



# COMMONWEALTH of VIRGINIA

DEPARTMENT OF MEDICAL ASSISTANCE SERVICES  
600 East Broad Street, Suite 1300  
Richmond, VA 23219

April 19, 2016

## ADDENDUM No. 2 TO VENDORS:

Reference Request for Proposal: RFI 2016-02  
Dated: March 17, 2016  
Due Date: April 25, 2016

Below are updates that may delete, add, modify or clarify certain aspects of the aforementioned RFI. Please incorporate as necessary.

**1) See Attachment A for the Department of Medical Assistance Services response to questions/inquiries as submitted by potential Responders.**

Sincerely,

*Christopher M. Banaszak*

DMAS Contract Manager

**Attachment A**  
**RFI 2016-02, Addendum 2**  
**Questions and Responses**

Question Number	RFP Cite	Vendor Question	DMAS Response
1.	Page 2, I. 4 (c)	Pages 2 and 5 state that Respondents should not submit any proprietary, trade secret, or confidential information in their responses, however page 5, c. requests financial statements; our firm, as a privately held company, considers these confidential. Please consider removing the requirement for financial statements or allowing these to be held as confidential.	No documents are required to be submitted as part of the RFI process.
2.	II. B.	We understand one broker serves all 7 regions currently but will it be possible to bid specific regions? This question is germane to the RFI as state of the art technology such as in-vehicle equipment and apps may work better in some regions depending on cell coverage.	Please note any limitations to your technology solution in your RFI responses.
3.		Will DMAS consider changing the requirement for the electronic submission to a PDF file rather than an MS Word document?	A PDF is acceptable.
4.		May Respondents submit appendices electronically in PDF format as long as the response to questions portion is submitted in MS Word format? Many of our attachments only exist in PDF format.	A PDF is acceptable.
5.		Would the agency please consider an electronic response option to the RFI. This would allow a Respondent to email the response as an attachment within the deadline in lieu of submitting a hard copy via mail or overnight delivery.	An emailed PDF file is acceptable.

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6.		The State provided information online that lists 7 regions. Will the state be divided into 7 regions in the future as well?	This decision has not been made yet.
7.		How many of the approximately four million trips per year are for the intellectually and developmentally disabled Medicaid Members? What percentage of the NON managed care population does this group comprise?	Approximately 63% of the four million trips per year are for behavioral health services or services for intellectually and developmentally disabled Medicaid Members. This group represents less than 7% of eligible Medicaid enrollees.
8.		Could DMAS provide any utilization data (preferably by level or mode of service) from the current program?	This information is outside the scope of the RFI.
9.		Could DMAS provide more background regarding its current fee-for-service program?	Please see the DMAS website at <a href="http://www.dmas.virginia.gov">www.dmas.virginia.gov</a> for background information about the current fee-for-service program.
10.		What populations will Virginia be incorporating into the Managed Care Model in the spring, and what percentage of membership (and trips) does this represent?	The Managed Long Term Services and Supports (MLTSS) RFP will be released this spring. It is scheduled to be implemented in July 2017. Please see <a href="http://www.dmas.virginia.gov/Content_pgs/mltss-home.aspx">http://www.dmas.virginia.gov/Content_pgs/mltss-home.aspx</a> for more information on MLTSS.
11.		Will the NEMT contract with the state transfer to MCO(s) selected in the upcoming procurement, or will those populations simply be removed from the	The NEMT contract with the state will not transfer to MCO(s). However, the covered population may change as Managed Long Term Services and Supports (MLTSS) becomes fully operational.

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		state contract as they are enrolled with the MCO(s)?	
12.		Does DMAS plan to allow the contractor to provide direct services (with its own vehicles)?	This information is outside the scope of the RFI.
13.		Are there any vehicle requirements regarding: <ul style="list-style-type: none"> <li>• Size of vehicles</li> <li>• Number of vehicles</li> <li>• Does vehicle require any special markings or logo?</li> </ul>	This information is outside the scope of the RFI.
14.		What requirements are there regarding driver qualifications? <ul style="list-style-type: none"> <li>• Is there a required number of training hours?</li> <li>• Is there a uniform requirement?</li> <li>• What are the requirements regarding workers compensation insurance?</li> <li>• Will fingerprinting be part of required background checks for drivers and staff?</li> </ul>	Fingerprinting will be part of the requirements. We did not ask this question as part of the RFI but vendors are welcome to provide recommendations on driver qualifications.

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		<ul style="list-style-type: none"> <li>• Will there be any requirements for health insurance in regards to Affordable Care Act compliance?</li> </ul>	
15.		Are there required hours of operation?	This information is outside the scope of the RFI.
16.		Is the provider required to have physical office space?	Yes. The NEMT contractor needs to have a call center in Norton, VA.
17.		What are the providers' insurance requirements?	This information is outside the scope of the RFI.
18.		How are accidents/incidents reported? And, to whom?	This information is outside the scope of the RFI.
19.		Is this for the managed care portion or the intellectual disability portion of services?	Some of the fee-for-service NEMT program's Medicaid members do participate in managed care programs for their medical services.
20.		Can we be provided the total number of ambulatory and non-ambulatory trips by city, county, town or region? Can we be provided the trip frequency per client by the above classifications?	This information is outside the scope of the RFI.
21.		There is confusion in Region 7 as to the services provided by Southeast Transit versus LogistiCare. Can you explain the consumer mix and source of funding for each?	This information is outside the scope of the RFI.
22.		How will bus attendants be treated under this	This information is outside the scope of the RFI.

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		contract and how will compensation be made taking into consideration living wage, workers compensation and ACA requirements?	
23.		How will compensation be made regarding the following items? <ul style="list-style-type: none"><li>• Dead head</li><li>• Annual CPI increases</li><li>• DOT physicals</li><li>• Drug &amp; alcohol testing (Random vs annual compliance testing)</li></ul>	<b>This information is outside the scope of the RFI.</b>