

**RFP 23-002**

**Health Insurance Consulting**

**Questions from Vendors**

**Question #1**

What were the fees paid for the requested services over the last three years?

**Answer #1**

RSA is not releasing this information.

**Question #2**

Please clarify the applicable headcount for MAPD experience - 20,000 as outlined on page 8 vs 40,000 as outlined on page 10.

**Answer #2**

Both should be 20,000.

**Question #3**

If available, can you please share information related to the current service provider that provides the requested services including:

- a. Scope of service document (exhibit from the contract or SOW)
- b. Annual billed hours by level by major workstream - actuarial vs marketing for 2020, 2021 and 2022
- c. Annual fees charged for 2020, 2021 and 2022

**Answer #3**

RSA is not releasing this information.

**Question #4**

Does Alabama PEEHIP utilize a data warehouse for medical and pharmacy enrollment, claims and utilization data. If so, who provides this service?

**Answer #4**

Alabama PEEHIP has this inhouse.

**Question #5**

What is the expectation (virtually or in person) for consultants to meet with the PEEHIP team? What frequency?

**Answer #5**

PEEHIP allows virtual meetings. However, consultants may have to be in person if requested for Board meetings or vendor meetings.

**Question #6**

The RFP includes a request to provide an annual certification of legislative savings related to Act 2004-646 by December 15 after each fiscal year. PEEHIP will calculate this information and provide report to actuary. Would PEEHIP be able to share its last certification and supporting savings calculation with bidders?

**Answer #6**

RSA is not releasing this as a part of the RFP. However, proposers may read this legislation via ALISON through the website here: <https://www.sos.alabama.gov/index.php/government-records/legislative-acts>.

**Question #7**

Are PBM market checks performed annually? Is this an included service for this RFP?

**Answer #7**

PBM market checks will be performed at most once per contract if conditions seem appropriate.

**Question #8**

Should years with plan marketing have the fees itemized by plan type?

**Answer #8**

Yes, it would be helpful to itemize by plan type in years with marketing.

**Question #9**

Has Alabama PEEHIP considered any point solutions (i.e. diabetes management, weight management, rx savings programs)? Is marketing/evaluation of point solutions included in the current requested scope?

**Answer #9**

Yes, PEEHIP has considered point solutions. In the current marketing/evaluation, PEEHIP has not included point solutions such as diabetes management, weight management, Rx saving programs.

**Question #10**

Are any consulting, marketing or vendor implementation fees offset by credits paid for by the applicable carrier? Is this of interest?

**Answer #10**

PEEHIP expects consultants to provide as much value to PEEHIP as possible.

**Question #11**

Does the requested scope under this RFP differ from the services currently performed by the incumbent consulting firm?

**Answer #11**

The requested scope under this RFP does not differ from the services currently performed by the incumbent consulting firm.

**Question #12**

How many years has the incumbent consulting firm performed these services in support of PEEHIP?

**Answer #12**

The incumbent has performed these services for 10 years.

**Question #13**

What was the compensation paid to the incumbent consulting firm in the last three years?

**Answer #13**

RSA is not releasing this information.

**Question #14**

The RFP indicates that cost proposals should be prepared based upon a fixed fee, in lieu of other compensation arrangements such as hourly rates and commission revenue. However, this doesn't rule out a combination of compensation arrangements. Please confirm if any portion of the incumbent consulting firm's current compensation is based on commission revenue.

**Answer #14**

RSA and PEEHIP do not base any compensation on commission revenue for any vendor. The fixed fee means a fixed hourly rate rather than a rate that varies by classification of person working on the engagement.

**Question #15**

On page 15 of the RFP it states the Third Party Vendor Security Checklist only needs to be completed "if SOC 2 Type 2 documentation is not included with proposal". Pages 29-40 appears to be the referenced Third Party Vendor Security **Checklist** but is labeled "RSA Third Party Vendor – Security **Questionnaire**". Could you confirm that these are the same? And if we intend to submit our SOC 2 Type 2 report with our proposal, can you confirm we do not need to complete the Questionnaire on pgs. 29-40?

**Answer #15**

Both of **Checklist** and the **Questionnaire** are the same document. If you provided the SOC 2 Type 2 report, you do not need to complete the Questionnaire on pages 29-40.