AHCA RFI 001-12/13

STATE OF FLORIDA
AGENCY FOR HEALTH CARE ADMINISTRATION
REQUEST FOR INFORMATION

STATEWIDE MEDICAID MANAGED CARE PROGRAM

A. REQUEST FOR INFORMATION (RFI)

The 2011 Florida Legislature passed House Bills 7107 and 7109, which direct the Agency for Health Care Administration (Agency) to implement a statewide Medicaid managed care program. The program has a long term care component and a medical assistance component. Both Long Term Care Managed Care and Managed Medical Assistance plans will be selected through competitive Invitations to Negotiate (ITNs).

The Agency is seeking information from entities with direct experience in the managed health and long term care industries and other entities about best practices and innovations in business models and service delivery for Medicaid managed care. The Agency is also interested in experiences with comparable programs in the commercial market and in other state Medicaid programs. The Agency is specifically interested in ideas that would be applicable to the Managed Medical Assistance component and to comprehensive plans that provide both medical and long term care services. The Agency will consider information gathered from responses to this RFI in preparing the ITN for statewide Medicaid Managed Medical Assistance program which is scheduled for release no later than January 1, 2013.

Entities who submit documentation in response to this RFI may be invited to present their ideas in person to Agency leadership. An in-person presentation by an entity that submits documentation in response to this RFI will not serve as the basis for precluding that entity from responding to the ITN(s) if they otherwise qualify as respondents under the terms of the ITN. NOTE: The Long-term Care Managed Care Invitation to Negotiate (ITN) was released June 29, 2012. Due to that competitive procurement, we are in a statutorily imposed “Blackout Period” until three days after the award and will not under any circumstances discuss or provide interpretation or additional information not included in the ITN documents.

A Request for Information (RFI) is not a method of procurement. Responses to a RFI are not offers and shall not be accepted by the Agency to form a binding contract. This RFI shall not directly result in the execution of a contract with the Agency. The Agency reserves the right to utilize the information gathered through the RFI process to develop a scope of services, which may be incorporated into a contract using a statutorily approved method of procurement.
B. **RFI RESPONSE REQUIREMENTS**

Response Requirements

Respondents to this RFI are asked to be thorough, but concise. The RFI response must include the following:

a. The respondent's name, place of business address(s), contact information, including representative name and alternative, if available, telephone number(s), and e-mail address(s);

b. A statement of interest in the services outlined in this RFI, including an outline of a specific product, concept, technology, or approach that would meet the goals and requirements described in this RFI;

c. A description of the respondent’s business and/or its experience as it relates to the services outlined in this RFI. This description should include a narrative explaining past experiences in which the respondent has engaged with other health care payers, health care agencies, health care providers or government agencies in the area of Medicaid Managed Medical Assistance programs. The respondent shall indicate any Medicaid experience it has for services similar in nature to those described in this RFI; and,

d. A description of how the respondent’s approach will offer advantages or improvements over existing processes. The description should also identify known or potential concerns with the approach.

C. **PROPRIETARY INFORMATION**

Any portion of the submitted response which is asserted to be exempt from disclosure under Chapter 119, Florida Statutes, shall be clearly marked “exempt”, “confidential”, or “trade secret” (as applicable) and shall also contain the statutory basis for such claim on every page. Pages containing trade secrets shall be marked “trade secret as defined in Section 812.081, Florida Statutes”. Failure to segregate and identify such portions shall constitute a waiver of any claimed exemption and the Agency will provide such records in response to public records requests without notifying the respondent. Designating material simply as “proprietary” will not necessarily protect it from disclosure under Chapter 119, Florida Statutes. An entire response should not be considered trade secret.

D. **RESPONSE SUBMISSION**

Respondents to this RFI shall submit one (1) electronic copy of its response. The response shall not exceed fifteen (15), one-sided, pages in length. The electronic format shall be submitted on CD-ROM. The software used to produce the electronic files must be Microsoft Word 97 and/or Excel 97 or newer. The electronic files must be logically named.

The respondent shall also submit one (1) electronic redacted copy of the response suitable for release to the public. Any confidential or trade secret information covered under Section 812.081, Florida Statutes, should be either redacted or completely
removed. The redacted response shall be marked as the “redacted” copy and contain a transmittal letter authorizing release of the redacted version of the response in the event the Agency receives a public records request.

Responses to this RFI shall be provided no later than **5:00 PM, Eastern Standard Time, August 15, 2012**. Responses shall be submitted to:

Agency for Health Care Administration
Procurement Office
Attn: Barbara Vaughan
2727 Mahan Drive, MS 15
Tallahassee, FL 32308

E. **VENDOR COSTS**

Vendors are responsible for all costs associated with preparing a response to this RFI. The state of Florida, Agency for Health Care Administration, will not be responsible for any vendor costs associated with preparing a response to this RFI.

F. **QUESTIONS**

Questions concerning this RFI should be submitted in writing via email to Barbara Vaughan, Procurement Office, at barbara.vaughan@ahca.myflorida.com.

All responses to questions received will be made, in writing, directly to the sender.

G. **AGENCY FOR HEALTH CARE ADMINISTRATION WEBSITE**

Additional information about the Florida Agency for Health Care Administration can be found on the Agency’s website at: [http://ahca.myflorida.com/](http://ahca.myflorida.com/)

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