

Questions / Responses

#	Questions	Responses
1	Are you going to publish a list of attendees and companies who were on the pre-proposal conference call?	List of attendees will not be posted until procurement has finalized with executed award.
2	1.Can you confirm the deliverables that are expected in response to this RFP? a.How many sets of hard copies in binders containing the technical proposal? b.How many USBs containing the technical proposal? c.Please confirm that you are expecting 1 USB containing the cost proposal	1.) All deliverables must have a response a.) No binders shall be submitted; only USB drives b.) 8 USBs containing Technical proposal c.) Correct, only 1 unredacted cost proposal
3	GENERAL: Please confirm that the sole method to submit proposals must be via mail/carrier in digital format to: Raymond Duran, Procurement Manager New Mexico Department of Health 1190 St. Francis Drive Santa Fe, NM 87505 AND, subission should include: 1. 8 USBs of Technical Proposal 2. USB of Cost Proposal	Correct, at this time the only way to submit proposals are via mail/carrier with a digital format of USBs.
4	Section IV.D.2 (page 31) – Does the State have a standard formula for determining the amount of a Performance Surety Bond, if applicable? And, would the amount of this Bond be negotiable during contract negotiations?	State of New Mexico typically requires a bond if during contracutal agreement is the project reaches \$1,000,000.
5	GENERAL: Can the State provide a full list of vendors participating in this RFP?	Potential offeror's shall not be released.
6	Section IV, TASK 10 (page 96) – Can the consumer facing webtool be designed, implemented and maintained by a subcontractor?	Yes
7	General – how many bidders were there on the first release of the RFP?	This cannot be released until the proper IPRA documents have been submitted to NMDOH's Office of General Council
8	General – Does the agency have budget for this project that can be shared?	Budget shall not be shared for this procurement.

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9	Section III.B.1 and I.E – Section 1 says that all submissions should be electronic via the eProNM system, later in the RFP it calls for hard copy submissions, which is correct?	USB proposals will only be accepted via mail/courier, no binders.
10	General – why was the last RFP cancelled?	Need of adjustment of specifications
11	“Analytics, Reporting and Presentation - The Offeror must identify potential fees, licensing and other requirements that will be part of the data analytics and reporting services as part of the maintenance agreement.” Are licensing costs not to be included in the cost proposal, but just be part of the narrative response?	Licensing costs should be included in the cost proposal.
12	When will the decision be made as to whether a Performance Surety Bond would be required and how much would it need to be for?	Decision on bond will be determined during award/negotiation period, amount of bond is determined on overall cost of project.
13	Can the qualifications for the technical and/or experience requirements be met via a collaborative bid? (i.e. joint proposal to be offered under a multi-party contract being brought together to offer a comprehensive, competitive strategy). If so, is there a mandatory prime vendor that needs to complete the submission, or can any of the parties complete the submission?	Subcontracting is allowed, but the proposal must be submitted by a single entity.
14	Will submissions be accepted via courier, or do you expect a vendor representative?	Submission will be accepted via courier will be accepted, representative delivery is optional.
15	The RFP’s “Scope of Work Required Tasks for Analytics, Reporting and Presentation” section includes Task 10, “Cost and Quality consumer facing webtool” (p.97).	Answers "a-d" are below
16	<p>a.Can the state please confirm that “webtool” and “website” are used interchangeably in the RFP and refer to a single solution?</p> <p>b.Can the state please clarify the scope of this task since the Performance Requirements focus on methodology and technical support without specially stating that the deliverable includes a website itself? Specifically, is the state seeking (i) solely expertise in the methodology and development of data to be hosted on the state’s current cost-comparison website without a new website created by the offeror or instead (ii) this expertise as well as the build-out of a new public-facing website for consumers?</p>	<p>a. Yes</p> <p>b. (i) A new website will be developed by the offeror, the new website will replace the current website. (ii) See (i).</p>

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17	<p>c.The task’s title includes “quality” whereas the performance requirements specify only cost (consistent with the state’s current consumer-facing website and other RFP references). Can the state please clarify if quality comparison reporting is a requirement of this task?</p> <p>d.If quality comparison reporting is required, can the state please provide any guidance regarding quality metrics of interest and specify the drill-down tiers that are required (e.g., by facility/practice, by payer, etc.)?</p>	<p>c./d. Please refer to Amendment #001 for clarification. Quality metric details are listed within scope of work</p>
18	<p>Section III.B.1-2 (“NUMBER OF RESPONSES,” “NUMBER OF COPIES”) require delivery of the technical and cost proposals via USB (p.26).</p>	<p>Answers "a-d" are below</p>
19	<p>a.Can the state confirm that the only delivery route is via physical USB drives without an emailed version? (Section B.6, “Submission of Proposal,” notes that “only electronic proposal submission is allowed”; our assumption is that physical USB media drives are allowed and required by the state. If incorrect, please clarify and provide the desired recipient’s email address.)</p> <p>b.Section III.B.1.a (“Technical Proposal”) and Section III.C.1 (“Proposal Content and Organization”) refer to “binders.” Can the state confirm that binders are no longer wanted and have been replaced by USB drives (or other medium)?</p>	<p>a. Only USB drives will accepted, emailed version will not be accepted.</p> <p>b. Correct, no binders will be accepted only USBs.</p>
20	<p>c.Can the state clarify delivery instructions if physical USB drives are required? For example, should the seven USB drives containing the unredacted technical proposal be in one envelope and the redacted version in a separate envelope?</p> <p>d.Section III.B.1.a (“Technical Proposals”) also notes the required labeling of different versions as ORIGINAL and COPY. Does this still pertain? If yes, please clarify the difference between ORIGINAL and COPY.</p>	<p>c. Please label all USBs as Redacted or Unredacted, all technical proposals may be placed in one envelope while cost proposal is separate envelope.</p> <p>d. No, Original and Copy does not pertain to this procurement.</p>

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21	<p>Section C.1 (“Proposal Content and Organization,” p.26) indicates a required order of sections for the technical proposal that does not align with the order cited in either Section IV.A (“SCOPE OF WORK”) or Section V.A (“Evaluation Point Summary”). For example, the “Technical Specifications” items are included under “Oral Presentation” in Section C.1 even though “Oral Presentation” is the last item of those same “Technical Specifications.” Can the state please resolve this conflict by clarifying whether Section C.1 needs to be updated to align with sections IV.A and V.A for use when structuring the required proposal contents?</p>	<p>Please refer to Amendment #001; III.C.1 Proposal Format will be updated</p>
22	<p>Section IV.A (“SCOPE OF WORK”) lists “BUSINESS SPECIFICATIONS” as Subsection D (p.33) while Section V.A (“Evaluation Point Summary”) lists it as Subsection C (p.34). For organization purposes, can the state please confirm that the latter reference is correct?</p>	<p>Correction of subsection will be corrected with Amendment #001</p>
23	<p>Appendix E (“ORGANIZATIONAL REFERENCE QUESTIONNAIRE”) is missing the contact information for the recipient of the business references. Can the state please provide an amended Appendix E that includes this information and confirms the required delivery date for the references to the state?</p>	<p>Correction of Questionnaire will be joint with Amendment #001 to include correct due date and recipients contact information.</p>
24	<p>Appendix F, Section III, Task III.16 (“Access for Analytics and Reporting Vendor”) has removed the “if applicable” closing (p.90) although the “if applicable” is retained in Appendix G references. Can the state please clarify whether this task is required?</p>	<p>IF applicable will removed from all references to III.16 In Amendment 001 Secure access for analysts and contractors/subcontractors must be provided</p>
25	<p>Appendix F, Section III, Task III.6 (“Medicaid Data,” p.84): The RFP’s performance requirements for this task state that “the Offeror will agree to meet HSD requirements for data security and storage.” Can DOH clarify whether or not New Mexico Human Services Department (HSD) has data security and storage requirements that differ from or go beyond those outlined in Appendix H? If so, can DOH please provide those requirements to assess their impact on scope?</p>	<p>HSD and DOH data security requirements are largely governed by Federal and other regulatory requirements for protection of PII (Personally Identifiable Information) PHI (Protected Health Information) and FTI (Federal Tax Return Information) and are thus reasonably well aligned. We do not believe HSD data security and storage requirements go beyond Appendix H in the context of Medicaid data being used in the APCD. For reference, we will provide HSD requirements in the procurement library as part of Amendment 001</p>

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26	<p>Appendix F, Section IV (“Analytics, Reporting and Presentation,” p.91): The RFP states that “any proposed solution for creating the Analytics Environment must allow DOH staff and other stakeholders to create reports and perform analysis using a variety of analytical / query tools (e.g. SAS, SQL Server Management Studio, etc.)....”</p> <p>a.Please clarify how many of these users should the offeror anticipate accommodating in the Analytics Environment? b.Does the state have any license that it would leverage for use in the Analytics Environment?</p>	<p>a. There may be an estimated 5-20 users for the foreseeable future. b. DOH has local licenses available and we expect the need to be more in a method of connecting to the database.</p>
27	<p>Appendix H, Table H-1 (“Information Technology Requirements,” items IT-5, IT- 6, IT-7, and IT-13, p.109): For vendors that are providing a Software-as-a-Service (SaaS) solution hosted in the cloud, does the State agree that not all of these Technical System Requirements may be applicable? For example, item IT-7 says that it is “highly desirable for the solution ... to run on Microsoft Windows server(s)” which may be relevant if the State is managing the servers but would seem not relevant in a SaaS solution where the servers are managed by the vendor.</p>	<p>Highly Desirable does not indicate we will deduct any scoring points available for the section based on this factor.</p>
28	<p>I.C Pg.4 What is the approximate annual project budget?</p>	<p>Budget shall not be shared for this procurement.</p>
29	<p>I.E Pg.7 The RFP states that “Submissions of all proposals must be accomplished via the State Purchasing Division’s (SPD’s) eProNM electronic procurement system. Refer to Section III.B.1 for instructions.” However, Section III.B.1 describes instructions for hardcopy submission and makes no reference to eProNM. Please confirm how bidders should submit their proposal.</p>	<p>SPD's eProNM is an error and will be corrected with amendment #001. Only proposals on USBs will be accepted, no binders.</p>
30	<p>II.A Pg.12 What is the estimated go-live date for the all payer claims database?</p>	<p>Preferred estimated time is one year from execution of contractual agreement</p>
31	<p>II.B.6 Pg.14 The RFP states “At this time, only electronic proposal submission is allowed. Do not submit hard copies until further notice.” However, Section III.B states hardcopies are requested. Please confirm method of proposal submission.</p>	<p>USB proposals will only be accepted via mail/courier, no binders.</p>

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32	II.C.31 Pg.23 Please confirm if the New Mexico Preferences applies to this RFP (i.e. will federal funds be used for this project?)	No, New Mexico Preference does not apply to this procurement.
33	III.B Pg.23 Please confirm if you want one technical proposal and one cost proposal both submitted via email to purchasing contact.	Emailed proposals will not be accepted.
34	III.C.1.g Pg.24 Can you confirm if “3. Oral Presentation” is correct heading?	Please refer to Amendment #001; III.C.1 Proposal Format will be updated
35	Appendix F Pg.90 Under task 2 – Data Management, tasks 16 and 17 are the same. Please confirm labels/headings.	Please refer to Amendment #001; TASK III.16 Access for Analytics and Reporting Vendor
36	Can you provide the names of the organizations that submitted questions?	Potential offeror's shall not be released.
37	Page 23 states "New Mexico Preferences shall not apply if the expenditures for this RFP includes federal funds." Will place of residence of employees/employers be a determining factor on scoring or selection of an Offeror?	No, New Mexico Preference does not apply to this procurement.
38	Page 34 states “C.2 Performance Bond (See Table 1)” as a performance factor implying that a performance bond is required as part of this solicitation. Can you please confirm whether or not a performance bond will be required for this engagement and whether or not for the purposes of a proposal that a Statement of Concurrence will suffice?	Statement of Concurrence is only needed during the proposal period.
39	Page 14 states “At this time, only electronic proposal submission is allowed. Do not submit hard copies until further notice.” Page 23 states “the Offeror need only submit one single hard copy of each portion of its proposal (Technical and Cost)”. Can you please confirm whether you will want a hard copy of the proposals?	USB proposals will only be accepted via mail/courier, no binders.
40	The preproposal call and the RFP provided direction on the number of USBs, how they are to be labeled and their contents. We believe we have an accurate list of the USBs you are requesting (below). Can you please confirm?	8 USBs of Technical Proposal (If redacted information is included 7-Unredacted/1-redacted) 1 USB of Cost Proposal (If redacted information is included 1-Unredacted/1-redacted)
41	5.Can you please clarify the date by which Organizational References are due to your office?	September 9, 2020 Correction will be listed on Amendment #001

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42	Is the Proposal due on September 9, 2020 or September 11, 2020?	<p>September 11, 2020 Correction will be listed on Amendment #001</p>
43	Section E. Proposal Submission states, "Submissions of all proposals must be accomplished via the State Purchasing Division's (SPD's) eProNM electronic procurement system." Section III.B.1 states, "the Offeror need only submit one single hard copy of each portion of its proposal (Technical and Cost)" and "Offerors proposal must be submitted in separate USB" with 8 copies of the Technical Proposal (7 unredacted, 1 redacted) on 1 USB and the Cost Proposal on another USB. It is implied in III.B.1 that all of these items need to be mailed to Harrold Runnels on 1190 Saint Francis Drive, Santa Fe, New Mexico 87505. Section III.B does not mention the eProNM electronic procurement site. How should the proposal be submitted?	<p>SPD's eProNM is an error and will be corrected with amendment #001. Only proposals on USBs will be accepted.</p>
44	If the Proposal is submitted through the eProNM electronic procurement system, will the Agency accept electronic signatures on the Letter of Transmittal and the Campaign Contribution Disclosure Form?	<p>USB proposals will only be accepted via mail/courier, no binders. Electronic signatures on documents will be permitted.</p>
45	How many copies of the Technical (unredacted and redacted) and Cost Proposals are required?	<p>8 USBs of Technical Proposal (If redacted information is included 7-Unredacted/1-redacted) 1 USB of Cost Proposal (If redacted information is included 1-Unredacted/1-redacted)</p>
46	"All Offerors must also indicate how their solution meets the Information Technology Requirements of Appendix H, Table H-1 in their narrative, for all mandatory requirements and the highly desirable requirements the offeror's solution meets." Is it acceptable for offerors to include a table of Information Technology Requirements which includes how the solution meets each requirement?	<p>Yes</p>

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47	Will the Medicaid data be extracted from the Enterprise Data Warehouse to be ingested into the offeror's APCD solution which will reside on the offeror's network?	Yes
48	Under II.C.1, "Oral Presentation" is listed as its own section with subheadings from section IV.B. However, in section IV.B Technical Specifications, "Oral Presentations" is listed as a subheading and the Evaluation Point Summary table also lists "Oral Presentation" as a subheading. Is "Oral Presentation" supposed to be a subheading under "Technical Specification" / "Organizational Strength"? Please clarify the proposal organizational structure.	Please refer to Amendment #001
49	Appendix F and H are required in the proposal response but are not listed under III.C.1 Proposal Content and Organization. Where should Appendix F and H be in the proposal? Please clarify the proposal organizational structure.	Please refer to Amendment #001
50	In Appendix F, Section III Data Management, TASK 16 and 17 are titled "Maintenance and Support of Data Management Platform". Are they supposed to have the same title?	Please refer to Amendment #001; TASK III.16 Access for Analytics and Reporting Vendor
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