



February 24, 2015

Prospective Vendor(s):

Subject: Solicitation Number: AHCA ITN 002-14/15

Title: Medicaid Third Party Liability

Addendum No. 1

The enclosed information has been provided for consideration in the preparation of your response to the above mentioned ITN.

All other terms and conditions of the ITN remain in effect.

To the extent this Addendum gives rise to a protest, failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, shall constitute a waiver of proceedings under Chapter 120, Florida Statutes.

Sincerely,

Jennifer Barrett

Jennifer Barrett, Chief

Bureau of Support Services

Enclosure:

Questions and Answers (7 Pages)



Agency Reference No.	Vendor Name	Date Received	Vendor Question No.	ITN Section Reference	Question	Answer
1	Health Management Systems, Inc. (HMS)	February 10, 2015		D.5 Data to be Provided to the Vendor by the Agency E. Sample file layouts of the data to be provided to the Vendor are provided in Exhibit I, File Layouts	If the MMIS vendor changes during the course of the TPL contract, will the file formats change? If yes, will the TPL	If the MMIS vendor changes during the course of the TPL Contract, it is possible that the file formats/layouts may change. If the file formats/layouts change, the TPL vendor will be responsible for the cost of changing their interface to comply with the new formats/layouts.
2	Health Management Systems, Inc. (HMS)	February 10, 2015		D.6 Vendor General Requirements M. The Vendor shall process all returned mail by obtaining the correct address and re-mailing the correspondence as appropriate in a timely manner.	FLMMIS for providers and recipients, is the Vendor expected to re-mail to addresses not listed in the FLMMIS for providers or recipients? Doing so could create a significant risk for PHI breaches.	provider to update their contact information with Medicaid Provider Enrollment and that recipients should update their contact information with either the Department of Children and Families (DCF) or the Social Security Administration (SSA).
3	Health Management Systems, Inc. (HMS)	February 10, 2015			than those listed in this requirement if the software used is compatible?	Possibly. The compatibility of the Vendor's software would need to be determined by the Agency's Division of Information Technology.
4	Health Management Systems, Inc. (HMS)	February 10, 2015	4	D.13 Vendor Customer Service A. Telephone 9. Callers shall not encounter a busy signal during the required days and hours of operation.	In the event a busy signal is caused by technical conditions that are beyond the Vendor's control, will the Agency consider providing a grace period before assessing liquidated damages?	Yes.
5	Health Management Systems, Inc. (HMS)	February 10, 2015		D.13 Vendor Customer Service A. Telephone 10. The Vendor may use an interactive voice response system provided that at each level, the callers can choose to speak with a "live" person, rather than continue through additional prompts. A "live" person shall be available during the required days and hours of operation.		
6	Health Management Systems, Inc. (HMS)	February 10, 2015	6			No.
7	Health Management Systems, Inc. (HMS)	February 10, 2015	7	The Vendor shall develop and maintain a website to be approved by the Agency prior to implementation by the Vendor that provides educational information regarding all components of the Contract resulting from this ITN and ways of contacting the Vendor (address, telephone, fax, e-mail).	informational website for FL TPL? If yes, will the Agency transfer management of this website to the new Vendor in order to provide consistency to all stakeholders?	No. The Agency will explore the possibility of transferring the website to the new Vendor.
8	Health Management Systems, Inc. (HMS)	February 10, 2015	8	D.13 Vendor Customer Service B. Website The Agency reserves the right to direct the Vendor to amend or update its website in accordance with the best interests of the State and at no cost to the Agency. Amendments or updates may be required prior to or after implementation.	amendments or updates to the website a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not budgeted for, thereby	

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9	Health Management Systems, Inc. (HMS)	February 10, 2015		D.14 Vendor Claims Repository L. The Agency reserves the right to direct the Vendor to amend or update its claims repository system in accordance with the best interests of the State and at no cost to the Agency. Amendments or updates may be required prior to or after implementation.	amendments or updates to the claims repository system a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not budgeted for,	
10	Health Management Systems, Inc. (HMS)	February 10, 2015		or update its correspondence and/or paid claim formats in	formats a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not	operating in accordance with the terms of the Contract, the Agency may be open to allowing an annual limit to the number of amendments or updates.
11	Health Management Systems, Inc. (HMS)	February 10, 2015	11	or update its case tracking system in accordance with the best	amendments or updates to the case tracking system a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not budgeted for,	of amendments or updates.
12	Health Management Systems, Inc. (HMS)	February 10, 2015		D.16 Vendor Web Portal J. The Agency reserves the right to direct the Vendor to amend or update its web portal in accordance with the best interests of the State and at no cost to the Agency. Amendments or updates may be required prior to or after implementation.	amendments or updates to the web portal a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from	of amendments or updates.
13	Health Management Systems, Inc. (HMS)	February 10, 2015	13	D.16 Vendor Web Portal 17. Post frequently asked questions organized by topic to the web portal.	Informational website as opposed to the web portal so that they	FAQs can be placed on the informational website and do not need logon credentials.
14	Health Management Systems, Inc. (HMS)	February 10, 2015	14	D.18 Vendor Accounting U. The Vendor shall submit to the Agency a copy of deposit slip(s) on a daily basis.	confirm that deposit slips would not be needed, as there is	The current TPL vendor utilizes bank managed lockboxes and deposit slip copies are not required at this time. However, deposit records would still be required to be submitted daily.
15	Health Management Systems, Inc. (HMS)	February 10, 2015		D.19 Method of Payment G. The Vendor shall be paid a fixed per enrollee per month fee for individuals enrolled in the HIPP Program. "Enrolled" is defined as a month when a premium payment is appropriately made on behalf of a recipient. In addition, the Vendor shall be reimbursed by the Agency for any premiums paid on behalf of recipients enrolled in the HIPP Program.	enrollees as well as the projected number of HIPP enrollees for each year of the term of the contract?	The HIPP program is currently not operational. Therefore, the number of enrollees or potential enrollees is not available at this time.
16	Health Management Systems, Inc. (HMS)	February 10, 2015		D.22 Vendor Reports K. The Agency reserves the right to direct the Vendor to amend or update any and all of its reports or report formats in accordance with the best interests of the State and at no cost to the Agency. Amendments or updates may be required prior to or after implementation.	amendments or updates to reports or report formats a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not budgeted for,	

Agency	Was day Name	Bata Basalasa	Vendor	TNO order Defenses	Quarter	A
Reference No.	Vendor Name	Date Received	Question No.	D.28 Medicare and Other Third party Payor Recovery	Question Will the Agency places identify which files will be supplied by	Answer The Agency will provide claims and recipient eligibility files. The
17	Health Management Systems, Inc. (HMS)	February 10, 2015	17	B. Data Matching 1. The Vendor shall perform the following data matches at a minimum: a. Tricare/CHAMPUS matches as authorized by CMS/DEERS; b. Commercial Insurance Carriers; c. Medicare Files; d. Workers' Compensation File; e. Highway Safety and Motor Vehicles File; f. Medical Support Enforcement File/New Hire File (Department of Revenue); g. Trauma Diagnosis Code File; and h. Vital Statistics Files.	the State?	Vendor will be required to obtain or utilize Agency data sharing agreements with other entities to conduct the required data matches as necessary.
18	Health Management Systems, Inc. (HMS)	February 10, 2015	18	D.28 Medicare and Other Third party Payor Recovery B. Data Matching 2. The Vendor shall perform data matches with other entities as directed by the Agency. There will be no increase in fees for additional data matches conducted by the Vendor.	additional data matches a vendor must perform at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not budgeted for, thereby increasing the overall	·
19	Health Management Systems, Inc. (HMS)	February 10, 2015	19	D.28 Medicare and Other Third party Payor Recovery B. Data Matching 5. The Agency reserves the right to direct the Vendor to amend or update its computer match criteria in accordance with the best interests of the State and at no cost to the Agency. Amendments or updates may be required prior to or after implementation.	amendments or updates to the computer match criteria a vendor must make at no cost to the Agency? Without a limit, vendors will build unnecessary costs into their price to protect themselves from having to do work that was not budgeted for, thereby increasing the overall cost to the Agency.	·
20	Health Management Systems, Inc. (HMS)	February 10, 2015	20	D.28 Medicare and Other Third party Payor Recovery C. Medicare 2. The Vendor shall notify Medicaid providers as appropriate of claims paid by Medicaid for which Medicare may have been liable and recoup any identified Medicaid overpayments.	recoupments that require a manual process? If there are recoupments that require a manual process, could the Agency please describe that process and the expected volume of manual recoupments?	Currently, recoupment processes are performed both electronically and manually. Manual processes would include, but may not be limited to, mailing audit letters and initiating phone calls; receiving, depositing, and reconciling paper checks; and submitting forms and documentation to apply and post recoveries in the FLMMIS and the Agency's accounting systems. Medicaid recently transitioned from a fee-for-service delivery system to a managed care system of delivery. Due to this transition, it is not possible to estimate the expected volume of manual recoupments.
21	Health Management Systems, Inc. (HMS)	February 10, 2015	21	D.28 Medicare and Other Third party Payor Recovery D. Other Third Party Payor 5. The Vendor shall notify Medicaid providers as appropriate of claims paid by Medicaid for which an insurance carrier may have been liable and recoup any identified Medicaid overpayments.	recoupments that require a manual process? If there are recoupments that require a manual process, could the Agency please describe that process and the expected volume of manual recoupments?	Currently, recoupment processes are performed both electronically and manually. Manual processes would include, but may not be limited to, mailing audit letters and initiating phone calls; receiving, depositing, and reconciling paper checks; and submitting forms and documentation to apply and post recoveries in the FLMMIS and the Agency's accounting systems. Medicaid recently transitioned from a fee-for-service delivery system to a managed care system of delivery. Due to this transition, it is not possible to estimate the expected volume of manual recoupments.

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				D.28 Medicare and Other Third party Payor Recovery F. Providers and Recipients		The Vendor shall send letters requesting that the Medicaid
22	Health Management Systems, Inc. (HMS)	February 10, 2015	22	The Vendor shall pursue and recover payments that were made to either providers or recipients directly from carriers that should have been reimbursed to Medicaid.		
				D.29 Cost Avoidance	Will the TPL information that is received on the daily TPL	
				A. TPL Resource File Maintenance	Resource Update Report be loaded to the MMIS and then verified for corrections to be made afterward or prior to loading to the MMIS?	
23	Health Management Systems, Inc. (HMS)	February 10, 2015	23	6. The Vendor shall review the daily TPL Resource Update Report which is an eligibility file received from DCF that contains TPL information added in the FMMIs. The Vendor shall verify the insurance information contained on this report and update the TPL Resource File as appropriate.	repetitive, can the Agency confirm that the Vendor would only	
						changes/updates.
				D.29 Cost Avoidance C. Leads Letters	Will the Leads Letter Information contain recipients that are enrolled in Managed Care? If so, should those be sent a letter?	No. Lead letters should only be utilized for recipients that are not enrolled in a Managed Care plan.
24	Health Management Systems, Inc. (HMS)	February 10, 2015		When Medicaid processes a claim that includes a third party payment for services but the third party information is not in the FMMIS a "leads letter" shall be sent by the Vendor to the Medicaid recipient in order to determine if other insurance is available.		
25	Health Management Systems, Inc. (HMS)	February 10, 2015	25	D.29 Cost Avoidance C. Leads Letters 2. The Vendor shall mail leads letters within three (3) business days of receipt of the leads letter information from the Agency.	If there is a need to manually remove Managed Care Recipients from the Leads Letter Information file prior to printing in mailing, will the Agency consider extending the time to mail the letters from three (3) business days to seven (7) business days to allow this manual process to alter the data provided?	
26	Health Management Systems, Inc. (HMS)	February 10, 2015	26	D.31 Other Recovery Projects J. All supporting documentation in the possession of the Vendor, including the source code, shall be delivered to the Agency upon conclusion of the Contract resulting from this ITN. This shall not apply to any other software or application developed by the Vendor either before or during the term of the Contract resulting from this ITN.		Yes.
27	Health Management Systems, Inc. (HMS)	February 10, 2015		D.32 Performance Standards and Liquidated Damages A. The Agency reserves the right to impose liquidated damages upon the Vendor for failure to comply with the performance standard requirements set forth in Table 1, Performance Standards and Liquidated Damages below.		of 2015.
28	Health Management Systems, Inc. (HMS)	February 10, 2015	28	Attachment E, Evaluation Criteria	, ,	· .

Agency Reference No.	Vendor Name	Date Received	Vendor Question No.	ITN Section Reference	Question	Answer
Reference No.	Vendor Hame	Date Neceived	Question No.		Is the Agency willing to limit this provision to "negligent act, or	
29	Health Management Systems, Inc. (HMS)	February 10, 2015		Attachment H. The Vendor shall save and hold harmless and indemnify the State of Florida and the Agency against any and all liability, claims, suits, judgments, damages or costs of whatsoever kind and nature resulting from the use, service, operation or performance of work under the terms of this Contract, resulting from any act, or failure to act, by the Vendor, its subcontractor, or any of the employees, agents or representatives of the Vendor or subcontractor.	negligent failure to act, or intentional misconduct"?	
30	Health Management Systems, Inc. (HMS)	February 10, 2015	30	III.A Termination, Attachment H	Will the Agency consider including language for a right to terminate both at will upon 90 days' notice and for breach by the Agency in the Contract?	
31	Health Management Systems, Inc. (HMS)	February 10, 2015	31			
32	Health Management Systems, Inc. (HMS)	February 10, 2015	32	22. Termination for Convenience, Attachment B The Customer, by written notice to the Contractor, may terminate the Contract in whole or in part when the Customer determines in its sole discretion that it is in the State's interest to do so. The Contractor shall not furnish any product after it receives the notice of termination, except as necessary to complete the continued portion of the Contract, if any. The Contractor shall not be entitled to recover any cancellation charges or lost profits.		No.
33	Health Management Systems, Inc. (HMS)	February 10, 2015	33		Since reimbursement requests could come in daily, vendors could be in a position where they are issuing payments on a daily basis. For consistency and to prevent excess costs to the Agency, is the Agency amenable to a weekly or bi-weekly payment process whereby vendors issue payments for all requests received in the prior 7 or 14 days?	
34		February 10, 2015	34	Submission	Does the Agency expect vendors to respond point-by-point to the technical requirements of the ITN?	Yes.
35	Health Management Systems, Inc. (HMS)	February 10, 2015	35	Attachment J, Cost Proposal	Is the Agency open to a tiered pricing approach?	No.
36	Health Management Systems, Inc. (HMS)	February 10, 2015	36	D.3 D. The Managed Care Plan shall have the sole right to subrogation and recovery from a liable third party for one (1) year from when the plan incurred the cost to recover from any thirld party resource. All recoveries outside this period that were not initiated by the Managed Care Plan will be pursued by the Agency or its Vendor. Managed Care Plan recovery rights exclude all estate, trust and annuity recoveries.	relation to initiation of a case by the Managed Care Plan? Is this in the event that the Managed Care Plan filed a lien, made a phone call, sent a letter or some other action?	

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Reference No.	Vendor Name	Date Received	Question No.	ITN Section Reference	Question	Answer
37	Health Management Systems, Inc. (HMS)	February 10, 2015	37	D.6 S. Upon discovery of any Vendor backlog for any component of the Contract resulting from this ITN, the Vendor shall notify the Agency in person, via telephone or electronic mail, as soon as possible but no later than the close of business if the backlog is identified during the business day and no later than 9:00 a.m. EST or EDT, as appropriate, the following business day if the backlog is identified after close of business.	that do not have a 8 business hour SLA, such as Casualty,	Any scope of work that is not performed within the timeframes and requirements of the Contract and approved policies and procedures could be considered a backlog.
38	Health Management Systems, Inc. (HMS)	February 10, 2015	38	D.15.O.3 "Open a case through electronic notification"	What forms of electronic notification does this include? Does this include email notification?	Electronic notifications may include, but not be limited to: email, phone, fax, data files, electronic forms, images and any other electronic methods that may be available and approved by the Agency.
39	Health Management Systems, Inc. (HMS)	February 10, 2015	39	D.15.O.13 Document and maintain Medicaid HMO information;	What specific information does the agency want the vendor to compile on Medicaid HMO's?	The Vendor may need to document and maintain Medicaid HMO enrollment, eligibility, and paid claims data for individual cases.
40	Health Management Systems, Inc. (HMS)	February 10, 2015	40	D.15.O.23 Generate a complete listing of all paid claims for a recipient in a user friendly format in order to fulfill requests for records using the data directly provided by the Agency described in Section D.5, Data to be Provided to the Vendor by the Agency;	Does this require the vendor to be the Agency's records custodian? Should the vendor send all requests that are not TPL related to the Agency's HIPAA office?	
41	Health Management Systems, Inc. (HMS)	February 10, 2015	41		Are there exceptions to moving to quash a subpoena? Is the Vendor required to file motions to quash because 45 CFR 164.502 (HIPAA) and §459.057, Florida Statutes, prohibit the release of this information? As these two laws make exceptions for both signed authorizations and proper subpoenas with notice, how can the Vendor not accept a proper subpoena as sufficient to turn over Protected Health Information? Has the State of Florida implemented the requirements of 42 CFR 431.300-07, does the Agency have the authority required under 42 CFR 431.303, and does the Agency have the criteria required by 42 CFR 431.306(a)? The example Motion to Quash states that, under 42 CFR 431.300-07, the information cannot be disclosed without a medical release or a court order. Do these regulations also prevent disclosure upon a proper subpoena? The example Motion to Quash also states that, under 42 CFR 431.300-07, the request for information "must relate to the direct administration of the Medicaid State Plan." How is a "HIPAA compliant release" sufficient to ensure the purpose is appropriate, but a proper subpoena insufficient?	filing of motions to quash in response to subpoenas.

Agency Reference No.	Vendor Name	Date Received	Vendor Question No.	ITN Section Reference	Question	Answer
42	Health Management Systems, Inc. (HMS)	February 10, 2015	42	Notwithstanding any other provisions herein, the Agency may opt to conduct litigation or perform other legal action,	J	Contract Manager for action or resolution.