STATE OF NEW HAMPSHIRE

DEPARTMENT OF CORRECTIONS

DIVISION OF ADMINISTRATION

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RFP NHDOC 10-04-GFMED Outpatient Renal Hemodialysis Services

Questions and Answers

Terms and Conditions

Question # 1, Page 6, Section 29.3: May we meet this requirement by submitting a limited list of references, comprised of current clients in New Hampshire and other clients that are detention facilities or who manage inmate health care services at detention facilities. As a national company, a list of references for all current clients and all former clients for the past two years would be unduly burdensome to produce.

Answer # 1: Yes, your company shall submit a limited list of references comprised of current clients providing services within New Hampshire to include detention facilities who manage inmate health care services as well as appropriate references out of New Hampshire with regard to similar scopes of services rendered in those contracts.

Question # 2, Page 6, Section 30.2.1: Is the total Estimated Cost to be based on the rate per treatment multiplied times the number of patients, or is the requirement defined as the per treatment rate we are to propose? If the former can you provide the total population of inmates requiring chronic hemodialysis?

Answer # 2: The requirement is defined as the per treatment rate, please refer to Exhibit B, page 2 of 2.

Proposal Cover Sheet

Question # 3, Page 1 of 1, Location of Services: May Vendors bid on one regional area and not the other, e.g. Southern NH Correctional Facilities only?

Answer # 3: No, Vendors can not bid on one regional area. RFP NHDOC 10-04-GFMED is State wide and represents both regional areas, Northern and Southern. NH Department of Corrections provides transportation of inmate(s) to the Vendor's facility.

Proposal Check Sheet

Question # 4, Page 1 of 2: What should be the form for the Statement of Financial Stability? Does the submission of two (2) years of audited financial statements and subsequent quarterly financial statements meet this requirement?

Answer #4: Please refer to Terms and Conditions, Page 7, Section 30.2.3

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Exhibit A, Scope of Services

Question # 5, Page 1 of 7, Section 2.1.4: Will the Vendor have to complete a NH Department of Corrections paper consultation form or can the Vendor provide print outs from the electronic medical record? Is the NH Department of Corrections able to accept electronic delivery of medical records?

Answer # 5: The Vendor can provide print outs from their electronic medical record. NH Department of Corrections currently does not have an electronic medical record.

Question # 6, Page 2 of 7, Section 2.4.2: Are nephrologists caring for inmates employees of the NH Department of Corrections or are they community physicians? Is the NH Department of Corrections representing that these nephrologists currently have admitting privileges at DaVita facilities, or is there an expectation that admitting privileges will have to be established between the nephrologists and the Vendor?

Answer # 6: Inmates are seen by Nephrologists that are currently affiliated with our current Dialysis Vendor in the community.

Question # 7, Page 3 of 7, Section 2.6.2: Administering certain injectable medications and providing "non-routine" lab tests are an integral part of the provision of dialysis services for a majority of patients. These medications and the administration fee, and the non-routine lab tests are reimbursed separately by Medicare in addition to the facility's composite rate. Is the NH Department of Corrections proposing that the Vendor provide these services under the per visit rate as indicated in Exhibit B?

Answer # 7: Yes, please refer to Exhibit B, Page 2 of 2.

Question # 8, Page 3 of 7, Section 3:

> **Question # 8a:** Please provide the current number of inmates requiring dialysis services, as well as the historical average number inmates requiring dialysis services, at each detention facility over the past two (2) years.
>
> **Answer # 8a:** The current number of inmates requiring dialysis services is one (1). Historical average for the past two State Fiscal Years has been as much as four (4).
>
> **Question # 8b:** What is the inmate population at each detention facility and what are the NH Department of Corrections projections for the population at each facility over the next four (4) years?
>
> **Answer # 8b:** The NH Department of Corrections current population is as follows, below and has identified of up to four (4) potential inmates of pre chronic renal failure.

NCF, Berlin, NH	NHSP-M, Concord, NH	SPU, Concord, NH	NHSP-W, Goffstown, NH
Seven hundred thirty-one (731)	One thousand four hundred ninety-seven (1497)	Sixty (60)	One hundred twenty-three (123)

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Exhibit A, Scope of Services, continued:

Question # 9, Page 4 of 7, Section 4.5: Is this requirement applicable since Vendor's employees will not be working at the NH Department of Corrections facilities?

Answer # 9: Not applicable.

Question # 10, Page 4 of 7, Section 4.8: Is the Vendor's Liaison intended to be the same person who will serve as the day-to-day contact to the NH Department of Corrections, e.g. to receive referrals for new inmates requiring dialysis and scheduling treatments? We would prefer if the person who serves as the Liaison for the purposes outlined in section 4.8 is not the day-to-day contact.

Answer # 10: No.

Question # 11, Page 5 of 7, Section 4.11: What is the format and content requirements for the Vendor's monthly summary reports as described in section 4.11.1 and 4.11.2?

Answer # 11: To be determined upon mutual agreement between the NH Department of Corrections and the awarded Vendor.

Question # 12, Page 7 of 7, Section 12: Is this requirement applicable since the Vendor's employees will not be working at the NH Department of Corrections?

Answer # 12: Not applicable.

Exhibit B, Scope of Services, continued:

Question # 13, Page 1 of 2, Section 1.1: Is it the NH Department of Correction's intent to have the Vendor bill the NH Department of Corrections on a monthly basis regardless of the inmate's start date and regardless of the number of days in the month, i.e. bill after the end of the calendar month rather than thirty (30) days after the inmate starts treatment?

Answer # 13: The Vendor shall bill the NH Department of Corrections per inmate's date of service treatment.

Question # 14, Page 1 of 2, Section 1.2: Can the deadline for invoice submission be extended to ninety (90) days post date services rendered? If the stated requirement of sixty (60) days is counted from the first date of service, this in effect leaves only twenty-nine (29) to thirty (30) days to submit a bill.

Answer # 14: Submit bills per inmate's date of service treatment.

Question # 15: Page 1 of 2, Section 1.3:

> **Question #15a:** Dialysis services are submitted on a UB-04 claim form rather than a CMS 1500 claim form. Will the NH Department of Corrections accept UB-04 claim forms?
>
> **Answer # 15a:** Yes.

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Exhibit B, Scope of Services, continued:

Question # 15b: Is the NH Department of Corrections prepared to receive and pay claims for "non-routine" lab tests on a CMS 1500 claim form?

Answer # 15b: NH Department of Corrections has an existing Laboratory Contract that can be utilized if these are not stat lab requests to be provided to the Vendor. Otherwise, yes.

Question # 16: Page 1 of 2, Section 1.6: Will the NH Department of Corrections pay late payment interest if payment is not issued to the Vendor within thirty (30) days are required? If so, at what interest rate?

Answer # 16: No, the State of New Hampshire does not pay interest on late payments. The NH Department of Corrections is timely in making payments and is generally submitting payment in less than 30 days upon receipt of the bill.

Question # 17: Page 1 of 2, Section 16.3: Is the NH Department of Corrections requesting the Vendor to submit bills at the negotiated discount rate rather than at Vendor's standard charges?

Answer # 17: NH Department of Corrections is requesting a rate based on the NH Medicare rate table for Dialysis services, under the existing ESRD Pricer, or a better rate.

Question # 18: Page 1 of 2, Section 1.6.4: Does the NH Department of Corrections intend for the Vendor to itemize services that are separately reimbursable under the current Medicare payment methodology for dialysis providers? If so, does the NH Department of Corrections intend to reimburse these items at the CMS rate plus ten (10) percent, in addition to the composite rate reimbursement of the dialysis treatment?

Answer # 18: Please refer to the Exhibit B matrix, Page 2 of 2. Yes.

Question # 19: Why does the RFP mention only payment of a composite rate component when Section 2.1.1 of Exhibit B, Page 1 of 2, states that the NH Department of Corrections shall pay "110 percent (110%) of the Medicare allowable rate? Medicare allowable includes additional payment for separately reimbursable injectable medications and "non-routine" lab tests. Is it the NH Department of Corrections intention to reimburse for these additional services not included in the composite rate at 110 percent (110%) of the Medicare allowable rates?

Answer # 19: Yes, or a better rate if proposed by the Vendor hence the break out in Exhibit B. 3. Outpatient Renal Hemodialysis Fee Schedule (eg. drug add-on)