

Question #	Question	LDH Q&A Response
1	Would LDH please indicate target dates or timelines for when the contract will be awarded and begin?	The issuance of the RFI by the State does not constitute a commitment to issue an RFP or another process resulting in award of a contract. With that, LDH currently anticipates entering into a new contract in the Winter/Spring 2023.
2	Would LDH please provide the names of vendors who submitted questions? If LDH is unable to provide the names, please provide the number of vendors who submitted questions?	The following six vendors submitted questions: <ul style="list-style-type: none"> <li>- Milliman</li> <li>- Deloitte Consulting LLP</li> <li>- Optumas</li> <li>- Guidehouse</li> <li>- Rudd &amp; Wisdom, Inc.</li> <li>- Mercer</li> </ul>
3	<b>Page 19, Attachment III:</b> Would LDH Please provide the Total Billed Hours and \$ Amount for each of the project activities listed in Attachment III, by the current vendor, in the most recent year(s)?	LDH makes no guarantee of total compensation, volume, or usage under a contract, if any, resulting from this solicitation. Each Vendor must use its actuarial and financial knowledge and expertise to assess the level of skill and effort each project and/or service will require and offer its organization's best rates or prices. LDH will look favorably upon responses that offer the opportunity to spend fewer tax dollars for these services.
4	<b>Page 20, Attachment IV:</b> Would LDH Please provide the Billable Rate and Total Billed Hours for each position by the current vendor, in the most recent year(s)?	LDH makes no guarantee of total compensation, volume, or usage under a contract, if any, resulting from this solicitation. Each Vendor must use its actuarial and financial knowledge and expertise to assess the level of skill and effort each project and/or service will require and offer its organization's best rates or prices. LDH will look favorably upon responses that offer the opportunity to spend fewer tax dollars for these services.
5	<b>Pages 4 – 5, Section 2.3: Response Content:</b> This section provides a page count for each subsection of the response which includes 1 page for the Executive Summary, 2 pages for Corporate Background and Experience, 15 pages for Approach and Methodology and 2 pages for Cost Estimate and Billable Rate. Can LDH indicate if the page counts provided for each of these subsections are maximum not to exceed page counts for each subsection? If so, can LDH indicate any sections of the response that are exempt from the maximum page count?	The page counts provided in the noted subsections are maximum not to exceed page counts for each subsection. Any Appendices provided will not count against the page limits specified in the RFI.
6	RFP page 18, Attachment II, lists multiple RY 22 Rate Certifications but the files are not attached. Can the files be provided to prospective offers?	These files have been posted to the LaPAC site: <a href="https://wwwcfprd.doa.louisiana.gov/osp/lapac/dspBid.cfm?search=bidno&amp;term=3000019274">https://wwwcfprd.doa.louisiana.gov/osp/lapac/dspBid.cfm?search=bidno&amp;term=3000019274</a>

7	Is it acceptable to attach items such as resumes to the proposal as an appendix which would not count against the page limits?	Resumes and/or curriculum vitae for key positions that will support the actuarial services contract should be submitted to LDH as an appendix and will not count against page limits specified in the RFI.
8	Please confirm the effective date of the first set of managed care entities (MCE) capitation rates that the Contractor will set, and the frequency for rate and risk adjustment updates thereafter. If rate updates occur more often than annually, please describe whether the base data is to be rebased for each update or if the mid-year updates are intended to accommodate only off-cycle adjustments (e.g., program changes, fee schedule changes, etc.). Will the anticipated January 1, 2023 new MCE procurement effective date impact the effective date of the first set of capitation rates?	<p>The effective dates for the first set of rate certifications are as follows:</p> <ul style="list-style-type: none"> <li>- Healthy Louisiana: rate period beginning 7/1/23</li> <li>- Dental Program: rate period beginning 7/1/23</li> <li>- Coordinated System of Care: rate period beginning 1/1/24</li> </ul> <p>Vendors should note Section 2.5.5 of the RFI, which describes expectations during the “Transition Period”.</p> <p>It is the intent that rate setting will occur annually; however, if there is a need for a mid-year/off cycle adjustment, there is not an expectation that the base data will be rebased. Under the Healthy Louisiana Managed Care Organization contract, risk adjustment occurs semi-annually. There is not a risk adjustment requirement in the Dental and CSoC managed care contracts.</p> <p>The anticipated January 1, 2023 new MCE procurement effective date will <b>not</b> impact the effective date of the first set of capitation rates.</p>
9	To help us identify the best staffing model, please provide information about any ad hoc tasks (i.e., “other related assistance”) conducted related to this contract over the previous 5 years. May we see the work plans for those ad hoc tasks approved? Please provide an estimate of the hours associated with each of those work plans.	<p>LDH makes no guarantee of total compensation, volume, or usage under a contract, if any, resulting from this solicitation. Each Vendor must use its actuarial and financial knowledge and expertise to assess the level of skill and effort each project and/or service will require and offer its organization’s best rates or prices. LDH will look favorably upon responses that offer the opportunity to spend fewer tax dollars for these services.</p> <p>“Other related assistance” could include: consultation on legislative instruments and their potential impacts to managed care contracts/rates, supporting the development of fiscal impacts for potential program/benefit changes, etc.</p>
10	Data Quality Scope: When collecting encounter data from the Louisiana Medicaid MCEs and LDH, please confirm if the encounters will be collected directly from the MCEs and LDH or through a third-party vendor such as HP, Gainwell, etc., used by the MCEs/LDH.	The encounters will be collected through a third-party vendor.
11	Can LDH confirm whether the incumbent contractor has incurred any additional fines since 2018? If so, can LDH provide any additional details?	The incumbent has not incurred any fines since 2018.
12	When did CMS approve the CY22 rate certifications for all programs?	The Calendar Year 22 rates are still pending approval at CMS. Please note that effective July 1, 2022, the HLA program has shifted the rating period from a calendar year to the state fiscal year (July – June). We anticipate shifting the Dental program to a fiscal rating period beginning July 1, 2023. CSoC will likely remain on a calendar year rating period.

<b>13</b>	Who are the members of the evaluation team?	No decision has been made at this time on the team members involved with evaluating the responses to this RFI.
<b>14</b>	Will any additional formal statements of actuarial opinion beyond capitation rate certifications be required as a part of this contract (e.g., a formal statement of actuarial opinion for an IBNR calculation or claims reserve calculation)?	Yes, all of the above.
<b>15</b>	To help us estimate our potential travel expenses, please provide the number of trips to Louisiana made by the current consulting actuarial firm in each of the past three years. Also, do you anticipate a similar number of visits for the next few years?	Key personnel should anticipate making 3-4 trips/year to facilitate the presentation of capitation rates to our MCEs and participate in legislative hearings and key stakeholder meetings.
<b>16</b>	How often does the State expect to need actuarial consultants to testify in State Legislative Session?	This is somewhat hard to anticipate; the legislature and its Medicaid oversight committees have discretion over what topics they want to hear in committee meetings. With that said, it's reasonable to assume the actuaries may need to testify 1 – 2 times/year. These requirements are included in the estimated 3-4 trips/year addressed in the previous question.
<b>17</b>	Does the State have a preference as to which risk adjustment methodology is used?	LDH currently utilizes the Adjusted Clinical Groups (ACG) model for risk adjustment. Vendors should assume that the State will maintain its current risk adjustment methodology for the contract contemplated under this RFI.
<b>18</b>	What risk adjustment software is currently being used for Louisiana's Medicaid managed care program?	Risk adjustment software is currently maintained by the Department's current actuary; LDH does not have knowledge of the specific software being utilized by the Vendor.
<b>19</b>	What amount of time do you expect the vendor to work onsite?	There is no expectation that the vendor will work onsite outside of the MCE/Legislative/Stakeholder meetings referenced in Question 15.
<b>20</b>	Could you please provide a list of criteria and associated weights for how you will evaluate the submitted proposals?	This RFI is issued solely for information and planning purposes; it does not constitute a Request for Proposal, application, or proposal abstract. With that, formal evaluation criteria to guide final selection has not been finalized.
<b>21</b>	Will you conduct in-person oral evaluation of any finalists?	LDH has made no decision at this time on whether in-person oral evaluation of any finalists will be conducted.
<b>22</b>	If the Q/A for this solicitation is delayed for any reason, would LDH consider extending the proposal deadline to allow for at least seven business days between receipt of answers to questions and the proposal due date?	LDH is not extending the proposal due date at this time.

<b>23</b>	Are there terms and conditions that will be provided by LDH during the RFI process?	No additional terms and conditions will be provided apart from what is contained in the RFI.
<b>24</b>	Is a hardcopy version of the proposal required to be submitted in addition to the emailed version?	A hardcopy version of the proposal is not required to be submitted.
<b>25</b>	To assist in the preparation of our cost proposal (Attachment IV), please provide the following: <ul style="list-style-type: none"> <li>a. Number of hours billed by the current consulting actuarial firm, by activity (as indicated in Attachment III), for each of the past three years.</li> <li>b. The total amount paid to the current consulting actuarial firm for any and all actuarial, consulting, or other services for each of the past three years.</li> </ul>	Each Vendor should use its actuarial and financial knowledge and expertise to assess the level of skill and effort each project and/or service will require and offer its organization's best rates or prices. LDH will look favorably upon responses that offer the opportunity to spend fewer tax dollars for these services.
<b>26</b>	Is the cost estimate on Attachment III an estimate of the cost or is it the maximum actuarial services cost per year under the contract?	Attachment III should capture the full cost to LDH for the actuarial services per year. All overhead, subcontracted expenses, travel, indirect, administrative and other costs must be incorporated into the Vendor's cost proposal.
<b>27</b>	<b>RFI Cover Page, Note</b> - Will the Department consider accepting two versions of an RFI response to address any potential confidential information? A Respondent could submit a complete response inclusive of all information for evaluation and a second response that is redacted for trade secret or non-published financial data to comply with the Louisiana Public Records Act	Yes, LDH will allow for two submissions that includes redactions for trade secrets or non-published financial data to comply with the Louisiana Public Records Act.
<b>28</b>	<b>Section 1.2. Purpose of RFI</b> - Given the intent to establish a 3-year contract through the RFI, what is the expected process anticipated by the Department between the submission of responses and the awarding of the contract? Will the Department consider providing a sample contract to firms submitting a response for review and to expedite contract award?	While this RFI does not commit the State to contract for any supplies or services, LDH will consider providing a sample contract for review to expedite potential contract negotiations.

29	<p><b>Attachment I Deliverables, 5. Supplemental Payment Financing A-</b> The Scope of Work indicates that the contractor will be responsible for analyzing current available funding and assessing the sufficiency of that funding to meet the needs of the program. Can LDH please elaborate on which steps in that process they anticipate being the responsibility of the selected contractor?</p>	<p>As supplemental payment programs are modified to meet the needs of LDH, the Louisiana Legislature, and providers, the actuary will consult with LDH staff on the how proposed/modeled changes will impact the State share requirements and whether additional resources will need to be identified to finance the State share of expenditures. This will be a shared responsibility with LDH staff.</p>
30	<p><b>Attachment I: Deliverables, 15. Personnel, D. and E.</b> - Respondents are requested to “[p]rovide the name and qualifications of any subcontractor who will be involved in providing services under the contract” and “describe the work and estimate the percentage of total work the subcontractor will be performing.” Please confirm that subcontractor qualifications and descriptions of their work effort are not included in any of the page limits outlined in 2.3. Response Content.</p>	<p>LDH confirms that Subcontractor qualifications and descriptions of their work effort such items should be separately submitted to LDH as an appendix and will not count against page limitations specified in the RFI.</p>
31	<p><b>Attachment I: Deliverables, 2. Data Quality, A. and 11. Reports, J.</b> - The Scope of Work refers to collecting financial data and assisting in the resolving reliability and validity problems with the data in item 2.A., and preparing quarterly and annual financial reports for review by LDH in item 11.J. Can LDH confirm which of the following functions should be included in the vendor’s cost proposal? *Development and maintenance of financial reporting templates and reporting guide *Development and maintenance of financial agreed upon procedures utilized by MCE auditors to test and validate MCE internal controls supporting financial reporting. *Provide a regular review of financial results evaluating rate adequacy as well as consistency in reported figures and adherence to the financial reporting instructions. *Collaboration with LDH, MCEs to resolve issues and discrepancies identified within financial submissions</p>	<p>It is reasonable to assume that the Vendor will perform the activities and provide the deliverables stated in the question.</p>

	<p>*Development of regular summaries of financial information for LDH Executive Leadership and/or to share with the MCEs</p>	
<p><b>32</b></p>	<p>Additionally, please confirm which managed care programs the vendor should anticipate performing these functions for:</p> <ul style="list-style-type: none"> <li>*Healthy Louisiana</li> <li>*Dental Benefit Plan</li> <li>*Children’s System of Care</li> <li>*Program of All Inclusive Care for the Elderly</li> </ul>	<p>These functions will largely be provided for the Healthy Louisiana program; however, the Vendor may be asked to provide a subset of these functions for the remaining programs on an “as needed” basis.</p>