

Janet T. Mills
Governor

Jeanne M. Lambrew, Ph.D.
Commissioner



Maine Department of Health and Human Services
Office of MaineCare Services
11 State House Station
Augusta, Maine 04333-0011
Tel: (207) 287-3707; Fax: (207) 287-3005
TTY: Dial 711 (Maine Relay)

May-08-2023

Via Electronic Mail: sarah.yahna@mercer.com

Mercer Health & Benefits LLC
Sarah Yahna, Principal
2325 East Camelback Road, Suite 600
Phoenix, AZ 85016

SUBJECT: Notice of Conditional Contract Award under RFP #202202012, Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Method Development

Dear Ms. Yahna,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Health and Human Services, Office of MaineCare Services for Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Method Development. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional award to the following bidder:

- Mercer Health & Benefits LLC

The bidder listed above has met the requirements for placement on the Pre-Qualified Vendor List. Vendors added to this Pre-Qualified List (PQVL) are not guaranteed a contract within the State of Maine but are eligible to submit bids on projects issued through the PQVL Mini-Bid Process, as defined in the RFP. Any Notice of Conditional Contract Award resulting from a Mini-Bid award is subject to execution of a written contract. As a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Contract Award and dissolve the Pre-Qualified Vendor List at any time.

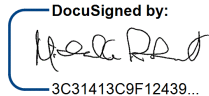
As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract.

Any person aggrieved by this award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Division of Purchases, Chapter 120, § (2) (2).

Thank you for your interest in doing business with the State of Maine.

Sincerely,

DocuSigned by:

3C31413C9F12439...

Michelle Probert
Director
Office of MaineCare Services

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– LTSS (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Brittany Hall

Names of Evaluators: Jessica Levesque, Kristin Merrill, and Bryan Lumbra

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00
Section III. Proposed Services	35.00	32.00
Section IV. Cost Proposal	25.00	25.00
<u>Total Points</u>	<u>100.00</u>	<u>92.00</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

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BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information (Eligibility)

All interested parties with at least five (5) years of rate setting experience within the last ten (10) years are invited to submit bids.

Evaluation Team Comments:

- Met eligibility requirement

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

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**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00

Evaluation Team Comments:

Part IV. Section II. Organizational Qualification and Experience
1. Overview of the Organization
<ul style="list-style-type: none"> • More than 400 EEs dedicated to HHS clients, including 60 credentialed actuaries and 20 former CMS staff/state Medicaid program directors/administrator • Project team professional bios offered showing level(s) of credentialing and project experience • First fully dedicated Medicaid actuarial consulting practice in the nation (1985) • MaineCare AC and PCPlus experience
2. Litigation
<ul style="list-style-type: none"> • Referred to link containing 256 pages of incomprehensible self-reported SEC filings (https://irnews.mmc.com/reporting/sec-fillings)
3. Certificate of Insurance
<ul style="list-style-type: none"> • Provided

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

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BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	35.00	32.00

Evaluation Team Comments:

Part IV, Section III Proposed Services
1. Services to be Provided
Part II
A. General Requirements
<ul style="list-style-type: none"> • Offered Actuarial modeling and robust peer review process • Proposed initial strategy kick-off meeting where key members of Bidder team meet with Department staff • Actuaries on staff, will contract with certified actuary if specialized expertise is required
B. Scope of Work for all five (5) health service Healthcare Service Groups
<ul style="list-style-type: none"> • i - Proposed providing training and follow up training of templates to include national or state association/society material to help communicate the process & increase participation • i - Proposed providing a portal with a drag & drop survey submission process • i - Noted experience in focus groups, stakeholder meetings, and surveys • i - Proposed separate strategies for provider and stakeholder participation in surveys, data requests, and meeting participation • i - Logistics - cost coverage for recommendations outlined in this section is not clear • ii - Proposed weighting by response probabilities to adjust for populations where populations respond inconsistently • ii - Gave relevant example of applying assumptions to a prior LTSS study for an east coast client • iii - Bidder notes access to data nationwide to use for comparison of costs due to experience across 30 states • iv - Met requirement • v - Bidder did not clearly state willingness to perform this analysis or if it simply is not "routinely asked" to perform

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- v - Noted no tracking of variation between draft and final rates, but that program experience is within the expected standard deviation. Also noted experience with large, managed-care programs
- vi - Detailed Bidder’s peer-review process.
- vi - Bidder appears limited in providing a fully modifiable model, given Bidder’s commitment to excel workbook
- vii - Maintains a proprietary trend database for commercial products that can be leveraged for rate comparisons.
- vii – Noted access to Medicare data collection and existing relationships with Medicare MACs
- viii - Attachment 6 does not reference timelines for state/federal authority or consultation

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 1: LTSS

- Proposed to review service definitions, provider quals, MaineCare Benefits Manual, provider contracts, and regulations
- Proposed to model a range of scenarios to support fee schedules, including variation of location, provider type, and acuity level
- Ensured compliance with state and federal rules
- Offered hypothetical steps for State, related to nursing facility reimbursement
- Noted and detailed experience with six states in developing rate structures and payment rates for LTSS services

D. Conflicts of Interest

- Met requirement

E. Use of Subject Matter Expert Professionals

- Met requirement

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

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**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25.00	25.00

Evaluation Team Comments:

- | |
|---|
| <ul style="list-style-type: none">• Provided straight forward hourly rates which appear reasonable. |
|---|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– LTSS (Delivery System Reform Rates and Recommendations)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Brittany Hall

Names of Evaluators: Jessica Levesque, Kristin Merrill, and Bryan Lumbra

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
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BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

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Preliminary Information**

Section I. Preliminary Information (Eligibility)
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Evaluation Team Comments:

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DATE: April 27, 2023

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00

Evaluation Team Comments:

Part IV. Section II. Organizational Qualification and Experience	
1. Overview of the Organization	
<ul style="list-style-type: none"> • More than 400 EEs dedicated to HHS clients, including 60 credentialed actuaries and 20 former CMS staff/state Medicaid program directors/administrator • Project team professional bios offered showing level(s) of credentialing and project experience • First fully dedicated Medicaid actuarial consulting practice in the nation (1985) • MaineCare AC and PCPlus experience 	
2. Litigation	
<ul style="list-style-type: none"> • Referred to link containing 256 pages of incomprehensible self-reported SEC filings (https://irnews.mmc.com/reporting/sec-fillings) 	
3. Certificate of Insurance	
<ul style="list-style-type: none"> • Provided 	

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TEAM CONSENSUS EVALUATION NOTES**

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BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	35.00	32.00

Evaluation Team Comments:

Part IV, Section III Proposed Services
1. Services to be Provided
Part II
A. General Requirements
<ul style="list-style-type: none"> • Offered Actuarial modeling and robust peer review process • Proposed initial strategy kick-off meeting where key members of Bidder team meet with Department staff • Actuaries on staff, will contract with certified actuary if specialized expertise is required
B. Scope of Work for all five (5) health service Healthcare Service Groups
<ul style="list-style-type: none"> • i - Proposed providing training and follow up training of templates to include national or state association/society material to help communicate the process & increase participation • i - Proposed separate strategies for provider and stakeholder participation in surveys, data requests, and meeting participation • ii - Proposed weighting by response probabilities to adjust for populations where populations respond inconsistently • ii - Provided examples of areas where previous assumptions were data driven • iii - Bidder notes access to data nationwide to use for comparison of costs due to experience across 30 states • iv - Met requirement • v - Bidder did not clearly state willingness to perform this analysis or if it simply is not “routinely asked” to perform • v - Noted no tracking of variation between draft and final rates, but that program experience is within the expected standard deviation. Also noted experience with large, managed-care programs • vi - Detailed Bidder’s peer-review process • vii – Noted access to Medicare data collection and existing relationships with Medicare MACs • viii - Attachment 7 notes Federal authority

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

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- ix - Attachment 8 does not note federal/state level authority considerations
- x – Bidder has internal Specialty Consulting Sector that produces white papers to compare current operational state to proposed or required changes and provides ad hoc analysis and commentary on Federal policy issues
- xi - Ten years of experience in Value Based Purchasing for 20 states and Washington, D.C.

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 1: LTSS

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- Proposed to model a range of scenarios to support fee schedules, including variation of location, provider type, and acuity level
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- Noted and detailed experience with six states in developing rate structures and payment rates for LTSS services

D. Conflicts of Interest

- Met requirement

E. Use of Subject Matter Expert Professionals

- Met Requirement

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DATE: April 27, 2023

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25.00	25.00

Evaluation Team Comments:

- | |
|--|
| <ul style="list-style-type: none">• Provided straight forward hourly rates which appear reasonable |
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Primary Care, Physician, and Clinical Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Brittany Hall

Names of Evaluators: Jessica Levesque, Kristin Merrill, and Bryan Lumbr

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
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**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information (Eligibility)
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Evaluation Team Comments:

- | |
|---|
| <ul style="list-style-type: none">• Met eligibility requirement |
|---|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

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DATE: April 27, 2023

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00

Evaluation Team Comments:

Part IV. Section II. Organizational Qualification and Experience	
1. Overview of the Organization	
<ul style="list-style-type: none"> • More than 400 EEs dedicated to HHS clients, including 60 credentialed actuaries and 20 former CMS staff/state Medicaid program directors/administrator • Project team professional bios offered showing level(s) of credentialing and project experience • First fully dedicated Medicaid actuarial consulting practice in the nation (1985) • MaineCare AC and PCPlus experience 	
2. Litigation	
<ul style="list-style-type: none"> • Referred to link containing 256 pages of incomprehensible self-reported SEC filings (https://irnews.mmc.com/reporting/sec-fillings) 	
3. Certificate of Insurance	
<ul style="list-style-type: none"> • Provided 	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Primary Care, Physician, and Clinical Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	35.00	32.00

Evaluation Team Comments:

Part IV, Section III Proposed Services
1. Services to be Provided
Part II
A. General Requirements
<ul style="list-style-type: none"> • Offered Actuarial modeling and robust peer review process • Proposed initial strategy kick-off meeting where key members of Bidder team meet with Department staff • Actuaries on staff, will contract with certified actuary if specialized expertise is required
B. Scope of Work for all five (5) health service Healthcare Service Groups
<ul style="list-style-type: none"> • i - Proposed providing training and follow up training of templates to include national or state association/society material to help communicate the process & increase participation • i - Proposed providing a portal with a drag & drop survey submission process • i - Noted experience in focus groups, stakeholder meetings, and surveys • i - Proposed separate strategies for provider and stakeholder participation in surveys, data requests, and meeting participation • i - Logistics - cost coverage for recommendations outlined in this section is not clear • ii - Proposed weighting by response probabilities to adjust for populations where populations respond inconsistently • ii - Gave relevant example of applying assumptions to a prior LTSS study for an east coast client • iii - Bidder notes access to data nationwide to use for comparison of costs due to experience across 30 states • iv - Met requirement • v - Bidder did not clearly state willingness to perform this analysis or if it simply is not “routinely asked” to perform

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BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

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| <ul style="list-style-type: none"> • v - Noted no tracking of variation between draft and final rates, but that program experience is within the expected standard deviation. Also noted experience with large, managed-care programs • vi - Detailed Bidder’s peer-review process. • vi - Bidder appears limited in providing a fully modifiable model, given Bidder’s commitment to excel workbook • vii - Maintains a proprietary trend database for commercial products that can be leveraged for rate comparisons. • vii – Noted access to Medicare data collection and existing relationships with Medicare MACs • viii - Attachment 6 does not reference timelines for state/federal authority or consultation |
|---|

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 3: Primary Care, Physician, and Clinic Services

- | |
|--|
| <ul style="list-style-type: none"> • Center for Medicare/Medicaid Service (CMS)-approved approach, with ongoing dialogue with CMS • Provided example of fee schedule rate development process • Considered unique costs associated with rate setting • Noted experience with Medicaid waiver programs • Proposed providing ongoing technical assistance |
|--|

D. Conflicts of Interest

- | |
|---|
| <ul style="list-style-type: none"> • Met requirement |
|---|

E. Use of Subject Matter Expert Professionals
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- | |
|---|
| <ul style="list-style-type: none"> • Met requirement |
|---|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

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**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25.00	25.00

Evaluation Team Comments:

- | |
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| <ul style="list-style-type: none">• Provided straight forward hourly rates which appear reasonable |
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Behavioral Health Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Brittany Hall

Names of Evaluators: Jessica Levesque, Kristin Merrill, and Bryan Lumbra

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
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**STATE OF MAINE
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

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**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00

Evaluation Team Comments:

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**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	35.00	32.00

Evaluation Team Comments:

Part IV, Section III Proposed Services
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- viii - Attachment 6 does not reference timelines for state/federal authority or consultation

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 4: Behavioral Health

- Noted experience with Center for Medicare/Medicaid Services
- Behavioral health experience in Delaware, Ohio, and Pennsylvania
- Bidder has former behavioral health providers on staff
- Provided an example of a workplan

D. Conflicts of Interest

- Met requirement

E. Use of Subject Matter Expert Professionals

- Met requirement

**STATE OF MAINE
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BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25.00	25.00

Evaluation Team Comments:

- | |
|--|
| <ul style="list-style-type: none">• Provided straight forward hourly rates which appear reasonable |
|--|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Brittany Hall

Names of Evaluators: Jessica Levesque, Kristin Merrill, and Bryan Lumbra

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00
Section III. Proposed Services	35.00	32.00
Section IV. Cost Proposal	25.00	25.00
<u>Total Points</u>	<u>100.00</u>	<u>92.00</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information (Eligibility)

All interested parties with at least five (5) years of rate setting experience within the last ten (10) years are invited to submit bids.

Evaluation Team Comments:

- Met eligibility requirement

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00

Evaluation Team Comments:

Part IV. Section II. Organizational Qualification and Experience
1. Overview of the Organization
<ul style="list-style-type: none"> • More than 400 EEs dedicated to HHS clients, including 60 credentialed actuaries and 20 former CMS staff/state Medicaid program directors/administrator • Project team professional bios offered showing level(s) of credentialing and project experience • First fully dedicated Medicaid actuarial consulting practice in the nation (1985) • MaineCare AC and PCPlus experience
2. Litigation
<ul style="list-style-type: none"> • Referred to link containing 256 pages of incomprehensible self-reported SEC filings (https://irnews.mmc.com/reporting/sec-fillings)
3. Certificate of Insurance
<ul style="list-style-type: none"> • Provided

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	35.00	32.00

Evaluation Team Comments:

Part IV, Section III Proposed Services
1. Services to be Provided
Part II
A. General Requirements
<ul style="list-style-type: none"> • Offered Actuarial modeling and robust peer review process • Proposed initial strategy kick-off meeting where key members of Bidder team meet with Department staff • Actuaries on staff, will contract with certified actuary if specialized expertise is required
B. Scope of Work for all five (5) health service Healthcare Service Groups
<ul style="list-style-type: none"> • i - Proposed providing training and follow up training of templates to include national or state association/society material to help communicate the process & increase participation • i - Proposed providing a portal with a drag & drop survey submission process • i - Noted experience in focus groups, stakeholder meetings, and surveys • i - Proposed separate strategies for provider and stakeholder participation in surveys, data requests, and meeting participation • i - Logistics - cost coverage for recommendations outlined in this section is not clear • ii - Proposed weighting by response probabilities to adjust for populations where populations respond inconsistently • ii - Gave relevant example of applying assumptions to a prior LTSS study for an east coast client • iii - Bidder notes access to data nationwide to use for comparison of costs due to experience across 30 states • iv - Met requirement • v - Bidder did not clearly state willingness to perform this analysis or if it simply is not “routinely asked” to perform

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

- v - Noted no tracking of variation between draft and final rates, but that program experience is within the expected standard deviation. Also noted experience with large, managed-care programs
- vi - Detailed Bidder’s peer-review process.
- vi - Bidder appears limited in providing a fully modifiable model, given Bidder’s commitment to excel workbook
- vii - Maintains a proprietary trend database for commercial products that can be leveraged for rate comparisons.
- vii – Noted access to Medicare data collection and existing relationships with Medicare MACs
- viii - Attachment 6 does not reference timelines for state/federal authority or consultation

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 5: Other Services

- Provided examples of capabilities in Durable Medical Equipment Upper Payment Limit Assessment, timing and outcome for Virginia doula implementation, Hi-Fi Wrap Around Services, Targeted Case Management, and Non-Emergency Medical Transportation

D. Conflicts of Interest

- Met requirement

E. Use of Subject Matter Expert Professionals

- Met requirement

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25.00	25.00

Evaluation Team Comments:

- | |
|--|
| <ul style="list-style-type: none">• Provided straight forward hourly rates which appear reasonable |
|--|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Brittany Hall

Names of Evaluators: Jessica Levesque, Kristin Merrill, and Bryan Lumbra

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00
Section III. Proposed Services	35.00	32.00
Section IV. Cost Proposal	25.00	25.00
<u>Total Points</u>	<u>100.00</u>	<u>92.00</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information (Eligibility)
--

All interested parties with at least five (5) years of rate setting experience within the last ten (10) years are invited to submit bids.

Evaluation Team Comments:

- | |
|---|
| <ul style="list-style-type: none">• Met eligibility requirement |
|---|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	40.00	35.00

Evaluation Team Comments:

Part IV. Section II. Organizational Qualification and Experience
1. Overview of the Organization
<ul style="list-style-type: none"> • More than 400 EEs dedicated to HHS clients, including 60 credentialed actuaries and 20 former CMS staff/state Medicaid program directors/administrator • Project team professional bios offered showing level(s) of credentialing and project experience • First fully dedicated Medicaid actuarial consulting practice in the nation (1985) • MaineCare AC and PCPlus experience
2. Litigation
<ul style="list-style-type: none"> • Referred to link containing 256 pages of incomprehensible self-reported SEC filings (https://irnews.mmc.com/reporting/sec-fillings)
3. Certificate of Insurance
<ul style="list-style-type: none"> • Provided

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	35.00	32.00

Evaluation Team Comments:

Part IV, Section III Proposed Services
1. Services to be Provided
Part II
A. General Requirements
<ul style="list-style-type: none"> • Offered Actuarial modeling and robust peer review process • Proposed initial strategy kick-off meeting where key members of Bidder team meet with Department staff • Actuaries on staff, will contract with certified actuary if specialized expertise is required
B. Scope of Work for all five (5) health service Healthcare Service Groups
<ul style="list-style-type: none"> • i - Proposed providing training and follow up training of templates to include national or state association/society material to help communicate the process & increase participation • i - Proposed separate strategies for provider and stakeholder participation in surveys, data requests, and meeting participation • ii - Proposed weighting by response probabilities to adjust for populations where populations respond inconsistently • ii - Provided examples of areas where previous assumptions were data driven • iii - Bidder notes access to data nationwide to use for comparison of costs due to experience across 30 states • iv - Met requirement • v - Bidder did not clearly state willingness to perform this analysis or if it simply is not “routinely asked” to perform • v - Noted no tracking of variation between draft and final rates, but that program experience is within the expected standard deviation. Also noted experience with large, managed-care programs • vi - Detailed Bidder’s peer-review process • vii – Noted access to Medicare data collection and existing relationships with Medicare MACs • viii - Attachment 7 notes Federal authority

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

- | |
|---|
| <ul style="list-style-type: none">• ix - Attachment 8 does not note federal/state level authority considerations• x – Bidder has internal Specialty Consulting Sector that produces white papers to compare current operational state to proposed or required changes and provides ad hoc analysis and commentary on Federal policy issues• xi - Ten years of experience in Value Based Purchasing for 20 states and Washington, D.C. |
|---|

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 5: Other Services

- | |
|---|
| <ul style="list-style-type: none">• Provided examples of capabilities in Durable Medical Equipment Upper Payment Limit Assessment, timing and outcome for Virginia doula implementation, Hi-Fi Wrap Around Services, Targeted Case Management, and Non-Emergency Medical Transportation |
|---|

D. Conflicts of Interest

- | |
|---|
| <ul style="list-style-type: none">• Met requirement |
|---|

E. Use of Subject Matter Expert Professionals
--

- | |
|---|
| <ul style="list-style-type: none">• Met requirement |
|---|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development– Other Services (Rate Studies for Discrete Health Care Services)

BIDDER: Mercer Health and Benefits LLC

DATE: April 27, 2023

**EVALUATION OF SECTION IV
Cost Proposal**

	<u>Points Available</u>	<u>Points Awarded</u>
Section IV. Cost Proposal	25.00	25.00

Evaluation Team Comments:

- | |
|--|
| <ul style="list-style-type: none">• Provided straight forward hourly rates which appear reasonable |
|--|

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 4-25-2023

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: OMS

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Facilitator for this RFP.*

Individual Evaluator Comments:

Part IV. Section I. Preliminary Information (Eligibility)
<ul style="list-style-type: none">• Bidder met requirement

Part IV. Section II. Organizational Qualification and Experience
1. Overview of the Organization
<ul style="list-style-type: none">• Bidder met requirement
2. Litigation
<ul style="list-style-type: none">• Unclear They did provide a link to 256 pages of information
3. Certificate of Insurance
<ul style="list-style-type: none">• Bidder met requirement

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 4-25-2023

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: OMS

Part IV, Section III Proposed Services
Part II
A. General Requirements
<ul style="list-style-type: none"> • Bidder met requirement
<ul style="list-style-type: none"> • Initial Kick off meeting discuss project and to define and update the preliminary workplan • They state the importance of communication did not define a typical plan to communicate throughout a project
<ul style="list-style-type: none"> • Employ 60+ credentialed actuaries and listed 5 in appendix D
B. Scope of Work for all five (5) health service Healthcare Service Groups
1. <u>Rate studies for discrete health care services</u>
<ul style="list-style-type: none"> • i. Provide training and follow up training of templates • Include national or state associations/societies to help communicate the process & increase participation • Provide a portal with a drag & drop survey submission process • ii. Weighting by response probabilities to adjust for populations where populations respond inconsistently • iii. Bidder met requirement • iv. Bidder met requirement • v. Bidder does not track this information • vi. Peer review process • vii. Maintains a proprietary trend database for commercial products that can be leveraged for rate comparisons. • Contacts with several Medicare Administrators (Noridian) • viii. The plan does not include how regular communications with the department would occur and how often
2. <u>Delivery system reform rates and recommendations</u>
<ul style="list-style-type: none"> • i. Provide training and follow up training of templates • Include national or state associations/societies to help communicate the process & increase participation • li. Weighting by response probabilities to adjust for populations where populations respond inconsistently • iii. Bidder met requirement • iv. Bidder met requirement • v. Bidder does not track this information • vi. Peer review process

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 4-25-2023

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: OMS

<ul style="list-style-type: none"> • vii. Maintains a proprietary trend database for commercial products that can be leveraged for rate comparisons. • Contacts with several Medicare Administrators (Noridian) • viii. The plan does not include how regular communications with the department would occur and how often • ix. The plan does not include how regular communications with the department would occur and how often • x. Specialty consulting sector • Webinars • Hot topics takes (Hot flashes- on change when first issued, produce a white paper develop a comparison chart of current state to the proposed or required changes • Ad hoc analysis and commentary on federal policy issues provided examples • xi. over 10 years of experience working with 20 different states and
C. Scope of work specific to each Healthcare Service Group
Healthcare Service Group 1: LTSS
<ul style="list-style-type: none"> • Experience working with other states LTSS • Provided examples with other states
Healthcare Service Group 3: Primary Care, Physician, and Clinic Services
<ul style="list-style-type: none"> • Example of fee schedule rate development process • Considering unique costs • Experience with Waiver programs • Provide ongoing technical assistance
Healthcare Service Group 4: Behavioral Health
<ul style="list-style-type: none"> • Assisted 3 states with rate schedules • Provided an example of workplan
Healthcare Service Group 5: Other Services
<ul style="list-style-type: none"> • Provided examples of their process • Tailored analysis • Provided example of: <ul style="list-style-type: none"> • Durable Medical Equipment (DME) rate development • Doula services • Target case Management (TCM) • High fidelity wraparound • Non-Emergency Medical Transportation
D. Conflicts of Interest

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 4-25-2023

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: OMS

<ul style="list-style-type: none">• Bidder met requirement
E. Use of Subject Matter Expert Professionals
<ul style="list-style-type: none">• Bidder met requirements

Part IV, Section IV. Cost Proposal Rate Sheet
<ul style="list-style-type: none">• Bidder met requirement

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 04/25/2023

EVALUATOR NAME: Bryan Lumbra

EVALUATOR DEPARTMENT: DHHS OMS

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Facilitator for this RFP.*

Individual Evaluator Comments:

Part IV. Section I. Preliminary Information (Eligibility)
<ul style="list-style-type: none">• Bidder met the requirements

Part IV. Section II. Organizational Qualification and Experience
1. Overview of the Organization
<ul style="list-style-type: none">• I – Over 400+ professionals dedicated to publicly funded health and human services clients.• P – Provided credentials for select staff• Met the requirement
2. Litigation
<ul style="list-style-type: none">• No litigation related to rate study/rate model work was discovered. Vendor states that there has never been any legal action taken against as a result of a rate determination.• Met the requirement
3. Certificate of Insurance
<ul style="list-style-type: none">• Met the requirement

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 04/25/2023

EVALUATOR NAME: Bryan Lumbra

EVALUATOR DEPARTMENT: DHHS OMS

Part IV, Section III Proposed Services
Part II
A. General Requirements
<ul style="list-style-type: none"> • <i>i.</i> <ul style="list-style-type: none"> ○ P – Ensures target population of surveys/data requests understand timing, procedures, and data expectations. ○ P – Offers technical training and walk throughs during the data collection/survey process. ○ P – Advanced communication ○ P – Preplanning meetings with the department ○ P – Teleconference meetings to encourage stakeholder participation. ○ P – During response to public comment, vendor will summarize themes • <i>ii.</i> <ul style="list-style-type: none"> ○ P – Gave relevant example of applying assumptions to a prior LTSS study for an east coast client. • <i>iii.</i> <ul style="list-style-type: none"> ○ Met the requirement • <i>iv.</i> <ul style="list-style-type: none"> ○ P – Vendor tracks and analyzes comments from stakeholders ○ Met the requirement(s) • <i>v.</i> <ul style="list-style-type: none"> ○ P – Mercer has never had a certification rejected by CMS or faced litigation for improper rate development. ○ Q – Mercer does not currently track draft to final rates. • <i>vi.</i> <ul style="list-style-type: none"> ○ Met the requirements • <i>vii.</i> <ul style="list-style-type: none"> ○ Met the requirements
<ul style="list-style-type: none"> • Met the requirement • P – Initial strategy kick-off meeting where key members of vendor team meet with department staff.
<ul style="list-style-type: none"> • P – Actuaries on staff, will contract with certified actuary if specialized expertise is required. • Met the requirement
B. Scope of Work for all five (5) health service Healthcare Service Groups
1. <u>Rate studies for discrete health care services</u> under all five (5) Healthcare Service Groups

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 04/25/2023

EVALUATOR NAME: Bryan Lumbr

EVALUATOR DEPARTMENT: DHHS OMS

<ul style="list-style-type: none">• <i>i.</i><ul style="list-style-type: none">○ Met the requirement• <i>ii.</i><ul style="list-style-type: none">○ Met the requirement• <i>iii.</i><ul style="list-style-type: none">○ Met the requirement○ Access to data nationwide to use for comparison of costs due to experience across 30 states.• <i>iv.</i><ul style="list-style-type: none">○ Met the requirement• <i>v.</i><ul style="list-style-type: none">○ Q – Unsure if vendor is stating that they are willing to perform this analysis or that they simply are not “routinely asked” to perform.• <i>vi.</i><ul style="list-style-type: none">○ Met the requirement○ P – Detailed the stages of internal review.• <i>vii.</i><ul style="list-style-type: none">○ Met the requirement• <i>viii.</i><ul style="list-style-type: none">○ Met the requirement
2. <u>Delivery system reform rates and recommendations</u> under all five (5) Healthcare Service Groups
<ul style="list-style-type: none">• <i>i.</i><ul style="list-style-type: none">○ Met the requirement• <i>ii.</i><ul style="list-style-type: none">○ Met the requirement• <i>iii.</i><ul style="list-style-type: none">○ Met the requirement• <i>iv.</i><ul style="list-style-type: none">○ Met the requirement• <i>v.</i><ul style="list-style-type: none">○ Q – Unsure if vendor is stating that they are willing to perform this analysis or that they simply are not “routinely asked” to perform.• <i>vi.</i><ul style="list-style-type: none">○ Met the requirement○ P – Detailed the stages of internal review.• <i>vii.</i>

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: 04/25/2023

EVALUATOR NAME: Bryan Lumbr

EVALUATOR DEPARTMENT: DHHS OMS

<ul style="list-style-type: none"> ○ Met the requirement • <i>viii.</i> <ul style="list-style-type: none"> ○ Met the requirement • <i>ix.</i> <ul style="list-style-type: none"> ○ Met the requirement • <i>x.</i> <ul style="list-style-type: none"> ○ Met the requirement
C. Scope of work specific to each Healthcare Service Group
Healthcare Service Group 1: LTSS
<ul style="list-style-type: none"> • P – Previously worked for multiple states to develop rate structures and payment rates for LTSS services. • P – Detailed LTSS services provided in (6) other states. • Met the requirement
Healthcare Service Group 3: Primary Care, Physician, and Clinic Services
<ul style="list-style-type: none"> • Met the requirement • P – Offered specific steps used to determine assumptions and develop fee schedule rates using a standard CMS-approved approach.
Healthcare Service Group 4: Behavioral Health
<ul style="list-style-type: none"> • Met the requirement
Healthcare Service Group 5: Other Services
<ul style="list-style-type: none"> • Met the requirement • P – Gave good examples of other services provided (DME rates, Doula, Hi-Fi Wrap, TCM, Non-Emergency Medical Transportation).
D. Conflicts of Interest
<ul style="list-style-type: none"> • Met the requirement
E. Use of Subject Matter Expert Professionals
<ul style="list-style-type: none"> • Met the requirement
Part IV, Section IV. Cost Proposal Rate Sheet
<ul style="list-style-type: none"> •

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: April 26, 2023

EVALUATOR NAME: Kristin Merrill

EVALUATOR DEPARTMENT: DHHS – Office of MaineCare Services - Policy

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department’s RFP Coordinator or Facilitator for this RFP.*

Individual Evaluator Comments:

Part IV. Section I. Preliminary Information (Eligibility)
<ul style="list-style-type: none">• P – relevant project examples; LTSS: Missouri - five years (1915c), Penn - sixteen years (1915c and residential). Primary care, Physicians, and Clinic: SC – four years (limited to ASC), Delaware – fifteen months (SMI/CMMI PCF). BH: Missouri – seventeen months (SUD), Kansas – one year (CCBHC). Other: Virginia - (doula), SC - (DME), NM – (Hi-fi Wrap)

Part IV. Section II. Organizational Qualification and Experience
1. Overview of the Organization
<ul style="list-style-type: none">• P – First fully dedicated Medicaid actuarial consulting practice in the nation (1985)• I – Team includes 60 credentialed healthcare actuaries and 20 former CMS staff/state Medicaid program directors/administrators.• P – MaineCare AC and PCPlus experience.
2. Litigation
<ul style="list-style-type: none">• Q – references made to legal proceedings being disclosed on public website, but unable to locate
3. Certificate of Insurance
<ul style="list-style-type: none">• P - provided

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: April 26, 2023

EVALUATOR NAME: Kristin Merrill

EVALUATOR DEPARTMENT: DHHS – Office of MaineCare Services - Policy

Part IV, Section III Proposed Services
Part II
A. General Requirements
<ul style="list-style-type: none"> • P – actuarial modeling and robust peer review process
<ul style="list-style-type: none"> • P – kick-off meeting, mixture of senior and junior staff involvement as well as project lead.
<ul style="list-style-type: none"> • P – employs 60+ credentials actuaries but notes contract as needed.
B. Scope of Work for all five (5) health service Healthcare Service Groups
1. <u>Rate studies for discrete health care services</u>
<ul style="list-style-type: none"> • P – notes experience in focus groups, stakeholder meetings and surveys. • I – separate strategies for provider and stakeholder participation in surveys, data requests and meeting participation. • P – notes typical elements of communication plan, involvement from national or state associations or societies to help. • Q – Is it typical to include other state agencies and CMS in stakeholder engagement? • Q – logistics- cost coverage for recommendations outlined in this section is not clear. • P – BLS and external data sources referenced. • I – notes no tracking of variation between draft and final rates but that program experience is within the expected standard deviation. Also notes experience with large managed care programs. • P – detailed peer review process. • N – limited in providing a fully modifiable model, notes commitment to excel workbook. • P – Medicare data collection and existing relationships with Medicare MACs • P – assessment instrument and consultation on current tools. • N – attachment 6 does not make reference to timelines for state/federal authority or consultation.
2. <u>Delivery system reform rates and recommendations</u>
<ul style="list-style-type: none"> • P – communication plan/engagement process encourages meaningful participation. • P – provided examples of areas where previous assumptions were data driven. • P – “Flashes” • P – 10 years experience in VBP for 20 states and District of Columbia. • P – attachment 7 notes federal authority • N – Attachment 8 doesn’t note federal/state level authority considerations.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development

BIDDER NAME: Mercer Health & Benefits LLC

DATE: April 26, 2023

EVALUATOR NAME: Kristin Merrill

EVALUATOR DEPARTMENT: DHHS – Office of MaineCare Services - Policy

C. Scope of work specific to each Healthcare Service Group
Healthcare Service Group 1: LTSS
<ul style="list-style-type: none"> • P – review service definitions, provider quals, MBM, provider contracts, regs. • P – model a range of scenarios to support fee schedules, including variation of location, provider type, acuity level. • P – ensure compliance with state and federal rules • I – notates hypothetical steps for ME related to NF reimbursement.
Healthcare Service Group 3: Primary Care, Physician, and Clinic Services
<ul style="list-style-type: none"> • P – CMS approved approach, ongoing dialogue with CMS
Healthcare Service Group 4: Behavioral Health
<ul style="list-style-type: none"> • P – experience with CMS • BH experience in Delaware, Ohio and Pennsylvania. • P – former BH providers on staff
Healthcare Service Group 5: Other Services
<ul style="list-style-type: none"> • I – process examples appear thorough • P – notes assessment of federal authority • I - DME UPL assessment • Q – timing and outcome for Virginia doula implementation. • I – NEMT example.
D. Conflicts of Interest
<ul style="list-style-type: none"> • P - answered
E. Use of Subject Matter Expert Professionals
<ul style="list-style-type: none"> • P - answered
Part IV, Section IV. Cost Proposal Rate Sheet
<ul style="list-style-type: none"> • P - provided



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN
SERVICES

Janet T. Mills
Governor

Jeanne M. Lambrew, Ph.D.
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202202012
RFP TITLE: Pre-Qualified Vendor List for
MaineCare Rates and Alternative Payment Model Development

I, Jessica Levesque accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand that the evaluation process is to be conducted in an impartial manner. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the funding decision notices for public distribution.

DocuSigned by:

Jessica Levesque

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Apr-13-2023

Signature

Date



**STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN
SERVICES**

**Janet T. Mills
Governor**

**Jeanne M. Lambrew, Ph.D.
Commissioner**

**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202202012
RFP TITLE: Pre-Qualified Vendor List for
MaineCare Rates and Alternative Payment Model Development**

I, Bryan Lumbra accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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DocuSigned by:

Bryan Lumbra

AD02B59725D0459

Apr-14-2023

Signature

Date



STATE OF MAINE
DEPARTMENT OF HEALTH AND HUMAN
SERVICES

Janet T. Mills
Governor

Jeanne M. Lambrew, Ph.D.
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202202012
RFP TITLE: Pre-Qualified Vendor List for
MaineCare Rates and Alternative Payment Model Development

I, Kristin Merrill accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Health and Human Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

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DocuSigned by:

Kristin Merrill

0F24E7E7836D457

Apr-13-2023

Signature

Date