

STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398

ADDENDUM # 2 TO BID INVITATION # 2457-21

Posted: 5/14/2021

DATE OF BID CLOSING: 5/28/2021

TIME OF BID CLOSING: 8:00 PM (EDT)

FOR: Pharmacy Benefit Management Services

NOTICE:

SECTION II B. RFP TIMETABLE PRESENTLY READS, IN PART:

Action	Completion Due Date/Period
Release of RFP	April 30, 2021
Bidders submit PBA to receive RFP login credentials and instructions	April 30, 2021 - May 24, 2021
Instructions and Conditions Conference Call (as needed)	April 30, 2021 - May 24, 2021
Submission deadline for Bidder inquiries	May 14, 2021 by 12:00 noon EDT
Responses to Bidder inquiries posted	May 14, 2021

AMEND SECTION II B. RFP TIMETABLE TO READ:

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Instructions and Conditions Conference Call (as needed)	April 30, 2021 - May 24, 2021
Submission deadline for Bidder inquiries	May 14, 2021 by 12:00 noon EDT
Responses to Bidder inquiries posted	May 18, 2021 by 4:30 PM EDT

RESPONSES TO VENDOR INQUIRIES RECEIVED AS OF MAY 13, 2021 AT 4:00 PM EDT:

1. Regarding question 1 within Section 4 on page 21, Please confirm if proposals will be considered if EGWP is supported through an external, fully-integrated, subcontracted partnership.

State's Response: The EGWP must be internally supported and fully integrated so that all of the service requirements are met. It is unclear to the State whether the external fully integrated subcontracted partnership meets the requirements as outlined in this RFP.

2. Regarding question 6 within Section 4 on page 21, please confirm if Taft-Hartley clients will be taken into consideration for meeting the following minimum requirement - "Bidder must have experience working with at least three large (greater than 20,000 members) public sector/government entities similar to the State."

State's Response: Taft-Hartley clients will not be considered the same as public sector clients/ government entities.

3. Please confirm that the bidder will be able to identify their submitted bid.

State's Response: After rounds one and two of the Reverse Auction, each bidder will receive their own financial results in addition to the posting of anonymized results on RFP360.

4. Should all bidders offer dollars on the implementation PGs to be scored against other bidders?

State's Response: As indicated in the RFP, the State will be switching from traditional to pass-through pricing. All bidders are expected to provide a complete response to the RFP.

5. Please confirm that the Commercial (Actives & non-Medicare Retirees) and Medicare (EGWP) business will be awarded to one bidder, understanding that the EGWP plan may be delayed and have a start date of 1/1/23.

State's Response: The State confirms that the Commercial (Actives & non-Medicare Retirees) and Medicare (EGWP) business will be awarded to one bidder.

6. Please provide detail on how the reverse auction process will illustrate, accommodate, factor in, or account for bidders that offer a PMPM guarantee?

State's Response: Bidders must respond to the required guarantees as indicated in the RFP. Additional guarantees may be taken into consideration.

7. In regards to Section B. Disclosure of Information Submitted in Response to RFP, per the instructions, bidder's must request a PDF copy of our bids from SkySail, redact any information we deem confidential, and then return to Ryan Aubert. Is the redacted copy due at the time of submission, May 28th? Or can the redacted copy follow the submission?

State's Response: Each bidder will automatically receive its complete PDF proposal by July 16th, 2021. The redacted copies must be received by the State no later than July 30th, 2021 or it may be assumed no redactions are requested.

8. Section 2.A.6.B of the RFP (at page 7) states that "information relating to your contractual obligations, including but not limited to [] performance guarantees, in your proposal or any subsequently awarded contract shall be subject to public disclosure regardless of whether it is marked as confidential." Bidder understands that the State's standard performance guarantees, as provided in the RFP, will not be considered confidential. However, please confirm that a narrow subset of confidential and proprietary information in performance guarantees that is typically considered confidential and proprietary in the PBM industry, such as dollar amounts at risk, and an individual PBM's performance metrics (to the extent different from those provided to all bidders in the RFP) will not be subject to public disclosure if marked as confidential.

State's Response: As indicated in the RFP, the State typically considers

performance guarantee information to be subject to disclosure pursuant to 91-A. Bidders are permitted to mark information as confidential, however, the State is obligated to conduct an independent analysis of the confidentiality of all of the information submitted in a proposal. Bidders that have marked information as confidential will be notified when such information may be made public, and have the opportunity to halt the release of information by obtaining a court order enjoining such release.

9. Section 2.A.17 of the RFP (at page 11) states that a “form contract P-37”, a form Business Associate Agreement, and a document titled “Required Protection and Data Security” are attached to the RFP. Bidder was unable to locate any of these referenced documents. Can the State confirm that the form contract will be released during the RFP Process and that, if there are specific modifications to these documents that a bidder believes are necessary and material to their offer, bidder is to provide a redline or other notation of such modifications with their proposal?

State’s Response: Please refer to Addendum 1 and Attachments 2-5 of RFP 2457-21. As per Section 2.A.3, bidder may only submit questions regarding the P-37, the Business Associate Agreement, and/or the Required Protection and Data Security document during the inquiry period that expires on May 14, 2021 at noon EDT. Inquiries should be in the form of questions and not redlined or notated versions of these documents.

10. Since we are providing an electronic submission, would the State be amenable to waiving the notary requirement for the Transmittal Letter?

State’s Response: The Transmittal Letter must be notarized, however a digital copy may be submitted within RFP360 in substitution of providing a physical document.

11. Please confirm if the State currently has an exclusionary EGWP formulary. If not, is the State amendable to implementing one?

State’s Response: The current EGWP formulary is open. Formulary type (e.g., open, exclusionary, etc.) changes are not being requested in this RFP. Formulary disruption will be evaluated as part of this RFP.

12. Please confirm if there are specific drug classes (e.g. Cough & Cold, Vitamins, Dietary Supplements, etc.) that are excluded from the Wrap benefit of the EGWP.

State’s Response: Reference the EGWP wrap exclusion list provided in the RFP. Cough & Cold and Vitamin & Mineral products are included with a prescription.

13. Will the state be keeping Anthem as their TPA for pharmacy and medical?

State’s Response: The purpose of RFP 2457-21 is to procure pharmacy benefit management services. Refer to Section 1: Introduction and Section 2.A.1. RFP Scope of RFP 2457-21. Anthem is the current medical administrator and under contract through December 31, 2022. Anthem does not currently administer the pharmacy benefit.

14. Will Aetna stay in place as the Medicare TPA?

State's Response: The purpose of RFP 2457-21 is to procure pharmacy benefit management services. Refer to Section 1: Introduction and Section 2.A.1. RFP Scope of RFP 2457-21. Aetna provides the State's Medicare Advantage plan and is contracted through December 31, 2023.

15. Is the state open to procuring drugs via Canada?

State's Response: Drug importation is not being requested in this RFP. Refer to Section 2.A.1. RFP Scope and Section 3: Plan Designs, Services and Programs of RFP 2457-21.

16. Will local unions utilize the same PBM contract?

State's Response: Refer to Section 1: Introduction and Section 2.A.1. RFP Scope of RFP 2457-21. The contract resulting from this RFP will only be applicable to the State of New Hampshire's Health Benefit Plan.

17. Will the state of NH allow 340B discount pricing?

State's Response: 340B pricing is not being requested in this RFP. Refer to Section 1: Introduction, Section 2.A.1. RFP Scope, and Section 3: Plan Designs, Services and Programs of RFP 2457-21.

18. Can you please advise when in the process the redacted copy of the proposal is due; given the use of the RFP360 tool for submission?

State's Response: Each bidder will automatically receive its complete PDF proposal by July 16th, 2021. The redacted copies must be received by the State no later than July 30th, 2021 or it may be assumed no redactions are requested.

19. Can you please advise when in the process the following forms are due back to State of New Hampshire? Are these due back in Round 1 or Round 2?

- P37 Form
- Business Associate Agreement
- Required Protection and Data Security

State's Response: The P37 Form, Business Associate Agreement, and Required Protection and Data Security forms are only to be executed by the winning bidder during contracting.

20. Can you please provide a census file in order to respond to the network access PG?

State's Response: A census will not be provided as part of this RFP. Bidders are asked to use the claims file provided in the RFP to determine their willingness to accept the retail network access PG.

21. Can you please provide 'Attachment B' per the below ask?

"Bidder agrees to set up and send a full detail claims file that includes all required fields for reconciliation to the State or its assigned Contractor (layout attached – see Attachment B) to be used for monitoring no less than weekly at no charge."

State's Response: The reference to attachment B in Section 7, Question 5 is incorrect. Please use the "MONITORING DATA LAYOUT FIELDS.xlsx" in section 13 of the RFP

22. Please provide details on the Pharmacy Advisor program currently in place.

State's Response: Section 1.B.7 Pharmacy Advisor refers to a staff pharmacist available to assist members.

23. Please confirm the formulary currently in place for the State's EGWP membership and confirm an exclusionary formulary is in place for the State's Commercial membership. Is the State requesting that we match the existing formularies exactly?

State's Response: The current formulary in place for EGWP is the Premier Access Formulary. This is an open Formulary.

The Commercial Formulary currently in place is called National Preferred Formulary. This formulary is an exclusionary formulary.

The State is not requesting an exact drug for drug match, but rather a match on the formulary type (e.g., open, exclusionary, etc.). Formulary disruption will be evaluated as part of this RFP.

24. Please confirm that proposed account team members do not have to be 100% dedicated to the State's account.

State's Response: Confirmed.

25. We understand that the P37 form, Business Associate Agreement, and Required Protection and Data Security form are required to be executed immediately upon contract award. Is it the State's request that we include any deviations we may have on the Plan Deviations form and submit with our RFP response or is the form intended for plan design deviations only?

State's Response: Please refer to Addendum 1 and Attachments 2-5 of RFP 2457-21. As per Section 2.A.3, bidder may only submit questions regarding the P-37, the Business Associate Agreement, and/or the Required Protection and Data Security document during the inquiry period that expires on May 14, 2021 at noon EDT. Inquiries should be in the form of questions and not redlined or notated versions of these documents.

PURCHASING AGENT: Ryan Aubert
E-Mail: Ryan.H.Aubert@das.NH.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

BIDDER _____ ADDRESS _____

BY _____
(This document must be signed)

(Please type or print name) TEL. NO. _____

Please visit: <https://das.nh.gov/purchasing/purchasing.asp> (click on "Bid and Proposals") for complete bid and addendums.