.

21 And, again, these -- we have a section in
22 the RFP where you can include all the addendums
23 that we issue, just like I said. So far we have
24 one. I know we're at least going to have one or
25 two more; okay? Both need to be returned, signed.

1 I mean just the copies. You don't have to submit
2 -- Because some of the addendums may be several
3 pages long because they're going to have the Q and
4 As. All I need is the coversheet with the
5 signature, okay, just to acknowledge that you
6 received it and, you know, you read the addendum,
7 the contents.

8 Questions. The deadline for questions is,
9 again, 5:00 p.m. on May 13th. We ask that all
10 questions be submitted in writing to the mailbox
11 identified in the RFP.

12 DMAS will work on responding to the
13 questions as they are received and post all Q and
14 As in an addendum. DMAS will not respond, or send
15 a response email back to the Offeror with a
16 response to their questions. All questions from
17 all Offerors will be posted in an RFP addendum.

18 Our plan is to start working on responses to
19 questions as they arrive and post in multiple
20 addendums. You know, if we get 300-plus questions
21 on the due date, you know, please bear with us in
22 getting a response. It may take some time.

23 But our intent is if we get 200 questions,
24 you know, if we get 50 responses done in a week,
25 we'll post those responses, and so on and so

1 forth. Each week we'll try to post the Q and As.
2 And then we will acknowledge when all of the Q and
3 As have been posted, so that you'll have that
4 information. The good thing about this is all
5 Offerors will have access to all the questions
6 that have been asked and all the responses; okay?

7 The next item is the proposal due date. The
8 deadline for receiving proposals is 10:00 a.m. on
9 Thursday, June 30th. That is tentative right now.
10 We have not -- and I don't think we have -- we're
11 not even contemplating changing that date. But if
12 we were to change that date that would be posted
13 in an addendum.

14 In Section 2.8 you have two addresses for
15 RFP responses. The first one is if it's mailed.
16 If you're going to send it in USPS, FedEx, UPS
17 Overnight, or what have you, you should document
18 my name at the Department, 600 East Broad Street,
19 Suite 1300, Richmond, Virginia. Those boxes get
20 delivered to our mail room. And I have instructed
21 them to document date and time of receipt.

22 Now, if you're going to take the other route
23 and hand-deliver your proposals on the date that
24 they're due, like I said, they're due at 10:00
25 o'clock. The delivery time -- Or the location is

1 Department of Medical Assistance Services, 7th
2 Floor Receptionist, which is right outside here.
3 I position myself at that location at that time.
4 The reason being, I can't be everywhere downstairs
5 hunting for people bringing in big boxes; okay?

6 They need to get their proposals up to me by
7 10:00 o'clock that morning. I'll be out there.
8 I'm usually out there like 9:30. I alert mail
9 room, if anything comes in to send them up to the
10 7th floor.

11 The goal -- I mean, our goal is not to
12 exclude anybody due to a technicality. I mean,
13 I've had people on the proposal due date call me
14 up at 9:30 and say, "Hey, our courier is on 95.
15 He's stuck in traffic. Can he still get there?"

16 I'm like, "No. You know, if he can fly he
17 can." But chances are he's not going to make it,
18 and you might as well just tell him to turn around
19 and go home. Because at 10:00 o'clock, I'll
20 accept the package, but I'm going to return it
21 unopened, unsealed, and say, you know, "Past the
22 due date." So we won't even entertain opening it
23 up.

24 You know, like I said, the whole thing is we
25 want competition. I mean, there is no incumbent

1 for this contract. Competition is great. It's
2 good for us. I mean, it gives us good services.
3 And that's what we're looking for. We're looking
4 for, you know, the most bang for the buck. And,
5 you know, by a simple technicality of not getting
6 it here on time, you know, we just hate to see
7 that happen.

8 Words of advice, things to pay attention to.
9 The RFP in Section 2.2 and 2.4 talks about the
10 redacted copy and PDF in Attachment G. I cannot
11 iterate this enough. Information you submit at
12 some point in time will be open for public
13 inspection.

14 There is a caveat though. Trade secrets or
15 proprietary information submitted by an Offeror in
16 connection with a procurement shall not be submit
17 to the Freedom of Information Act. However, the
18 Offeror shall do three things to prevent this from
19 happening. One is they need to invoke the
20 protections of this section prior to or upon
21 submission of the data. This is section of the
22 Virginia Public Procurement Act, 2.2-4342.

23 The second thing they need to do is identify
24 the data or other materials to be protected. And
25 the third thing is state the reason why a

1 protection is necessary. And this is iterated in
2 the Agency Procurement and Surplus Property
3 Manual, it's in the procurement act, and it's in
4 the vendor's manual.

5 You cannot classify the whole proposal or
6 line item prices, or proposal prices, as
7 proprietary and/or confidential. If done, I will
8 notify you and give you a reasonable time to
9 withdraw an entire classification designation. If
10 unwilling the proposal may be rejected. It will
11 be our decision.

12 But here's the good part. I'm saving the
13 best for last. As part of this RFP DMAS provides
14 a form for Offerors to use to identify and comply
15 with this requirement. Attachment G of the RFP
16 entitled, "Proprietary and Confidential
17 Information Identification Form," shall be used.

18 I can't make it any easier for you guys. I
19 mean, that form, all you have to do is fill in the
20 blanks; okay? Sign it and send it in and your
21 information is protected.

22 Here's another thing I'd like to mention.
23 When you redact it, don't just go over it with a
24 highlighter or a black marker. I've had proposals
25 come in where they've done that, and I get their

1 electronic copy and I bring it up and it's like I
2 can still read the wording that's underneath
3 there.

4 You know, Adobe Acrobat has some wonderful
5 redaction tools in it. You can highlight it,
6 redact it, and then accept it, and it's gone.
7 Don't try to handwrite it in there that "This is
8 redacted." Otherwise, if I don't catch it it
9 could get released. And the way we have the RFP
10 drafted is you're responsible for making sure your
11 material is redacted.

12 The next section is signed documents
13 referenced in the RFP, and it's Section 2.6 and
14 2.10 and 5.1. We have it referenced in several
15 sections.

16 There are six forms that need to be
17 submitted with your RFP. One is the signed cover
18 page, which is behind the RFP cover page, which
19 has all of your identifying information, your F-I-
20 N number, the name of the individual authorized to
21 sign the RFP, your D-U-N-S number, all that kind
22 of good information.

23 The next ones are the addendums. We have
24 five addendums posted. Make sure you send them
25 all, you know, they're signed and dated, and

1 submit with your RFP.

2 The next one is the transmittal letter,
3 which, you know, documents that there's no
4 conflicts of interest in the event that you're
5 awarded a contract. We also have in there that
6 you attest that your response is valid for, I
7 believe, 12 months. I think that's what we put
8 in. So 12 months. And then some other
9 information.

10 The next one are Attachments G, which is the
11 one I just spoke about, proprietary confidential
12 information. Attachment H, which is your
13 Certification of Compliance with Prohibition of
14 Political Contribution and Gifts. And the last
15 one is the SEC form, Attachment I. Okay. All
16 those forms I need to have submitted with your
17 proposal submission.

18 And just to give you a heads up on the
19 Certification of Compliance with Prohibition of
20 Political Contributions and Gifts; that was
21 probably passed six or seven years ago where we
22 had to collect that information from the Offerors.

23 And initially for the first year or so, you
24 know, we'd get the forms from the Offerors, file
25 them, and everything was all good. Finally

1 somebody realized that, you know, you're
2 collecting this information, but nobody's really
3 comparing it to what's -- you know, what political
4 contributions are being made.

5 So on a weekly basis I submit my list of
6 names of Offerors who we're in active procurements
7 with. So if you submit a proposal come June 30th
8 your name will be on that list that I submit to
9 DPS. And it stays on that list until we make an
10 award. So people actually track this stuff.

11 The procurement contact for RFP, Section
12 2.7, again, the principle point of contact for
13 this procurement is Tammy Driscoll. All questions
14 or communications shall be directed to her or
15 myself.

16 And I was just told basically this week
17 that, you know, even though we're going to be --
18 we're in this procurement, you know, we still have
19 obligations I guess to the stakeholders that we're
20 going to be going out through the state having
21 stakeholder meetings.

22 If you are in attendance at these meetings
23 that's perfectly fine; okay. I encourage you to
24 go. It's just that we encourage you not to
25 discuss anything about the procurement or try to

1 do any probing. Go to the meeting, enjoy
2 yourselves, get informed, and you know, I'll leave
3 it at that.

4 I mean, our folks here, anybody who's
5 involved with this procurement has signed a
6 confidentiality statement, and they've been
7 instructed not to converse with any of the
8 suppliers who may be submitted proposals.

9 So I'm hopeful that they've been taught
10 well, that they're going to say, "I'm sorry, I
11 can't discuss that with you." And they may take
12 your name and report it to me, and I may send a
13 nasty letter or something, I don't know. But just
14 keep that in mind.

15 I mean, we are in an active procurement, you
16 know, it's sort of like a quiet time, except for
17 the Q and As; okay. You shouldn't be contacting
18 anybody about it.

19 The next section, "Proposal Evaluation," RFP
20 Section 5.2. Okay. That identified the criteria
21 by which the proposals will be scored. Since
22 payment will be based on a capitated rate
23 determined by DMAS, there is no cost score. DMAS
24 has requested and received an exemption from the
25 Department of General Services, Division of

1 Purchase and Supplies, for this. We can't just
2 drop costs. We had to actually go out and request
3 it.

4 Also notice that there is no small business
5 subcontracting plan, SWAM plan. Since the scoring
6 of SWAM plans is based on comparison to the
7 Offeror's submitted cost, there would be no clear
8 way for scoring SWAM. So this, along with other
9 factors, a determination was made, again, signed
10 by the Director, to omit the SWAM requirement.
11 Although not scored, DMAS assumes that all
12 Offerors in accordance with past and current
13 administrative initiatives, give great
14 consideration to doing business with small
15 businesses in their program operations, and DMAS
16 would expect this to continue.

17 I'm sure as, you know, large corporations
18 out there, you know, you have initiatives that you
19 do based on some of the things that the State
20 does. And one of them is supporting small
21 businesses in your operation.

22 Small businesses, you know, they're the
23 backbone for a lot of the -- you know, the
24 community. And like I said, in this procurement
25 we're not asking for a SWAM plan, any commitment.

1 But, you know, we would still expect you to follow
2 through with your own initiatives.

3 And as a heads up, I mean, you've got a lot
4 of people looking at this RFP. And I actually had
5 one inquiry from a small business inquiring about,
6 you know, whether we would post the Offerors who
7 attended the pre-proposal conference, and I
8 haven't responded yet because we're not responding
9 to questions.

10 It's going to be included in the list. But,
11 yes, we are going to post the list. And there's a
12 lot of small businesses out there looking for
13 folks like you to merge up, to maybe get a piece
14 of the pie, you know, to do some subcontracting,
15 you know, whatever it may be. And I encourage you
16 to, you know, consider that.

17 The next thing, Business Associate
18 Agreement, Special Term and Condition, 6.9.6.
19 We're all PHI fanatics due to the nature of the
20 work involved, protected health information.

21 The contractor will be required to execute a
22 DMAS Business Associate Agreement located on the
23 link under this term and condition. You know,
24 there's a lot -- I won't say a lot. But there's
25 some documents that we have referenced in the RFP.

1 I encourage you to go out and look at those
2 documents. In the past I've had issues, you know,
3 we're getting ready to sign a contract and they're
4 wanting to come back in and modify the Business
5 Associate Agreement. I'm like, "No, it ain't
6 going to happen, you know. The negotiations are
7 over. Our OAG has approved this form. It's not
8 changing. You know, you should have looked at it
9 during the -- like right now."

10 So I encourage, you know, you folks to go
11 look at that. It's probably nothing new. You
12 folks are probably already doing most of the stuff
13 that's in there. So it should be no big deal.

14 Getting back to eVA, eVA Orders and
15 Contracts, Special Term and Condition, 6.9.7. And
16 as part of the award of this contract Offerors
17 need to be eVA registered. And there will be one
18 order that will be created in eVA for the base
19 contract period.

20 So if this is a five year contract I will go
21 in there and create one order. The fee that's
22 associated with that order is already
23 predetermined. It's already in the term and
24 condition. And I don't think any of you all are
25 classified as small businesses, so you wouldn't

1 get that fee. So the small business fee is one
2 percent of the total dollar value, capped at
3 \$1500. Not a big deal. And that money goes to
4 pay for the eVA system.

5 The last one is General Terms and Conditions
6 Section 7. All I can say is that these are
7 required for use in solicitations that are submit
8 to the Agency Procurement and Surplus Property
9 Manual, and are essentially non-negotiable. So
10 those have to be included in the RFP and members
11 are required to abide by them.

12 So that's pretty much all I have. I'll turn
13 it over to Tammy Driscoll.

14 MS. KIMSEY: I'm going to jump in between,
15 before Tammy speaks to you. I'm Karen Kimsey with
16 the Department. I just wanted to say thank you to
17 everybody for coming today and expressing your
18 interest in this proposal.

19 It's a tremendous opportunity and it's very
20 important to us the change that's coming with this
21 RFP, because it's changing the landscape of how we
22 do service delivery for some of our most
23 vulnerable citizens.

24 And so we thank you for your interest. We
25 thank you for the time that you're about to commit

1 in drafting and submitting proposals to us for
2 consideration, and so, you know, how we can
3 actually improve care coordination for those most
4 vulnerable citizens.

5 So I just wanted to take a moment to just
6 thank you for your time and for being here today.
7 Also, I think Chris touched upon the quite period.
8 Just as a reminder to you all, the DMAS team is
9 very aware of the procurement process. And this
10 is also for stakeholders as well, not just for the
11 bidders. But there may be times when people may
12 ask us questions and we're not going to be able to
13 give you an answer related to that, because it may
14 tie to the procurement.

15 If that is the case we will let you know and
16 explain why. And any presentation we do with our
17 stakeholder groups, anything that goes forward
18 related to that, we will be very open and honest
19 about that up front in letting people know why we
20 call it the quite period.

21 Also, just as a quick reminder to folks.
22 We're so appreciative of you submitting your
23 proposals, just please make sure in your review
24 before you turn it in that they're succinct and
25 they're complete.

1 And so we were very excited about the number
2 of interested parties related to this. And we
3 wanted to make sure, as Chris said, that everyone
4 has an equal opportunity to have a review -- that
5 review done. And just make sure that they're all
6 filled out and complete before you turn them in.

7 So I'm going to turn it over to Tammy now
8 just to talk a little bit about the RFP itself.

9 MS. DRISCOLL: As Chris mentioned, I'm
10 Tammy Driscoll, and I'm a Senior Program Advisor
11 here with DMAS, and I'm also the principle point
12 of contact for the MLTSS RFP.

13 We're going to be going through some
14 highlights of the RFP today. We're not going to
15 be covering all 300 pages, but we do encourage you
16 all to read it cover to cover.

17 To keep me on track I am going to stick
18 pretty closely with my notes. So for about the
19 next 20 minutes I'll be covering the RFP in 20
20 minutes.

21 So here are some highlights. And I'll try
22 to keep you aware of what page that I'm working
23 from so you can follow along.

24 In Section 1, page 12, DMAS is soliciting
25 proposals from qualified contractors to enter into

1 fully capitated risk-based contracts to provide a
2 coordinated delivery system that focuses on
3 improving quality, access and efficiency under the
4 Department's new Managed Long Term Services and
5 Supports Program.

6 MLTSS will serve approximately 212,000
7 eligible members and will operate in accordance
8 with CMS's recently published managed care
9 regulations final rule, which is a few thousand
10 more pages than our RFP.

11 The contracts resulting from the MLTSS RFP
12 will last for five years, with the possibility of
13 five 12 month extensions. Contracts will be
14 renewed annually and as-needed, and are subject to
15 CMS approval. Rates will be finalized during
16 negotiations.

17 Continue on page 12. MLTSS will operated
18 statewide across six regions of the Commonwealth.
19 And these regions are described in Attachment A.
20 And we also have a beautiful poster up here that
21 shows the regions in color.

22 DMAS anticipates contracting with new fewer
23 than two contractors per region. And the
24 implementation will be phased in by region
25 beginning in the summer of 2017 for the majority

1 of the populations.

2 There are two exceptions. One of those is
3 the individuals enrolled in the CCC program will
4 transition at the end of the CCC program in
5 January of 2018. And the other is that the aged,
6 blind and disabled individuals currently served
7 under the Medallion III program will also
8 transition in January of 2018.

9 The MLTSS program transitions all older
10 adults and individuals with disabilities into one
11 managed care delivery model. And it includes dual
12 eligible individuals with full Medicaid or with or
13 without long term services exports; non-dual
14 individuals who receive LTSS services either
15 through an institution or through one of five of
16 DMAS's home and community based waivers. And
17 these are listed on page 13; and the Alzheimer's
18 assisted living waiver will not be included in
19 MLTSS at this time. Other individuals non-dual,
20 non-LTSS, who are eligible for Medicaid in the
21 aged, blind and disabled covered groups, and
22 again, the majority of these individuals will
23 transition to MLTSS in January of 2018.

24 On page 14, individuals enrolled in the IDD
25 and day support waivers will be enrolled in MLTSS

1 for their non-waiver services until the completion
2 of the IDD redesign. And there is a link to
3 DBHDS's redesign information in Attachment B.

4 Also, see the population exclusions on page
5 96 in Section 6.2.26, and the carved out services
6 in Attachment E, Part 5.

7 Throughout the RFP -- Continuing on page 17.
8 Throughout the RFP MLTSS refers to the delivery of
9 LTSS, including home and community based services,
10 institutional based, behavioral health, and acute
11 and primary care services, through capitated
12 managed care plans.

13 The goals of MLTSS include improved quality
14 of life; satisfaction in health outcomes for MLTSS
15 individuals; a seamless one-stop system of
16 services and supports; provides assistance in
17 navigating the service environment; care
18 coordination for all individuals that integrate
19 the medical and social models of care; ensures
20 individual choice and rights; and includes
21 individuals and family members in decision-making
22 and using a person-centered model; supports
23 seamless transitions between service and treatment
24 settings; facilitates communication between
25 providers between the quality and cost-

1 effectiveness of care; maximizes opportunities for
2 community living and prevents or delays the need
3 for long-term services and supports.

4 It includes system-wide quality improvement
5 and monitoring, and it aligns with DMAS's delivery
6 system reform incentive payment, DSRIP
7 initiatives.

8 Section 2, page 18. Chris Banaszak reviewed
9 a lot of these items. But we do want you to be
10 sure to read through all of the instructions and
11 pay special attention to the page limit
12 requirements.

13 Also Addendum 1 included a revision for page
14 numbers for the specialty plan response. And
15 there are additional documents up. And also Chris
16 covered the required documents for submission, and
17 those could be found in Section 2.10, page 22.

18 Continuing to Section 3, the technical
19 proposal. Sections 3 and 4 contain most of the
20 RFP response requirements. We're looking for
21 Offerors to describe their corporate structure
22 including parent organization and subsidiaries.
23 The section addresses BOI licensure MCHIP
24 certification and requirements to operate as a CMS
25 approved dual special needs plan.

1 We'll be looking at the Offeror's response
2 to see the key staff for Virginia operations, and
3 how that addresses the requirements for local
4 staffing in regions where the Offeror operates and
5 that the Virginia team has decision-making
6 authority, including the ability to make rapid
7 cycle decisions.

8 Continuing on to page 32. The Model of Care
9 includes eight elements. We recommend Offerors
10 read this section carefully. It's not sufficient
11 for the Offeror to propose the same Model of Care
12 that it may have submitted for other states or
13 CMS. Virginia has specifically MLTSS requirements
14 that must be addressed in the Model of Care.

15 Continuing on to page 44, Section 3.3.6
16 emphasizes the importance of behavior health and
17 medical integration. This section addresses the
18 certified community behavioral health clinic,
19 CCBHC model, as a behavioral health home.

20 When the CCBHC becomes available in a region
21 the contractor's behavioral health home models
22 must include the CCBHC. And there is a link in
23 Attachment B to find out more information about
24 CCBHC.

25 Page 47 explores the Offeror's relationship

1 management strategy with key partners, including
2 DMAS, provider associations, community-based
3 associations like the AAAs and the CILS, as well
4 as other community and social supports.

5 Page 48 addresses the Offeror's quality
6 management infrastructure and systems. Also
7 review the quality terms and conditions in Section
8 6.3.2, and Attachments J, K and L.

9 Page 50 addresses the Offeror's provider
10 recruitment strategy, technical assistance for
11 providers, and includes the Offeror's preliminary
12 networks. Also for network see Section 6.3.17 and
13 Attachments C and D.

14 Continuing on to page 54. Offeror's should
15 describe their program integrity plan and the
16 Offeror's ability to interface with DMAS's system
17 and the features of the Offeror's care management
18 system.

19 Page 57 looks at the Offeror's plan for how
20 it will demonstrate to DMAS that it's
21 operationally ready.

22 Page 59 explores the Offeror's innovative
23 capacity, value-based payment strategies, and the
24 ability to contribute to DMAS's DSRIP goals and
25 objectives.

1 Page 63, Section 3.8.4 provides details for
2 Offerors who are interested in submitting a
3 proposal to operate a specialty plan.

4 Section 4, continuing on page 65. The
5 specialty Offeror's relevant and past experience.
6 And it includes relevant and past experience
7 examples and references, Medicare Star Rating,
8 stakeholder references, and compliance history.

9 Section 5 includes the proposal evaluation
10 criteria, page 69. And this section includes the
11 minimum requirements to submit a compliant
12 proposal response.

13 Again, as Chris mentioned, Section 6 and 7
14 include the standard terms and conditions. And
15 the terms and conditions include specific
16 requirements that relate to the proposal
17 requirements in Sections 3 and 4. The terms and
18 conditions also will help clarify the Department's
19 expectations.

20 On page 74, Section 6.1.6, we outline the
21 requirements of MLTSS contractors to subcontract
22 with the Department's BHSA for non-traditional
23 mental health services until the DMAS BHSA
24 contract expires in November of 2018.

25 And Section 6.2.23, page 95, describes the

1 requirements for MLTSS contractors to use the DMAS
2 consumer-directed fiscal employer agent
3 contractors for each of its contracted regions.

4 We have provided a glossary in Section 8.
5 And also I wanted to walk through the attachments.
6 Attachment A provides the listing of MLTSS regions
7 and the cities and counties that make up each of
8 these regions.

9 Attachment B provides important links to
10 relevant information, including the data book, the
11 provider network submission instructions, program
12 policy manuals and other helpful resources.

13 Attachment C includes the provider network
14 submission layout and format. Attachment D lists
15 the provider types that the Offeror needs to
16 include in its geo-mapping submission for each of
17 its proposed regions.

18 Attachment E lists covered services, as well
19 as services that will be carved out of the MLTSS
20 contract. The carved out services will continue
21 to be covered by DMAS or one of the DMAS
22 contractors.

23 Section 8 provides the vignettes that all
24 Offerors need to respond to with their proposal.
25 And we will also be setting a time for Offerors to

1 come and present on some of those vignettes as
2 part of the proposal.

3 Chris covered Attachments G, H and I. Those
4 are the required forms that were addressed in
5 Section 2. And Attachments J, K and L, include
6 the quality measurers, the key performance
7 indicators and the waiver assurances.

8 And as we mentioned, we're not taking
9 questions today. But, again, Offerors may send
10 questions. And these are due May 13th by 5:00
11 o'clock. And please submit all questions to the
12 email address listed in Section 2.7.

13 I finished a little early, but --

14 MR. BANASZAK: Early is good.

15 Again, I'm going to reemphasize to get your
16 questions in. We're going to do our best to get
17 the responses out in a quick fashion.

18 Some of the questions we have that we get,
19 I've seen them in the past, may require us to do a
20 little more in-depth research before we can give a
21 response. But they'll be coming out in the RFP
22 addendums.

23 So just pay attention to eVA, and that
24 should do it. Okay, I think we're doing. I
25 appreciate you all for coming. We got done a

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little early. And thanks much.

(Conference concluded, 2:40 p.m.)

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CERTIFICATE OF COURT REPORTER

I, KURT D. HRUNENI, a Certified Verbatim Reporter, do hereby certify that I took the notes of the foregoing proceedings and thereafter reduced the same to typewriting; that the foregoing is a true record of said proceedings to the best of my knowledge and ability; that I am neither counsel for, related to, nor employed by any of the parties to the action in which these proceedings were held; and further, that I am not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of the action.

IN WITNESS WHEREOF, I have hereunto set my hand this 13th day of May, 2016.



KURT D. HRUNENI, CVR, CCR-VA

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