



OFFICIAL RESPONSES TO VENDOR QUESTIONS  
RFP-2021-BDAS-07-SUBST

No.	Question	Answer
1.	<b>Section 2, Background, Subsection 2.2 Background, Paragraph 2.2.4:</b> How does the cost reimbursement model allow for a flexible and effective method of supporting this system of care?	The model allows providers to design budgets to meet the needs of the agencies rather than holding agencies to a specific fee-for-service model.
2.	<b>General</b> Is this RFP intended to fund a standalone SUD treatment clinic that includes Medication Assisted Treatment?	A standalone SUD treatment clinic that provides Medication Assisted Treatment may be funded through this RFP.
3.	<b>Section 3, Statement of Work, Subsection 3.1 Covered Populations:</b> Is there a minimum number of patients that need to be served?	No. Proposers must identify the number of individuals to be served in the Executive Summary (See Addendum #3).
4.	<b>General</b> What are the differences between the services requested in this RFP and opening a substance use disorder outpatient office?	This funding can be used for the delivery of substance use disorder treatment and recovery support services only. Funding may not be used for infrastructure or startup costs associated with opening a substance use disorder outpatient office.



5.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.12, Treatment Planning, Subparagraph 3.2.12.5:</b></p> <p>Are providers required to track treatment plans using encounter notes in WITS if they have elected to use a separate Department-approved electronic health record?</p>	Yes. (See Addendum #3.)
6.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.4, Substance Use Disorder Treatment Services:</b></p> <p>a) Are all services provided fully reimbursable by the Department regardless of a client's insurance status, assuming the client meets the minimum stated qualifications of the funding for income, residency and SUD Dx?</p> <p>b) Are in-patient medical detox services covered by contracts awarded under this RFP?</p>	<p>a) The Department is the payer of last resort. All other insurances, both public and private, must be exhausted prior to billing the Department.</p> <p>b) The resulting contract(s) will cover ASAM level 1-WM and ASAM level 3.7-WM withdrawal management services. See Addendum #3.</p>
7.	<p><b>Section 3, Scope of Work, Subsection 3.4 Web Information Technology, Paragraph 3.4.1:</b></p> <p>Is billing submitted through the WITS system?</p>	Yes. (See Addendum #3)



8.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.4, Subparagraph 3.2.4.1, Part 3.2.4.1.10:</b></p> <p>How does the Department define Integrated Medication Assisted Treatment?</p>	<p>Integrated Medication Assisted Treatment services provide for medication prescription and monitoring for treatment of opiate and other substance use disorders. Services should be integrated with other substance use disorder treatment services. See Addendum #1.</p>
9.	<p><b>Section 3, Statement of Work, Section 3.2 Scope of Services, Paragraph 3.2.5, Oral Fluid HIV Testing:</b></p> <ul style="list-style-type: none"> <li>a) Is testing required for all individuals, regardless of services provided?</li> <li>b) What is the procedure when a client refuses testing?</li> <li>c) What is the deadline for administering the test?</li> <li>d) Can testing services be subcontracted?</li> </ul>	<ul style="list-style-type: none"> <li>a) See Section 3.2.5.1.</li> <li>b) This should be clearly documented in the client record.</li> <li>c) See Addendum #3.</li> <li>d) Yes.</li> </ul>
10.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.5, Oral Fluid HIV Testing, Subparagraph 3.2.5.4, Parts 3.2.5.4.2 and 3.2.5.4.3:</b></p> <p>Are providers required to use WITS for eligibility determination if they elect to use a separate Department-approved electronic health record?</p>	<p>Yes. (See Addendum #3)</p>



11.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.5, Oral Fluid HIV Testing, Subparagraph 3.2.5.4, Parts 3.2.5.4.2 and 3.2.5.4.3:</b></p> <p>Are providers required to use WITS for eligibility determination if they elect to use a separate Department-approved electronic health record?</p>	Yes. (See Addendum #3.)
12.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.7, Waitlists:</b></p> <p>Does the Department have a preferred method or software to use for tracking and reporting of the waitlist?</p>	No. Please describe the waitlist tracking system you propose to use in the response to the RFP.
13.	<p><b>Section 3, Statement of Work, Subsection 3.2, Scope of Services, Paragraph 3.2.9, Use of Evidence Based Practices, Subparagraph 3.2.9.2:</b></p> <p>a) Are there specific certifications required as part of this RFP?</p> <p>b) If so, is certification required before the awarding process?</p>	<p>a) Yes. See Section 3, Statement of Work, Subsection 3.8 Compliance and Section 3, Statement of Work, Subsection 3.3, Staffing of the RFP for details.</p> <p>b) The appropriate certifications must be in place at the time of application or the vendor must provide a plan for ensuring that the certifications are in place no later than October 1, 2020.</p>



14.	<p><b>Section 3, Statement of Work, Subsection 3.4, Web Information Technology, Paragraph 3.4.1:</b></p> <p>What are the criteria for an alternative electronic health record to be approved for use by the Department?</p>	<p>The EHR must be HIPPA and 42 CFR, Part 2 compliant and accessible to the Department for purposes of quality management and technical assistance.</p>
15.	<p><b>Section 3, Statement of Work, Subsection 3.5. Telehealth:</b></p> <p>c) Are Contractors able to continue enhancing residential services using telehealth tools in response to COVID-19?</p> <p>d) Can telehealth be utilized to deliver services, as appropriate, when clients are quarantined on site at a residential facility?</p> <p>e) Are Contractors able to use Zoom for outside trainings?</p>	<p>a) Yes.</p> <p>b) Yes.</p> <p>c) Yes.</p>
16.	<p><b>Section 3, Statement of Work, Subsection 3.7, Performance Measures, Paragraph 3.7.2, Subparagraphs 3.7.2.2 and 3.7.2.3:</b></p> <p>How does the Department define eligible services?</p>	<p>Eligible services are defined as all services delivered under the contract other than assessment or evaluation. Assessment and evaluation are terms used interchangeably to describe the full biopsychosocial evaluation of a client to determine the appropriate ASAM level of care and serve as the basis for treatment planning (See Addendum #1).</p>



17.	<p><b>Section 4, Finance, Subsection 4.1, Financial Standards, Paragraph 4.1.3, Subparagraph 4.1.3.4:</b></p> <p>Are fixed costs and room/board costs for uninsured or underinsured individuals receiving residential care under this RFP eligible for reimbursement if Contractors cannot otherwise seek reimbursement from an insurance or third-party payer?</p>	Yes.
18.	<p><b>Section 4, Finance, Subsection 4.1, Financial Standards, Paragraph 4.1.3, Subparagraph 4.1.3.4, Part 4.1.3.4.1:</b></p> <p>a) Please clarify if reimbursement is for net the amount up to the current Medicaid rate for services provided, or for the actual cost incurred.</p> <p>b) Are the current Medicaid rates the same rates that have been negotiated with the MCOs?</p>	<p>a) For the actual cost incurred net of any payment from third party payers such as public or private insurance.</p> <p>b) NH Medicaid sets the rates for fee-for-service Medicaid, which are available at <a href="https://nhmmis.nh.gov/portals/wps/wcm/connect/f1e0af804d28108da79ae743404d4a9b/NHCSR-OMBP-2-Fee+Schedule-%28SUD+Posting529-Attachment1-20200306.pdf?MOD=AJPERES">https://nhmmis.nh.gov/portals/wps/wcm/connect/f1e0af804d28108da79ae743404d4a9b/NHCSR-OMBP-2-Fee+Schedule-%28SUD+Posting529-Attachment1-20200306.pdf?MOD=AJPERES</a>. Providers may negotiate different rates with MCOs.</p>
19.	<p><b>Section 4, Finance, Subsection 4.1, Financial Standards, Paragraph 4.1.5:</b></p> <p>Please clarify if selected vendors will be invoicing for reimbursement of actual costs incurred or only up to the Medicaid rate for services provided.</p>	Contractors will be invoicing for actual costs, net of the amount received from third party payers, including but not limited to public and private insurance.



20.	<p><b>Section 4, Finance, Subsection 4.1, Financial Standards, Paragraph 4.1.7, Subparagraph 4.1.7.2, Part 4.1.7.2.2:</b></p> <p>Are services to incarcerated individuals reimbursable?</p>	Yes. See Addendum #3.
21.	<p><b>Section 4, Finance, Subsection 4.2, Budget, Staff and Budget Narrative:</b></p> <ul style="list-style-type: none"> <li>a) Is there a maximum amount proposers can submit for their cost proposal?</li> <li>b) Do budget scoring criteria consider Proposers who provide larger amounts of services to a larger population?</li> <li>c) How does the Department define a reasonable cost?</li> <li>d) Should the cost proposals reflect actual costs or prorated costs at the Medicaid rate?</li> <li>e) Are separate budgets required for each service being proposed in the Technical Proposal?</li> <li>f) Are separate budgets needed for each residential location in a proposal?</li> </ul>	<ul style="list-style-type: none"> <li>a) No. See Paragraphs 4.2.1 through 4.2.3 and Addendum #3.</li> <li>b) See Section 4, Finance, Subsection 4.2, Budget, Staff List and Budget Narrative, Paragraph 4.2.4 for Budget Scoring Criteria.</li> <li>c) See Addendum #3.</li> <li>d) Actual costs.</li> <li>e) No.</li> <li>f) No. See Paragraphs 4.2.1 through 4.2.3.</li> </ul>



22.	<p><b>Section 4, Finance, Subsection 4.2, Budget, Staff List and Budget Narrative, Paragraph 4.2.3:</b></p> <p>Are costs associated with staff to provide services and ancillary supports, such as childcare and transportation, considered eligible operational expenses?</p>	Yes, for <u>pregnant and or parenting</u> clients receiving SUD treatment services through the resulting contract.																								
23.	<p><b>Section 5, Proposal Evaluation, Subsection 5.2 Technical Proposal:</b></p> <p>Are the number of people being served and the availability of comprehensive programming factored into scoring and/or the amount of funding awarded to each selected vendor?</p>	No. See Addendum #3.																								
24.	<p><b>Section 6, Proposal Process, Subsection 6.2, Procurement Timetable:</b></p> <p>Would the Department consider extending the Proposal Submission Deadline?</p>	Not at this time. If the Proposal Submission Deadline is extended, another addendum will be published accordingly.																								
25.	<p><b>Section 6, Proposal Process, Subsection 6.19, Scope of Award and Contract Award Notice, Paragraph 6.19.4, Subparagraph 6.19.4.1:</b></p> <p>Please provide a fictitious example showing how contract awards will be calculated.</p>	<p>The example below is based on \$1,000,000 of available funding for contracts.</p> <table><tr><th></th><th>Funding Requested</th><th>% Modified</th><th>Rounded Value</th></tr><tr><td>Contractor 1</td><td>\$501,232</td><td>\$349,663</td><td>\$350,000</td></tr><tr><td>Contractor 2</td><td>\$344,000</td><td>\$239,976</td><td>\$240,000</td></tr><tr><td>Contractor 3</td><td>\$129,000</td><td>\$89,991</td><td>\$90,000</td></tr><tr><td>Contractor 4</td><td>\$459,239</td><td>\$320,368</td><td>\$320,500</td></tr><tr><td><b>Total</b></td><td><b>\$1,433,471</b></td><td><b>\$1,000,000</b></td><td><b>\$1,000,500</b></td></tr></table> <p>(\$1,000,000/\$1,433,471,000)*100 = 69.76%</p>		Funding Requested	% Modified	Rounded Value	Contractor 1	\$501,232	\$349,663	\$350,000	Contractor 2	\$344,000	\$239,976	\$240,000	Contractor 3	\$129,000	\$89,991	\$90,000	Contractor 4	\$459,239	\$320,368	\$320,500	<b>Total</b>	<b>\$1,433,471</b>	<b>\$1,000,000</b>	<b>\$1,000,500</b>
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26.	<b>Section 7, Proposal Outline and Requirements, Subsection 7.1, Presentation and identification, Paragraph 7.1.1 Overview, Subparagraph 7.1.1.1:</b>  Are separate proposals required for each service or specialty service proposed?	No. Vendors must submit one proposal that describes each service and/or specialty service.
27.	<b>Section 7, Proposal Outline and Requirements, Subsection 7.1, Presentation and Identification, Paragraph 7.1.1, Overview, 7.1.1.1:</b>  Please clarify if all of the services listed in 3.2.4 are required in the proposal as part of an acceptable proposal.	See Section 3.2.4.1.