A. REQUEST FOR INFORMATION (RFI)

In 2016, the Florida Legislature directed the Agency for Health Care Administration to implement a statewide Medicaid prepaid dental program by no later than March 1, 2019. Specifically, the Agency is directed to:

“...implement a statewide Medicaid prepaid dental health program for children and adults with a choice of at least two licensed dental managed care providers who must have substantial experience in providing dental care to Medicaid enrollees and children eligible for medical assistance under Title XXI of the Social Security Act and who meet all agency standards and requirements. To qualify as a provider under the prepaid dental health program, the entity must be licensed as a prepaid limited health service organization under part I of chapter 636 or as a health maintenance organization under part I of chapter 641. The contracts for program providers shall be awarded through a competitive procurement process. The contracts must be for 5 years and may not be renewed; however, the agency may extend the term of a plan contract to cover delays during a transition to a new plan provider. . . .”

--Chapter 2016-109, Laws of Florida

The Agency is seeking information from entities with direct experience in the provision of dental services through a prepaid arrangement and other entities with knowledge about best practices and innovations in business models and service delivery for dental services.

The Agency is specifically interested in ideas relating to the provision of dental services to recipients with complex needs including recipients in a long-term care setting, recipients with disabilities, and recipients needing specialized services including but not limited to conscious sedation.

In addition, the Agency is specifically interested in ideas relating to the coordination of care between a prepaid dental plan and health plans participating in the Statewide Medicaid Managed Care Managed Medical Assistance program, and how such coordination can be structured to ensure that dental quality scores, including HEDIS, Child Core Set, and CMS-416, for the Florida Medicaid program continue to improve year over year and how such coordination can be structured to ensure against preventable utilization of emergency department services for the treatment of dental conditions.

The Agency will consider information gathered from responses to this RFI in preparing the competitive procurement for the Statewide Prepaid Dental program which is scheduled for release in fall of 2017.
A Request for Information (RFI) is not a method of procurement. Responses to an RFI are not offers and will 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 description of how the Respondent's approach will offer advantages or improvements that will ensure continued improvement in overall Medicaid program quality with regards to the provision of dental services and will further the Agency goal to reduce potentially preventable inpatient and outpatient hospital events, and unnecessary use of ancillary services. 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 twenty (20), single-sided, pages in length. The electronic format shall be submitted via e-mail. The software used to produce the electronic files must be Microsoft Word 2013 and/or Excel 2013 or newer. The electronic files must be logically named.

The Respondent shall also submit via e-mail 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 2, 2017. Responses shall be e-mailed to solicitation.questions@ahca.myflorida.com.

After the Agency has received all Responses to this RFI, the Agency, in its sole discretion, shall determine if a meeting with Respondents is necessary to clarify the information received. In the event that the Agency decides to hold a meeting, the Respondent(s) will be notified via email.

E. VENDOR COSTS

Respondents 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 Respondent costs associated with preparing a Response to this RFI.

F. QUESTIONS

Questions concerning this RFI shall be submitted in writing via email to solicitation.questions@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/

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