

Information Item No. 3

Date of Information Item No. 3: January 6, 2023

Arlington Public Schools
Procurement Office

Request for Proposal 56FY23

Request for Proposal Title: Health Care Services for Arlington Public Schools

Request for Proposal Number: 56FY23

Request for Proposal Issue Date: December 2, 2022

Pre-Proposal Conference: December 8, 2022
Second Pre-Proposal Conference: January 11, 2023

Proposal Due Date and Time: February 3, 2023, No Later Than 11:59 P.M. (EDT)

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Offerors should note that a second Pre-Proposal Conference is scheduled for January 11, 2023.

The following information is provided to help Offerors submit a Proposal in response to RFP No.56FY23:

General:

- Q1. What other vendors are participating in the RFP?
A1. For the integrity of the process, this information is not provided. A Pre-Proposal Attendance List is provided on the APS Procurement website.
- Q2. May we receive an extension to today's deadline for questions, given the release of the disruption data will not be until later this week?
A2.

- A3. A scanned copy of an original signature is acceptable.
- Q4. Please confirm if electronic notary is acceptable.
- A4. A scanned copy of an original notary signature is acceptable.
- Q5. Could you please confirm the dates for open enrollment for Arlington County Public Schools.
- A5. Open enrollment occurs in October each year.
- Q6. Please advise where references should be listed. Pages 19-20 of the RFP have them listed under Tab 2: Executive Summary. However, Appendix J, Questionnaire, has a worksheet for “9. References”.
- A6. Please provide references in both documents, revised Appendix J Questionnaire (included as part of Addendum One) and Tab 2: Executive Summary (specific to each Plan for which the Offeror is submitting with Sub-Tabs as described), as requested.
- Q7. Could you please review Page 19, Section E. “Format and Content” notes that we should address the items in the Scope of Services and Criteria for Proposal Evaluation. Please advise if this should be a line-by-line response for both the Scope and the Criteria.
- A7. Responses must address services requested (specific to each Plan for which the Offeror is submitting with Sub-Tabs as described), in a complete manner to include all information requested.
- Q8. Please advise which tab these documents [refers to questions 6 and 7] should be included – they are not currently listed in Tabs 1-7.
- A8. Information detailing the Scope of Services should be provided in Tab 3 (specific to each Plan for which the Offeror is submitting with Sub-Tabs as described), as part of your Technical Proposal.
- Q9. Could you please review page 2, under Pre-Proposal Conference, it states “...answer general questions concerning the two RFP’s”. Please confirm if this was a typo and there is only one RFP out for health plan services, RFP # 56FY23.
- A9. This is a typo – only one RFP has been issued for health plan services.
- Q10. Is there a specific issue that APS is trying to resolve by selecting one contractor?
- A10. Addendum One amends the RFP for establishment of a minimum of one (1) and a maximum of two (2) Contracts.
- Q11. How are APS’s post 65 retirees covered currently? Are we quoting both active and retirees (over and under 65)?
- A11. Pre-65 retirees are listed on the census and marked by a retiree indicator. Pre-65 retirees are included in this RFP. Post-65 (Medicare) retirees are not being considered as part of this RFP.
- Q12. The RFP states that APS currently does not have an onsite nurse practitioner, please share why APS has decided to add this component.
- A12. APS seeks the addition of an onsite nurse practitioner as a benefit to its employees. The intent is to help maintain a healthy workforce by providing quick, convenient care onsite.
- Q13. What is the expected release date of the Appendices M, N, and O?
- A13. Appendices M, N, and O added to the RFP as part of Addendum One.

Q25.

- Q38. Can you please provide 12 additional months of Cigna monthly claims and enrollment (July 2020 through June 2021)?
- A38. Additional claims experience provided in revised Appendix L, as part of Addendum One .
- Q39. What is the current OON reimbursement method/rate for your PPO population?
- A39. This information will not be provided as part of the RFP process.. Please quote on your standard

- Q47. Can you please provide a copy of the current Cigna PBM contract?
A47. This information will not be provided as part of the RFP process.
- Q48. Can you please provide 12 additional months of Cigna monthly claims and enrollment (July 2020 through June 2021)?
A48. Additional claims experience is provided in revised Appendix L, as part of Addendum One.
- Q49. Can you please provide details on any allowances provided by the current PBM?
A49. There is currently an annual health improvement fund provided to the client that can be used to offset the cost of clinical programs. Offerors should note any similar funds or offsets in the executive summary of their proposal.
- Q50. Could you please provide us with the most recent 12 months of Rx paid claims to include drug name, amount paid, units, tier and channel from both Cigna and Kaiser.
A50. This information is provided in Appendix N which is added to the RFP as part of Addendum One.
- Q51.

- A55. 1/1/2024. It is anticipated the contract will be awarded in May of 2023. Implementation will begin immediately following contract award for a plan effective date of 1/1/2024.
- Q56. VSP is a standalone vision care provider. Is APS willing to accept a proposal from VSP as a standalone vision provider?
- A56. A standalone proposal will not be accepted for vision care services, as stated in the RFP, Special Provisions, I. A. 1.2.
- Q57. The effective date on the last contract is 1/1/22 can you tell us why the RFP is being sent out again?
- A57. The current contract will expire December 2023.
- Q58. Is APS looking to make changes with their current vision plan?
- A58. No, unless coverage enhancements are offered.
- Q59. Is APS satisfied with their current vision care provider?
- A59. The current contract will expire December 2023. APS seeks to have vision care services as described in the RFP.
- Q60. Please provide a full vision SPD that includes out-of-network benefit information
- A60. Additional information is provided in Appendix W is added to the RFP as part of Addendum One.
- Q61. Please provide 24 months of monthly vision claims and enrollment
- A61. Additional data is provided in revised Appendix L, as part of Addendum One.
- Q62. Please provide current Vision rates.
- A62. This information may be found here:
https://www.apsva.us/wp-content/uploads/2023/01/2023-Vision-Rate-Chart_.pdf
- Q63. Can APS provide the vision contract from VSP that outlines both in and out of network coverage?
- Q63. The current APS Contract for vision benefit services may be found here:
[24FY18 Fully Executed Contract.pdf](#)
- Q64. Would you please confirm whether the current vision plan is Fully Insured or Self Funded?
- A64. The vision plan is Fully Insured
- EAP**
- Q65. With respect to the EAP quote, please provide the number of EAP sessions you are looking for on the EAP contract. Either 3 or 5 sessions?
- A65. The current model provides 3 sessions. In the Appendix J. Questionnaire Pricing Supplement, APS is requesting pricing for 3, 6, and 10 session models.
- Q66. Please provide us with specific information that you are looking for under the concierge services.
- A66. Please quote your best practice for concierge services
- Q67. Can you please provide the name of the current EAP vendor and length of relationship?
- A67. The current EAP provider is Cigna
- Q68. Please provide us with current EAP utilization and pricing.

A68. This information will not be provided as part of the RFP process. A utilization report is provided in revised Appendix L, as part of Addendum One

Q69. Can you please provide the current PEPM rates?

A69. This information will not be provided as part of the RFP process.

Q70. Can you please detail the current plan, including the number of on-site training hours and on-site crisis response hours? Please also specify if work-life services are included.

A70. Employer Service Hours 63.5 / YTD 6 hours used

Q71. Can you please supply 2 years of historical utilization data to include:

- a. Number of calls placed to the call center
- b. Number of authorizations for counseling
- c. Number of face-to-face/telephonic counseling sessions provided
- d. Average number of enrolled employees

A71. a. 155 calls placed to the call center

b. 155 authorizations for counseling

c. 62 face-to-face/telephonic counseling sessions provided

d. 6,960 average number of enrolled employees

Q72. Can you please supply the number of on-site crisis response hours used in each of the last 2 years?

A72. Please see the utilization report provided in the revised Appendix L, as part of Addendum 10.6 (t)-2.6 (2)(e)-1.7 (a)9T