



**Louisiana Department of Health
Office of Public Health
STD/HIV/Hepatitis Program**

**PHARMACY BENEFITS MANAGER / POINT OF SALE PROCESSOR
FOR PEOPLE LIVING WITH HIV IN LOUISIANA**

RFP#: 3000018193

ADDENDUM II

PART I - Questions and Answers

**PART II – LDH is issuing a revised version of the RFP
Document – Please see attached**

Questions and Answers

Mandatory Qualifications for Proposer

1. “B. Minimum of three (3) years contracting with any state ADAP program”

Our current experience is more than three years contracting with a managed care organization that manages an ADAP plan. That MCO uses us as a PBM.

Would a vendor not meet this RFP’s mandatory qualification and be disqualified if they do not have three years contracting with a state ADAP program as “B” cites, but does have the previously cited experience?

- Proposers are required to have 3 years of experience directly contracting with a state ADAP due to specific programmatic needs. The experience outlined above would not be sufficient. (In reference to section 1.8.1 on Page 6 of Revised RFP Document.)
2. The initial term is up to 36 months, is 36 months what they anticipated now? Is there funding now, for 36 months?
 - Funding is based on federal Ryan White ADAP funding, which is awarded on a yearly basis. The term of the contract is for at least 36 months and is based on anticipated funding (though not guaranteed beyond a year as stated above) for each year of the three year period. (In reference to section 1.4 on Page 3 of Revised RFP Document.)
 3. Post award optional services – When is description and costs due by for MTM services and rebate admin.? Looks like part of the initial proposal is the post award, but not evaluated until later.
 - The description and cost for optional services shall be included in the initial proposal. Post award optional services and corresponding costs will not be evaluated. (In reference to section 1.4 on Page 3 of Revised RFP Document.)
 4. Regarding the proposal submission, please confirm no mailed hard copies are necessary from a bidder if they submit all necessary proposal responses and documents electronically according to the RFP’s instructions.
 - **No mailed hard copies are needed if proposals are received electronically.** (In reference to section 1.7 on Page 5 of Revised RFP Document.)
 5. Can the RFP PDF be made available in editable mode to facilitate creating a written proposal response?
 - Yes. Proposers may utilize the Word version at <https://ldh.la.gov/news/6458>.
 6. RFP Section [1.1.1.3](#) Pharmacy Network; RFP Page Number 10: Are parish taxes being applied to the transaction?
 - The Proposer should consult pharmacies in their network to see if additional parish taxes would apply to transactions. The State does not collect parish taxes as part of the contract resulting from this RFP. (In reference to section 1.9.7.2 on Page 10 of Revised RFP Document.)

7. RFP Section [1.1.1.3](#) Pharmacy Network; RFP Page Number 10: Is there specific handling for 340B claims submitted by covered entity-owned pharmacies? What pricing methodology is applied to 340B claims? Are submission clarification codes required for 340B claims?
 - 340B claims are purchased through a separate contract with the State designated wholesaler, but ordered through the contract resulting from this RFP. (In reference to section 1.9.7.2 on Page 10 of Revised RFP Document.)
8. RFP Section [1.1.1.3](#) Pharmacy Network; RFP Page Number 10: Are 340B contract pharmacies allowed to apply 340B discounts within the replenishment model, therefore preventing rebate?
 - No. Pharmacies are not permitted to apply any 340B discounts to drugs purchased for Louisiana ADAP. (In reference to section 1.9.7.2 on Page 10 of Revised RFP Document.)
9. RFP Section [1.1.1.3](#) Pharmacy Network; RFP Page Number 10: Is there a preferred drug source benchmark (i.e., AWP or NADAC)?
 - The only restriction on pricing the program has is that 340B prices or discounts cannot apply. (In reference to section 1.9.7.2 on Page 10 of Revised RFP Document.)
10. RFP Section [1.1.1.3](#) Pharmacy Network; RFP Page Number 10: Can the PBM contractor apply commercial networks to the network design and pricing?
 - Yes. (In reference to section 1.9.7.2 on Page 10 of Revised RFP Document.)
11. RFP Sections 1.9 Proposal Response Format, [1.1.1.2](#) Work Plan/Project Execution and [1.1.1.11](#) Transition Plan; RFP Pages 9 and 15: Please clarify if the project work plan and schedule referenced on the first paragraph on page 9 is the same as the Transition Plan referenced in [1.1.1.11](#) Transition Plan. If so, does the Department want the work plan schedule to appear in both places in the proposal response? Or does the Transition Plan refer to a work plan for turnover activities?
 - The work plan referenced in section 1.9 on Page 9 of Revised RFP Document should describe any activities and a schedule necessary for the Proposer to achieve stated project objectives.
 - In reference to section 1.9.7.10 on Page 15 of Revised RFP Document:
 - The work plan in section 1.9.7.10a is specific to activities and a schedule for the start of the contract.
 - The Transition Plan in section 1.9.7.10b refers to a work plan of turnover activities and a schedule that will apply at the end of the contract.
 - Both work plans for section 1.9.7.10a and 1.9.7.10b may be incorporated as part of the project work plan.
12. RFP Sections 1.9.3 Quality and Timeliness and 1.9.4 Assume Complete Responsibility; RFP Page Number 7: Does the Department require that bidders provide a narrative response to RFP Sections 1.9.3 and 1.9.4 or are these sections intended to provide guidance to bidders on how to respond to the RFP in their proposal responses?
 - A narrative response is not required for these sections, but the guidance applies to all sections of the RFP. (In reference to sections 1.9.3 and 1.9.4 on Page 7 of Revised RFP Document.)
13. RFP Section 1.11 Technical and Cost Proposals; RFP Page Number 19: The RFP indicates that, for electronic submissions, bidders must provide one technical proposal provided in a single file in

PDF and Microsoft Word formats. Please confirm that the bidder should upload two files, one PDF and one Word file, for the technical proposal and that both files should have the same name.

- Yes, Proposers should upload two files with the same name, one PDF and one Word, for the technical proposal. (In reference to section 1.11 on Page 19 of Revised RFP Document.)

14. General Question: The narrative of the RFP does not have the same section numbering that is provided in the RFP Table of Contents. When referring to RFP sections, please confirm that bidders should use the numbering scheme shown in the Table of Contents.

- See the Red-lined Version for corrections made, and reference the Revised RFP Document for a clean view of the same.

15. RFP Section 2.2.13.b Transition Plan; RFP Page Number 46: The RFP indicates that all data systems, including the customized Sponsor and Client portals, should be implemented within 30 days of start of the contract. Would LDH consider extending the implementation period to 90 days?

- see section 2.2.13.b Transition Plan on Page 46-47 of Revised RFP Document.

16. RFP Section 2.2.13.b Transition Plan; RFP Page Number 46: Please clarify DOH's intent for the implementation period. Will the contractor be expected to begin the implementation phase after the contract starts on October 1, 2022, and complete the implementation and begin operations on November 1, 2022? To successfully implement the services, configure and test the solutions, work with existing vendor/solutions to transition data, train the State and other Stakeholders, and provide a smooth transition with no interruption of services requires longer than 30 days.

- See response to question #15.