

<b>REQUEST FOR PROPOSAL</b>	<b>LSU</b>	<b>BID DUE DATE AND TIME</b>
BOARD OF SUPERVISORS OF LOUISIANA STATE UNIVERSITY AND AGRICULTURAL & MECHANICAL COLLEGE		<b>04/24/2025 02:00 PM CT</b>

<b>SOLICITATION</b> RFQ-0000002465 <b>SUPPLIER #</b> <b>SUPPLIER NAME AND ADDRESS</b> <div data-bbox="175 394 789 604" style="border: 1px solid black; height: 100px; width: 100%;"></div>	<b>RETURN BID TO</b> Louisiana State University and Agricultural and Mechanical College Procurement 213 Thomas Boyd Hall Baton Rouge, LA 70803  <b>Buyer</b> Jene Troxclair Ledet <b>Buyer Phone</b> <b>Buyer Email</b> jeneledet@lsu.edu <b>Issue Date</b> 03/11/2025
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**TITLE:** Pharmacy Benefit Management Services

4/8/25 - Addendum 0G - Notice is given to all parties that this Solicitation is amended by the University as stated herein. This Addendum is hereby made an official part of this solicitation.

- 1). Please see the attached responses to written inquiries.
- 2). Due to administrative error, the bid open time displayed on the LaPac bids list page previously showed that the bid was due at 11:00AM CT. The correct time is 2:00 PM CT, as originally stated on the RFP document and Addendum 01. The time has been corrected on the LaPac bids list page. There are no changes to the Revised Schedule of Events that was issued via Addendum 01.

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## **RFQ 000002465 – Written Inquiries and Responses:**

**Q1.** Exhibit M "Financial Offer" is set up in a way that assumes that the only available model is an AWP discount guarantee by drug category groupings. This is not our model. We use NADAC guaranteed published pricing for the vast majority of claims, 340B ingredient cost for the next largest group, and only a very small number of claims that have neither NADAC nor 340B pricing available fall back to an AWP discount, which is at the claim level, not at an aggregate level. Therefore, there is no way for us to fill out this exhibit as it is. (The same issue exists in the top part of Exhibit N: Specialty Pharmacy). Our model guarantees pricing at the claim level in a way that is truly transparent, unlike the traditional model that is being asked for here (and which 3.1.1 of the main RFP document actually forbid).

Our preferred and standard way of showing our pricing is to reprice every claim in the provided file, and return to you this claim-level repricing plus a summary of all total net costs. This is a fully transparent mechanism that will allow you to compare real net cost apples-to-apples across bidders. Additionally, this process makes Exhibit O: Claim and Trend Assumptions moot because there are no underwriting assumptions built into the model of the kind that are required to come up with AWP discount guarantees, and therefore trend assumptions are irrelevant.

**A1.** Respondents that do not use AWP shall provide the AWP Discount Equivalents for the NADAC and 340B Pricing Guarantees in Exhibit M: Financial Offer and in Exhibit N: Specialty Pharmacy Offer. In these Exhibits, AWP Discount Equivalents shall be provided in areas that request a brand/generic discount and Respondent shall note that AWP Discount Equivalent was used on each Exhibit, as applicable. In Exhibit O: Claims and Trend Assumption, Respondents that do not use AWP shall use AWP Discount Equivalents to complete Rows 23-32 and Rows 34-42. For the Rebate Guarantee and Rebates sections (Rows 56-64 and 66-74), Respondent shall incorporate exclusion of rebate guarantees scripts and dollars due to claims that would use 340B pricing under your model.

Claim-level repricing relies on a respondent's own internal assumptions, pricing files, and interpretations, which introduces variability and limits comparability. By contrast, the standardized AWP-based structure provides a common framework through which all proposals can be evaluated on an equal and consistent basis. Thus, AWP Discount Equivalents are necessary for alternative pricing models to ensure an equal comparison of all financial offers.

**Q2.** In reference to sections 1.2, 1.4, and 3.1.9, would you please share the member count for retirees.

**A2.**

<b>Subscriber/Plan Member Count Classification As of March 28, 2025</b>	
<b>Classification</b>	<b>Plan Member Count</b>
Active	14796
Cobra	44
Retiree- 65+	357
Retiree- Under age 65	1235
Surviving Insured Active	22
Surviving Insured Retiree- 65+	8
Surviving Insured Retiree- Under age 65	26
<b>Total Plan Members</b>	<b>16488</b>

<b>Employee Counts</b>	
Active	7668
Cobra	24
Retiree	868
Surviving Insured	35
<b>Total</b>	<b>8595</b>

**Q3.** In reference to section 4.1.1, would you please share the employee benefit pharmacy consultant with whom you are working?

**A3.** Gallagher Benefit Services.

**Q4.** Please clarify the expectation and intention behind this requirement: "Respondent must provide evidence of at least three years of experience providing PBM services to a university with at least 5,000 health plan enrolled members (preferred multi-campus experience)." Given that PBM services are industry agnostic, please clarify the value you are looking for in a provider that specifically has multi-campus university client experience. Additionally, please confirm that, per the definitions section of the RFP document where the definition of "respondent" is broad and the term "PBM services" is not explicitly defined, the experience of any person or part of the organization or offering that is included in the package of our response may suffice for this requirement.

**A4.** Section 5.5 shall be replaced with “Respondent must provide any available evidence to demonstrate its ability to address the unique needs of LSU. Respondent must provide evidence of at least three years of experience providing PBM services. Respondent shall provide three references with their proposal (including name, title, client name, address, email address, telephone number and number of enrolled members). Note that LSU may take past business experience with any Respondent into consideration as a reference in scoring of this section.”

**Q5.** Related to RDS service requirements, does LSU have a contract/retainer with an actuarial services firm to provide the RDS attestation or will this service be expected to be provided by the PBM?

**A5.** LSU’s contracted actuarial services firm will provide the RDS attestation.

**Q6.** We request an NDA be executed for this RFP. The NDA will enable our exchange of confidential information and help determine if we’re the right fit to administer your pharmacy benefits.

**A6.** LSU will not enter into an NDA as part of the RFP process. See Section 2.5, Confidential Information, Trade Secrets, and Proprietary Information.

**Q7.** Will we have the opportunity to negotiate the terms of the BAA further if we are awarded the contract?

**A7.** LSU is willing to execute a new BAA as part of the awarded contract.

**Q8.** I’m working through the registration with the LaGov ERP site. There is a section that ask for Product Category. Can you assist me with which category Pharmacy Benefit Management should register for? Also, I’m told there is a supplier fee. What is the amount of this fee? Is it an ongoing fee?

**A8.** LSU does not manage this site.

You will have to reach out to OSP for assistance with this registration. I’m pasting a picture of their helpdesk listing below:

OSP maintains four (4) help desks to assist agencies and vendors:

Title	Description	Phone
<a href="#">Purchasing Help Desk</a>	Assistance re. the procurement of goods, equipment, supplies, bulk commodities, technical/operating services, and small construction jobs.	225-342-8010

<a href="#">Professional Contracts Help Desk</a>	Assistance re. professional, personal, consulting, and social service contracts; as well as intergovernmental and cooperative endeavor agreements.	225-342-8010
<a href="#">RFP Help Desk</a>	Assistance re. RFPs and LESA	225-342-8010
<a href="#">Vendor Help Desk</a>	Assistance re. vendor registration, self-service, online bidding, password resets, bid openings, and related matters.	225-342-8010

**Q9.** I am trying to register on the [LaPAC Public Menu](#). The site seems to be having an issue-it shows me the screen where I need to enter my personal info but only for a second-then it goes on the final submit screen. I have tried several times now and keep running into the same issue.

**A9.** The Office of State Procurement (OSP) manages the lapac site.

You will have to reach out to OSP for assistance with this registration. I'm pasting a picture of their helpdesk listing below:

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