

# **State of New Hampshire Department of Health and Human Services**

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## **Request for Proposals (RFP) for Medicaid Care Management Dental Benefit**

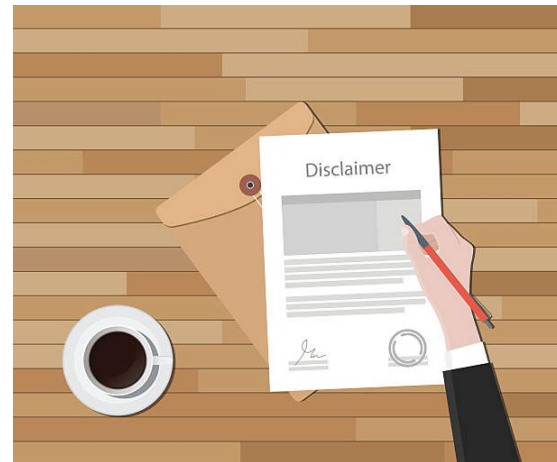
DHHS Office of the Commissioner and Bureau of Contracts & Procurement

*September 8, 2022 (12:00pm – 1:00pm)*

**Dr. Sarah Finne, Medicaid Dental Director  
Allison Goodwin – Business Administrator IV**

# Disclaimer

*This presentation includes brief descriptions of the RFP specifications and requirements, but does not fully elaborate on all required elements. As a result, this presentation does not supersede what is stated in the RFP or its appendices. Proposers are responsible for ensuring their proposal is complete and accurate according to the information and requirements contained in the full RFP.*



*While questions may be asked during this presentation, the Department is not obligated to answer questions during the presentation. As indicated in the RFP, any questions answered verbally will be non-binding. Questions provided in writing in accordance with the RFP will be answered, in writing, by the Department.*



# Agenda

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1. Welcome and Meeting Overview
2. Background and Purpose
3. Goals
4. Q & A – Review of RFP
5. Overview of proposal
6. Next steps



# Background

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- New Hampshire Medicaid currently provides emergency dental services for adults age 21 and over that includes limited exams, x-rays, and extractions of teeth.
- New Hampshire Senate Bill 422 Chapter Law Section 319.
- The Department is procuring a Dental Organization that will work with the State, Providers, and Members to provide high-quality, value-based dental services on a Statewide basis.



# Goals

- ✓ Improve access to dental care
- ✓ Expand and retain the dental provider network
- ✓ Increase individual provider capacity to treat Medicaid members
- ✓ Support member responsibility in achieving improved oral health.
- ✓ Improving health outcomes for Medicaid members.
- ✓ Utilizing innovative programs that improve access and care through a value-based care model



# Medicaid Care Management Dental Benefit RFP

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# Proposal Overview

Technical  
Proposal

Cost Proposal

- ✓ Proposal Contents:
  - Appendix B – Contract Monitoring Provisions
  - Appendix C – Culturally and Linguistically Appropriate Services (CLAS) Requirements
  - Appendix D – Transmittal Letter and Vendor Information
  - Appendix E – Technical Response to Questions
  
- ✓ Proposal Contents:
  - Appendix F - Vendor Cost Response to Mandatory Questions



# How to Submit

- Proposals **must be submitted electronically to this email:** [Allison.M.Goodwin@dhhs.nh.gov](mailto:Allison.M.Goodwin@dhhs.nh.gov) and [DHHS-Contracts@dhhs.nh.gov](mailto:DHHS-Contracts@dhhs.nh.gov)
- The **subject line of your email** must include the RFP ID (RFP-2022-OCOM-05-HEALT)
- If you plan to submit with multiple emails, **please number your emails** (e.g., RFP-2022-OCOM-05-HEALT 1 of 5)
- As a reminder, the maximum size of files per email is 10MB, meaning **you will likely need to send multiple emails or use a zip folder**
- **For those who haven't used zip folders:** Right click on the desktop, select new, select zip folder, name the folder, and drop your contents in



Submissions





## Procurement Timetable

Item	Action	Date
1.	Solicitation Released	8/25/2022
3.	Letter of Intent Submission Deadline (optional)	8/30/2022
4.	Vendors Conference Date (optional)	9/8/2022
5.	Questions Submission Deadline	9/12/2022 (12:00PM)
6.	Department Response to Questions Published	9/19/2022
7.	Proposal Submission Deadline	9/30/2022 (12:00PM)

All times are according to Eastern Time. The Department reserves the right to modify these dates at its sole discretion.



# Next Steps – Post Proposal Submission

- After the vendors submit their proposals the Department will review all proposals and score.
- At the time of receipt of Proposals, the Department will post the number of responses received with no further information.
- The Department will develop the contract and if a Proposer is selected, the Department will send written notification of their selection and the Department's desire to enter into contract negotiations. Until the Department successfully completes negotiations with the selected Proposer(s), all submitted Proposals remain eligible for selection by the Department.
- The Contract will go to G&C for approval, they meet approx. every 2 weeks.
- No later than five (5) business days prior to submission of a contract to the Department of Administrative Services pursuant to this RFP, the Department will post the name, rank or score of each Proposer.



*Thank You*

Be sure to email:

[Allison.M.Goodwin@dhhs.nh.gov](mailto:Allison.M.Goodwin@dhhs.nh.gov)

with any questions by

**August 18, 2022 (2:00pm)**

