

**Addendum 5**  
**OHB08-2**  
**Issued June 2, 2008**

**All Vendor Summaries**

**Optum**

1. **Does the Commonwealth require a gain share arrangement for this program?**

Yes, at least some aspect or key service.

**Anthem**

***General Questions***

1. **Should we respond for Commonwealth of Virginia actives and early retirees only or for The Local Choice program as well?**

For analysis purposes, actives and early retirees only

2. **Is the effective date of the implementation of PPEA services now July 1, 2009 instead of the original January 1, 2009?**

July 1, 2009 is a sample common denominator date for analysis purposes.

3. **Will respondents have the option of determining the responses that will be redacted? For example, if a respondent would like to redact Attachments B and C in their entirety, is that possible?**

§ 2.2-3705.6 (11) exempts certain documents from public disclosure. FOIA exemptions, however, are discretionary, and a responsible public body may elect to release some or all of documents except to the extent the documents are:

- a. Trade secrets of the private entity as defined in the Uniform Trade Secrets Act (§ 59.1-336 et seq.);
- b. Financial records of the private entity that are not generally available to the public through regulatory disclosure or otherwise, including but not limited to, balance sheets and financial statements; or
- c. Other information submitted by a private entity, where if the record or document were made public prior to the execution of an interim or comprehensive agreement the financial interest or bargaining position of the public or private entity would be adversely affected.

Additionally, to the extent access to proposal documents submitted by private entities are compelled or protected from disclosure by a court order, the Agency must comply with the provisions of such order.

2. Protection from mandatory disclosure for certain documents submitted by a private entity.

Before a document of a private entity may be withheld from disclosure, the private entity must make a written request to the responsible public entity at the time the documents are submitted designating with specificity the documents for which the protection is being sought and a clear statement of the reasons for invoking the protection with reference to one or more of three classes of records listed in Section D.1. of the **“Public-Private Education Facilities and Infrastructure Act of 2002, as Amended, Commonwealth of Virginia, Guidelines and Procedures”**. See Addendum #3 for a link to this document.

***PPEA Proposal Follow Up Questions 05 27 2008\_A Final.doc***

4. **For question 1, it states to provide two references for “each service including the IT and data services.” Does this just mean two references overall or two references *each* for "Inpatient (IP) hospital review", "Patient advocacy", "Predictive modeling", etc?**

Ideally just two for all of the services bundled. Two would be required for any stand alone. For unbundled, please clearly identify which references apply to what service.

**5. What is meant by, "including the IT and data services"?**

If your proposal includes clinical/financial data mining, predictive modeling, and/or integrated data analytics, you must provide two references for each of these services if they are not bundled. If you are in the process of building these capabilities, provide at least one reference for an effort of similar scope and complexity for a client with at least 50,000 employees.

**6. For question 7a, clarify the use of "their data warehouse;" Also, please define "Business Intelligence environment".**

The portion of the question should read "your Data Warehouse and Business Intelligence environment." Data Warehouse refers to your organization's repository for storing data. Business Intelligence refers to application software that is designed to organize, analyze, and report data to aid in decision making.

**7. For question 7b, clarify the use of "specific reports".**

Specific reports are standard reports already developed to support the areas listed in Question 7b items i – viii.

**8. For question 7c, clarify and define "the analytic system"**

The "analytic system" refers to all components of your proposed IT solution

**9. How do the potential savings items delineated in item 7.I. align with the gain share documents from Section 5? Specifically, we noticed savings items not explicitly called out in the savings / gain share exhibits.**

The section 7 questions refer to your data measurement capabilities in general; section 5 and related exhibits refer to your specific proposal. If a Section 7 response is duplicate, reference it's earlier or exhibit citation location.

***Attachment B 05.27.2008\_A FINAL.xls***

**10. On Attachment B, is the ROI from COVA's perspective or from Anthem's perspective?**

Anthem's perspective

**11. What expenses should be included in the ROI calculation: (a) the administrative fees that Anthem is charging or (b) all administrative expenses, even those not passed on to COVA?**

The entire calculation: gross minus recovered or not passed on = net. If recovered show timing of initial or installment payments and date of recovery settlement.

**12. On Attachment B, because they were not shown separately on the ROI exhibit, are savings and ROI for the clinical/financial data mining, predictive modeling and integrated data analytics (bold lettering) expected to be combined within the other Population Health Services categories (*shown in italics*)?**

Savings are not expected from the data categories. They are place holders if a proposal included only these services. If your data capabilities provide the foundation for an italicized service, show the savings under that service.

***Attachment C 05.27.2008\_A FINAL.xls***

**13. On Attachment C, page 2 of 2, does the starting point of gross claims assume pre or post network savings?**

Post

**14. Attachment D, "Item 1" under "Notes": Please clarify this question.**

For each data type/vendor listed please list the number of clients in which you receive external data files and integrate into your data warehouse/Business Intelligence solution. If you are also the vendor providing the data, count that in your number of clients. Please provide this client list ONLY for self-funded clients.

**CIGNA**

- 1. In order to complete a more in depth prevalence & ROI analysis for the disease management portion of our offering, we would like to request the most recent 15 months of paid claims experience and a an employee census including, but not limited to: gender, DOB, zip code, coverage tier level.**

That level of information will be provided in the next analysis phase. Use your assumptions for this phase.

- 2. In Attachment B, Line 54, what trend factors would you like us to include in our response? Should we assume our prevailing trend for those time periods or a trend factor of the Commonwealth's choosing?**

Use your assumptions for this phase.

- 3. In Attachment B, Line 43, please define the difference between Savings Assumptions & Critical Assumptions.**

Under the savings documentation column, clearly identify what services are impacting what category of medical expense. Under the critical assumptions column, describe your impact rationale.

**Optima**

- 1. Does the 500 word narrative maximum per question apply to each question in total (including all sub-sections of a given question), or to each section of a given question. Specifically, should responses to all components listed under question 7 (Information Technology) be completed in 500 words, or is there a 500 word maximum for each component (letters a through n)?**

The latter, but crisp brevity is encouraged for all narrative responses. In section 7 for example, if a brief description answers two or more questions, state your response under the first question, then enter a simple "see response to ...." under subsequent related questions. The 500 word limit does not multiply for a response that answers two or more questions.

**Accretive**

- 1. What information provided in response to the Phase One Questions will be made public? If responses will be made public, will proposers have the opportunity to redact information on costs, gain-sharing proposal, staffing and average salaries? If so, should we indicate content to be redacted?**

Yes, all proprietary information included in the submittal must be clearly identified. That information will not be made public when/if a comprehensive agreement is reached.

- 2. When will accepted proposals submitted in response to OHB08-2 be posted?**

Redacted proposals will be posted the week of June 2, 2008, on DHRM's website:  
<http://www.dhrm.virginia.gov/rfps/ppea/ppeatoc.html>

## Medco

- 1. Please clarify the 500 word restriction. For example, is the limit per section (1-7), per question (a-m) or sub-question (bullets).**

500 per each question, however, crisp brevity is encouraged for all narrative responses. In section 7 for example, if a brief description answers two or more questions, state your response under the first question, then a simple “see response to ....” under subsequent related questions. The 500 word limit does not multiply for a response that answers two or more questions.

- 2. Is it allowable to combine responses for multiple sub-questions when the answers are similar?**

Yes, please

- 3. Section 2- staffing: Medco's proposal is not a cost recovery proposal, therefore is it necessary to provide salary information?**

Yes

- 4. Section 4 &5- What is the difference between a savings assumption and a critical assumption?**

Under the savings documentation column, clearly identify what services are impacting what category of medical expense. Under the critical assumptions column, describe your impact rationale.

- 5. Section 7- question d- Please provide more information regarding the alternate analytic systems such as Hyperion or Crystal Reports. For example, where would the alternate systems be situated- within the Commonwealth systems or at the partner? Does the Commonwealth want the systems to have remote access to data within the Partner's infrastructure? Alternatively, would the Commonwealth want to transfer the data to internal systems in order to load Hyperion or Crystal Reports?**

The Commonwealth is interested in understanding if the proposed IT solution allows COVA to gain access to the data remotely through third party data mining tools in general, not specifically Hyperion or Crystal. These data mining tools could be located within the Partner's or the Commonwealth's infrastructure.

- 6. Section 7- question k. Please define “dashboard reports”. Our understanding is that a dashboard report is a high level summary of key metrics.**

That definition is correct.