

Janet T. Mills
Governor

Sara Gagné-Holmes
Commissioner



Maine Department of Health and Human Services
Division of Contract Management
11 State House Station
109 Capitol Street
Augusta, Maine 04333-0011
Tel.: (207) 287-3707; Fax: (207) 287-5031
TTY: Dial 711 (Maine Relay)

Apr-23-2025

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 proposal 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 for Group 2- Hospital Services. 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.

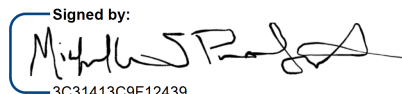
As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

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,

Signed 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 – Group 2- Hospital Services (Rate Study for Discrete Health Care Services)

BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

SUMMARY PAGE

Department Name: Health and Human Services

Name of RFP Coordinator: Stacy Martin

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

| <u>Pass/Fail Criteria</u> | <u>Pas</u> | <u>Fail</u> |
|--|-------------------------|-----------------------|
| Section I. Preliminary Information (Eligibility) | Pass | Pass |
| <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> |

Evaluation Team Comments:

An Evaluation Team reviewed the Proposal submitted by Mercer Health and Benefits LLC and determined this Bidder met the requirements for placement on the Pre-Qualified Vendor List for Group 2- Hospital Services. Mercer Health and Benefits LLC was the sole bidder for this evaluation period.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development – Group 2- Hospital Services (Rate Study for Discrete Health Care Services)

BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

**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">• Provided examples as proof of eligibility. |
|--|

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development – Group 2- Hospital Services (Rate Study for Discrete Health Care Services)

BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

**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">• Provided two (2) project examples relevant to this Health Care service.• Over 500+ professionals dedicated to publicly funded health and human services clients.• Provided credentials for select staff.• First fully dedicated actuarial consulting practice in the nation in 1985. Hospital work in Puerto Rico, Delaware, Oregon, Mass. Both inpatient and outpatient work.• Staffing includes 69 Healthcare actuaries, 29 former CMS staff, clinical and policy professionals also. |
| 2. Litigation |
| <ul style="list-style-type: none">• States there is no litigation within the past 5 years filed against Mercer Health & Benefits LLC regarding the Government Human Services Consulting business. |
| 3. Certificate of Insurance |
| <ul style="list-style-type: none">• Provided a valid COI. |

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development – Group 2- Hospital Services (Rate Study for Discrete Health Care Services)

BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

**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:

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|--|
| Part IV, Section III Proposed Services |
| 1. Services to be Provided |
| Part II |
| A. General Requirements |
| <ul style="list-style-type: none"> 1. Offered a general process overview consistent with the Department's processes. 2. Provided a logical approach to address scope of work. |
| <ul style="list-style-type: none"> 3. Committed to following the lead of the Department. 4. Plans to hold a kickoff meeting with the vendor completed at beginning of work. 5. Examples provided show collaboration and support between the vendor and the Department. |
| <ul style="list-style-type: none"> 6. Already employs credentialed actuaries. |
| B. Scope of Work for all five (5) health service Healthcare Service Groups |
| 1. Rate studies for discrete health care services |
| <ul style="list-style-type: none"> 1.a.i. Approach offered is consistent with Department practice. 2. Include national or state associations or societies to help communicate the process increases participation. 3. Plans to develop materials and presentations for each audience to facilitate common understanding. 4. In-person stakeholder participation recommendations include refreshments and offering childcare options for family members attendees when possible. 5. Has the ability to provide a website for the project. 6. Provided an outline demonstrating how they plan to ensure participation with interested parties and regular meetings with the Department. 7. Acknowledged adjustments are needed at times throughout the project. 8. Provided an example of a provider survey process. 9. ii. Provided a well thought out plan/ideas of how to obtain enough data and provided examples of what they would review. 10. Plans to review the service model requirements prior beginning the project. |

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

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BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

- Focus on stakeholder engagement is consistent with Department.
- Provided details explaining the process and sources for data collection.
- iii. The benchmarks they plan to utilize align with external benchmarks the Department would use.
- Will seek Department approval and input prior to finalizing plans.
- iv. Will track and analyze feedback to assist in the Department's decision making process.
- Feedback will entail listening to interested parties.
- Demonstrated an understanding of how many details go into a thoughtful model and how they can vary by location specialty and financial sustainability.
- Common approach to compile FAQs and responses to inputs and concerns raised from stakeholders.
- v. Will perform the analysis as requested by the Department.
- Demonstrated an understanding of putting in the work upfront before the presenting of the draft rates leads to minimal changes after final interested parties' feedback.
- vi. Robust peer review process included.
- Reference consistent technical assistance to be provided throughout the rate development process.
- Detailed the stages of internal review.
- Documents all changes during the process.
- Outlined a five (5) step process for peer review and a very detailed process for data validation.
- vii. Maintains a proprietary database for trending to leverage for rate comparisons.
- Plans to ask Medicaid clients for permission to use public data.
- viii. Met the requirements.

2. Delivery system reform rates and recommendations

- i. – vii. Bidder comments are duplicated with the comments in 1.a. i-vii.
- viii. Allows for updating to the SPA in attachment #7.
- ix. Example provided is broken into phases, work with department to develop workplan in week 2. Allowed 2 weeks to meeting and then an additional 2 weeks to provided decisions.
- Allowed a large timeframe for interested parties engagement.
- x. Have a dedicated team focusing on staying current on policy changes and requirements from CMS.
- Consultants backgrounds include law, public health and policy - some of which also include former CMS officials.
- Provide access to webinars, "Flashes", analysis and commentary on federal policy issues.
- Provides periodic webinars.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development – Group 2- Hospital Services (Rate Study for Discrete Health Care Services)

BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

- xi. Demonstrate knowledge of Maine not utilizing managed care.
- They have Value Based Payments (VBP) experience in both managed care and FFS with the implementation of VBP.
- Demonstrated experience working with 11 states in the last five years on VBP initiatives.

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 2: Hospital Services

- Step 5 of 9 note identification of policy impacts and considerations.
- Step 6 of 9 plans to provide modeled scenarios.
- Recognize through described series of events the complexity of Maine's rate determination process.
- Plans to provide fiscal impacts analysis.
- Have developed DSR rates in 2 other states and acknowledge each state is different.
- Previously worked for multiple states to develop rate structures and payment rates for hospital services.
- Provided steps they use in hospital rate development.
- Additional steps align with requirements within 22 MRS 3173-J.
- Notes existing supplemental payments and willingness to work on them.

D. Conflicts of Interest

- Will ensure there are no staff members with a conflict of interest for all mini bids.

E. Use of Subject Matter Expert Professionals

- Will provide names and credentials if they need to use contract staff

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202202012

RFP TITLE: Pre-Qualified Vendor List for MaineCare Rates and Alternative Payment Model Development – Group 2- Hospital Services (Rate Study for Discrete Health Care Services)

BIDDER: Mercer Health & Benefits LLC

DATE: April 17, 2025

**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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| Part IV, Section IV. Cost Proposal Rate Sheet |
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- | |
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| <ul style="list-style-type: none">• Provided a rate sheet with positions and all hourly rates. |
|--|

**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 and Benefits LLC

DATE: 4-11-25

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: DHHS OMS/ Delivery System Reform

Individual Evaluator Comments:

| Part IV. 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. |
| <ul style="list-style-type: none">• Positive - meets criteria |
| Part IV. Section II. Organizational Qualification and Experience |
| 1. Overview of the Organization |
| <ul style="list-style-type: none">• P– 69 Healthcare actuaries, 29 former CMS staff, clinical and policy professionals also• P- Have experience in implementing rate setting, DSR and look for solutions that incentivize quality |
| 2. Litigation |
| <ul style="list-style-type: none">• P– no litigations in the past 5 years |
| 3. Certificate of Insurance |
| <ul style="list-style-type: none">• Provided professional liability; expiration of insurance 9-30-2025 |

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 and Benefits LLC

DATE: 4-11-25

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: DHHS OMS/ Delivery System Reform

| Part IV, Section III Proposed Services | |
|--|--|
| 1. Services to be Provided | |
| Part II | |
| A. General Requirements | |
| | <ul style="list-style-type: none"> 1. Provided a logical approach to address scope of work 2. P – Kickoff meeting with the vendor completed at beginning of work P- Examples provided show collaboration and support between the vendor and the Department. 3. P - They have 60 credentialed actuaries P – would be willing to contract actuary if needed. |
| B. Scope of Work for all five (5) health service Healthcare Service Groups | |
| 1. Rate studies for discrete health care services | |
| | <ul style="list-style-type: none"> i. P – outline demonstrates they follow to ensure participation with interested parties and regular meetings with the Department. P- acknowledge adjustments are needed at times throughout the project. P- Provided an example of a provider survey process ii. P– well thought out plan/ideas of how to obtain enough data and provided examples of what they would review. P - Really like that they would start by looking at the service model requirements. iii. P – the benchmarks they use are spot on with external benchmarks we would choose as a department. P - They have a great understanding that they will propose to the department first and get their input before they finalize. iv. P – start with listening to interested parties and have an understanding of how many things go into a thoughtful model which they listed some - medical management quality of care, management performance, financial performance, and how these can vary by location specialty and financial sustainability. V. P – Demonstrate an understanding of putting in the work upfront before the presenting of the draft rates leads to minimal changes after final interested parties' feedback. Vi. P – Outlined 5 step process for peer review and a very detailed process for data validation. Vii. No comments Viii. Do they have their own DRG grouper to process claims though? We have some additional steps not listed in attachment 6 due to Title 22 3173 J |
| 2. Delivery system reform rates and recommendations | |

**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 and Benefits LLC

DATE: 4-11-25

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: DHHS OMS/ Delivery System Reform

- i. P- Have a plan that includes multiple ways of communicating with interested parties if they have a survey pre and post, also dedicated email. Demonstrate an understanding of the importance of interested parties being included in the process. Outline a survey process are willing to send out in multiple ways including phone and remind those that have not submitted survey.
- ii. P- Provided an example of how bundled payment models may need additional/multiple ways to obtain data to inform a payment model/methodology which displays being aware that they may have to explore multiple sources during the process.
- iii. No comment
- iv. P- have an established process who to receive and assess feedback from the interested parties. Have a realistic understanding of providers' feedback may not align with the States' goals, priorities or limitations of reimbursement.
- V. interesting – well thought out why they don't track this information and understanding of how things change constantly that affects the rates
- Vi. P- multiple levels of review peer and Quality assurance process listed. Recognize how important validating data is and listed their process to validate.
- Vii. No comment for this section
- Viii. P- allows for updating to the SPA in attachment #7
- ix. P- the example is broken into phases, work with department to develop workplan in week 2. Allowed 2 weeks to meeting and then an additional 2 weeks to provided decisions. Allowed a large timeframe for interested parties engagement.
- X. P- Have a dedicated team that focuses on staying up to date on policy changes and requirements from CMS. Mercer provides periodic webinars
- Xi. P- demonstrate knowledge of Maine not utilizing managed care. They have VBP experience in both managed care and FFS and with the implementation of VBP.

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 1: LTSS

- N/A

Healthcare Service Group 2: Hospital Services

- P- step 5 reviewing policy impacts
- P- Step 6 will model multiple scenarios
- P- They will present payment methodology over a series of meetings. Realizing this process needs a period of time not one meeting
- P- providing fiscal impacts analysis

**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 and Benefits LLC

DATE: 4-11-25

EVALUATOR NAME: Jessica Levesque

EVALUATOR DEPARTMENT: DHHS OMS/ Delivery System Reform

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|--|
| <ul style="list-style-type: none">• P have developed DSR rates in 2 other states and acknowledge each state is different but what they learned while working on the other states is beneficial to future work. |
| Healthcare Service Group 3: Primary Care, Physician, and Clinic Services |
| <ul style="list-style-type: none">• N/A |
| Healthcare Service Group 4: Behavioral Health |
| <ul style="list-style-type: none">• N/A |
| Healthcare Service Group 5: Other Services |
| <ul style="list-style-type: none">• N/A |
| D. Conflicts of Interest |
| <ul style="list-style-type: none">• Will ensure there is no staff members with a conflict of interest for all mini bids |
| E. Use of Subject Matter Expert Professionals |
| <ul style="list-style-type: none">• Will provide names and credentials if they need to use contract staff |
| Part IV, Section IV. Cost Proposal Rate Sheet |
| <ul style="list-style-type: none">• Provided a rate per hour by job classification |

**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 and Benefits LLC

DATE: April 15, 2025

EVALUATOR NAME: Bryan Lumbra

EVALUATOR DEPARTMENT: OMS / Rate Setting

Individual Evaluator Comments:

| |
|---|
| Part IV. 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. |
| <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 500+ 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">• P - No litigation related to rate study/rate model work was discovered.• P – In the last five years, there have been no legal proceedings filed against Mercer Health & Benefits LLC regarding the Government Human Services Consulting business.• 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 and Benefits LLC

DATE: April 15, 2025

EVALUATOR NAME: Bryan Lumbra

EVALUATOR DEPARTMENT: OMS / Rate Setting

| |
|--|
| Part II |
| A. General Requirements |
| <ul style="list-style-type: none">• 1. P – Agrees to meet all general requirements as outlined.• P – Offered a general process overview consistent with the Departments processes. |
| <ul style="list-style-type: none">• 2. P- Committed to following the lead of the Department |
| <ul style="list-style-type: none">• 3. P – Mercer employs more than 60 credentialed actuaries. P – Mercer agrees to employ or contract with a certified actuary 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">• i. Met the requirement (P) The approach offered is consistent with Department practice.• ii. Met the requirement (P) Focus on stakeholder engagement is consistent with Department practice.• iii. Met the requirement• iv. Met the requirement (P) Will track and analyze feedback to assist in the Department’s decision making process.• v. (P) Will perform the analysis as requested by the department.• vi. (P) Detailed the stages of internal review (P) Documents all changes during the process Met the requirement• vii. (P) Maintains a proprietary database for trending to leverage for rate comparisons. Met the requirement.• viii. Met the requirement |
| 2. <u>Delivery system reform rates and recommendations</u> |
| <ul style="list-style-type: none">• i. Met the requirement (P) The approach offered is consistent with Department practice.• ii. Met the requirement (P) Focus on stakeholder engagement is consistent with Department practice.• iii. Met the requirement• iv. Met the requirement (P) Will track and analyze feedback to assist in the Department’s decision making 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 and Benefits LLC

DATE: April 15, 2025

EVALUATOR NAME: Bryan Lumbra

EVALUATOR DEPARTMENT: OMS / Rate Setting

- v. (P) Will perform the analysis as requested by the department.
- vi. (P) Detailed the stages of internal review
(P) Documents all changes during the process
Met the requirement
- vii. (P) Maintains a proprietary database for trending to leverage for rate comparisons.
Met the requirement.
- viii. Met the requirement
- ix. Met the requirement
- x. (P) Mercer has an internal consulting team dedicated to staying up-to-date on policy changes and requirements.
- xi. Met the requirement

C. Scope of work specific to each Healthcare Service Group

Healthcare Service Group 1: LTSS

- N/A

Healthcare Service Group 2: Hospital Services

- (P) - Previously worked for multiple states to develop rate structures and payment rates for hospital services.
(P) – Detailed the hospital services provided for other states.

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

- N/A

Healthcare Service Group 4: Behavioral Health

- N/A

Healthcare Service Group 5: Other Services

- N/A

D. Conflicts of Interest

- Met the requirement

E. Use of Subject Matter Expert Professionals

- Met the requirement

Part IV, Section IV. Cost Proposal Rate Sheet

- 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 and Benefits LLC

DATE: April 16, 2025

EVALUATOR NAME: Kristin Merrill

EVALUATOR DEPARTMENT: DHHS - OMS

Individual Evaluator Comments:

| |
|---|
| Part IV. 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. |
| <ul style="list-style-type: none">• P – relevant project examples provided. |

| |
|--|
| Part IV. Section II. Organizational Qualification and Experience |
| 1. Overview of the Organization |
| <ul style="list-style-type: none">• I – First fully dedicated actuarial consulting practice in the nation in 1985.• P – Hospital work in Puerto Rico, Delaware, Oregon, Mass. Both inpatient and outpatient work. |
| 2. Litigation |
| <ul style="list-style-type: none">• Included – noted ‘no legal proceedings filed against Mercer Health & Benefits LLC regarding our Government Human Services Consulting business’ in the last five years. |
| 3. Certificate of Insurance |
| <ul style="list-style-type: none">• Included –note two different certificates – one separate from proposal appears to have expired 09/30/2024 while the one included within the proposal is good through 9/30/2025. |

**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 and Benefits LLC

DATE: April 16, 2025

EVALUATOR NAME: Kristin Merrill

EVALUATOR DEPARTMENT: DHHS - OMS

| Part IV, Section III Proposed Services | |
|---|--|
| 1. Services to be Provided | |
| Part II | |
| A. General Requirements | |
| | <ul style="list-style-type: none"> 1. Provided general process overview with additional details to be provided under Part II. 2. & 3. Met requirements. |
| B. Scope of Work for all five (5) health service Healthcare Service Groups | |
| 1. <u>Rate studies for discrete health care services</u> | |
| i. | <ul style="list-style-type: none"> I – Include nation or state associations or societies to help communicate the process increases participation. P – develop materials and presentations for each audience to facilitate common understanding. I – In-person stakeholder participation recommendations include refreshments and offering childcare options for family members attendees when possible. P – Noted can provide a website for the project. |
| ii. | <ul style="list-style-type: none"> Met requirement – explained process and sources for data collection. |
| iii. | <ul style="list-style-type: none"> Met requirement |
| iv. | <ul style="list-style-type: none"> P – FAQs. |
| v. | <ul style="list-style-type: none"> P – would perform analysis if requested by the Dept. |
| vi. | <ul style="list-style-type: none"> P – robust peer review process included. Notes on documentation and technical assistance. |
| vii. | <ul style="list-style-type: none"> I – ask Medicaid clients for permission to use public data. |
| vii. | <ul style="list-style-type: none"> Included |
| 2. <u>Delivery system reform rates and recommendations</u> | |
| i-vii | <ul style="list-style-type: none"> See notes from 1.a above, bidder included duplicate responses. |
| viii. | <ul style="list-style-type: none"> Included |

**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 and Benefits LLC

DATE: April 16, 2025

EVALUATOR NAME: Kristin Merrill

EVALUATOR DEPARTMENT: DHHS - OMS

| | |
|---|--|
| ix | <ul style="list-style-type: none">• Included |
| x | <ul style="list-style-type: none">• Consultants backgrounds include law, public health and policy - some of which also include former CMS officials. Provide access to webinars, “Flashes”, analysis and commentary on federal policy issues. |
| xi | <ul style="list-style-type: none">• Worked with 11 states in the last five years on VBP initiatives. |
| C. Scope of work specific to each Healthcare Service Group | |
| Healthcare Service Group 1: LTSS | |
| | <ul style="list-style-type: none">• N/A |
| Healthcare Service Group 2: Hospital Services | |
| | <ul style="list-style-type: none">• Worked with multiple states and territorial Medicaid programs for inpatient and outpatient. Provided steps they use in hospital rate development.• Additional steps align with requirements within 22 MRS 3173-J.• Notes existing supplemental payments and willingness to work on them. |
| Healthcare Service Group 3: Primary Care, Physician, and Clinic Services | |
| | <ul style="list-style-type: none">• N/A |
| Healthcare Service Group 4: Behavioral Health | |
| | <ul style="list-style-type: none">• N/A |
| Healthcare Service Group 5: Other Services | |
| | <ul style="list-style-type: none">• N/A |
| D. Conflicts of Interest | |
| | <ul style="list-style-type: none">• Answered |
| E. Use of Subject Matter Expert Professionals | |
| | <ul style="list-style-type: none">• Answered |
| Part IV, Section IV. Cost Proposal Rate Sheet | |
| | <ul style="list-style-type: none">• Provided |



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

**Janet T. Mills
Governor**

**Sara Gagné-Holmes
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 and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. 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 award decision notices for public distribution.

DocuSigned by:

Jessica Levesque

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Apr-10-2025

Signature

Date



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

**Janet T. Mills
Governor**

**Sara Gagné-Holmes
Commissioner**

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

I, Bryan K. 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.

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 and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. 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 award decision notices for public distribution.

Signed by:

Bryan K. Lumbra
AD02BE8735D04E9...

Apr-11-2025

Signature

Date



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

**Janet T. Mills
Governor**

**Sara Gagné-Holmes
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.

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 and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. 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 award decision notices for public distribution.

DocuSigned by:
A handwritten signature in black ink that reads "Kristin Merrill".
9F21E7F7836D4F7...

Apr-11-2025

Signature

Date