



COMMIT Project

Hope is not a Strategy!



Agenda

- **Meeting Logistics**
- **Introductions**
- **Opening Remarks**
- **RFP Package Overview**
- **Budget**
- **Timeline**
- **Structure**
- **Open Q&A**



Logistics

- **Food and Beverages**
- **Restrooms**
- **Silence cell phones**
- **Limit connections to Public Wi-Fi**
- **No recording – no formal output will be provided**
- **Breaks**



Introductions



Opening Remarks

- **RFP Not Approved by CMS**
- **IAPD Not Approved by CMS**
- **RFP Budget Not Approved by Governor's Office or General Assembly**
 - **Can't comment what will or will not be in Nov 1 Budget submitted to General Assembly**
 - **Won't officially occur until FY 2013-14 Long Bill**



Opening Remarks

Decision Making Process:

- **1st Research, Best Practices, Demos**
- **2nd Consultation with Vendors (this meeting)**
- **3rd Command – Final Decisions**
 - Department CS&O Division Leadership on RFP Requirements
 - Department Procurement on RFP Fundamentals
 - General Assembly for Budget Approval
- **Not here to generate a voting or consensus decision making process, though we want this meeting to be an open discussion**
 - Don't hold back. Let us know about your concerns now – we can't fix if we don't know the problem.
 - Increased Bidder Participation. We would like to see a true open market.



Opening Remarks

- **COMMIT Guiding Principals:**
 - **Adaptability**
 - Rules-based, modular, and configurable
 - **Business Intelligence and Data Analytics**
 - Accurate, real-time data, reporting, and analytics
 - **Service Focused**
 - **Performance-Based Contract**
 - **Realistic Project Schedule**

- **Procurement Strategy**
 - **Allow for Innovation: 3 RFPs**
 - **Request Vendor input on the strategy**
 - **Focus on configuration vs. customization**

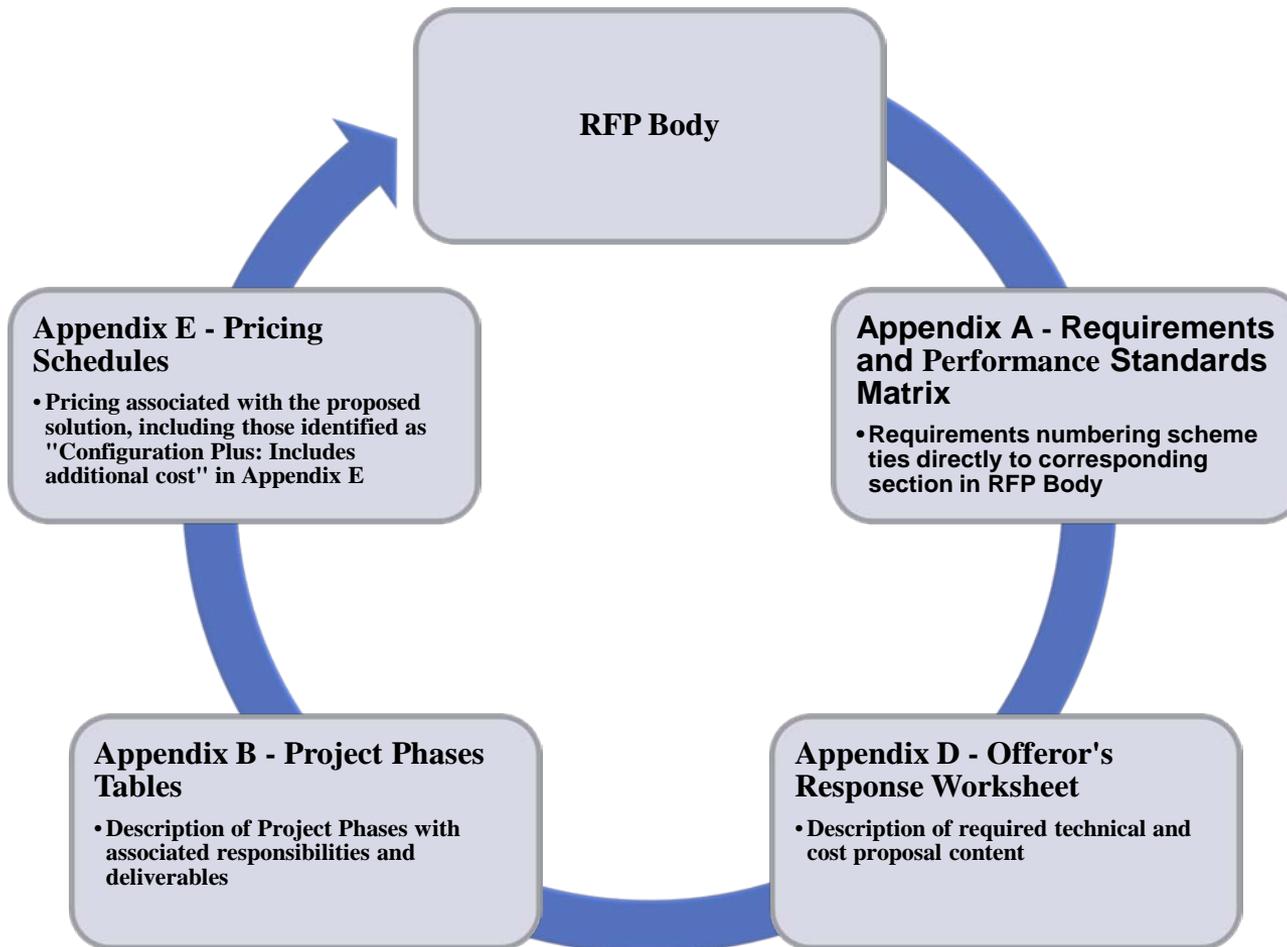


Opening Remarks

- Provide certifiable solutions
- We expect to see innovative approaches, COTS products, different models of partnerships, creative operational approaches and structures, etc.
- Objectives-based
 - Non-prescriptive approach - we have communicated objectives for supporting our programs, rather than detailed requirements about how to do it
 - Describe solutions that are already innovative to support our objectives
- Help us improve our business processes
- Establish a Partnership with Contractors



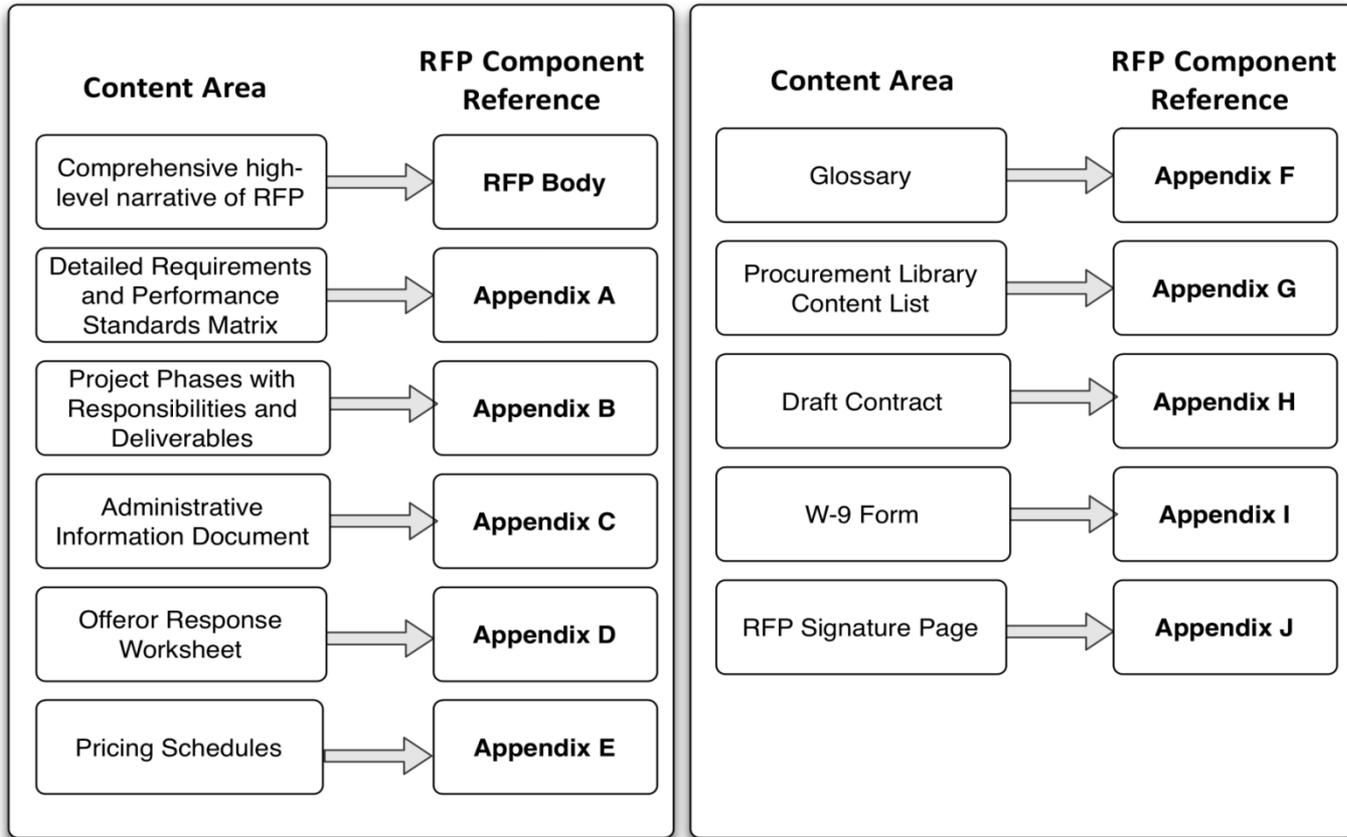
RFP Package





RFP Package Components

RFP Package Overview





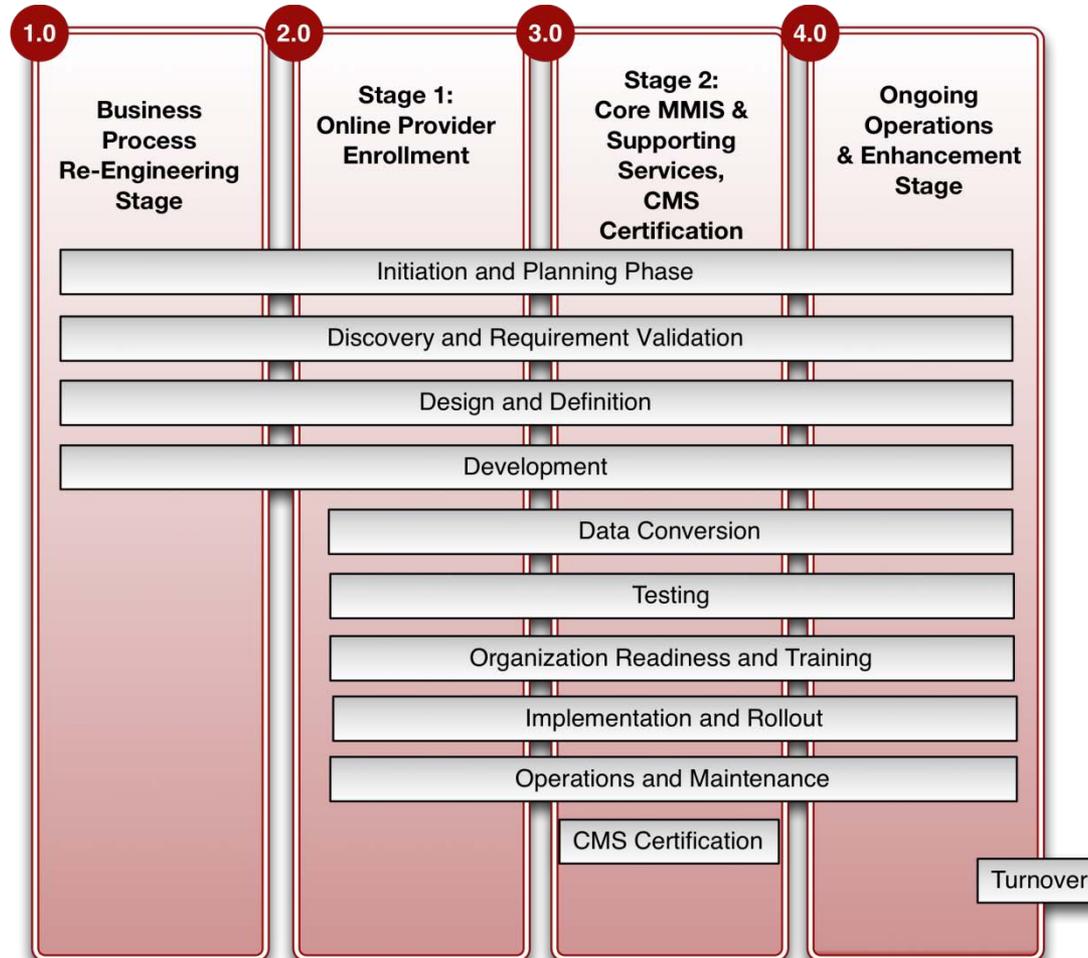
Three RFPs

Similarities you will find across the Core MMIS, PBMS, and BIDM

- **Structure (include sequence and function of the appendices)**
- **RFP Body**
 - **Sections 1-5 (Overview, Statement of Objectives, Background, Contract Goals and Strategy, COMMIT Management and Organization)**
 - **Section 7 (Contractor General Requirements)**
- **Appendix A**
 - **Requirements associated with Sections 1-5**
 - **Requirements associated with Section 7**
- **Appendix B**
 - **Contractor and Department Responsibilities for the Project Phases**

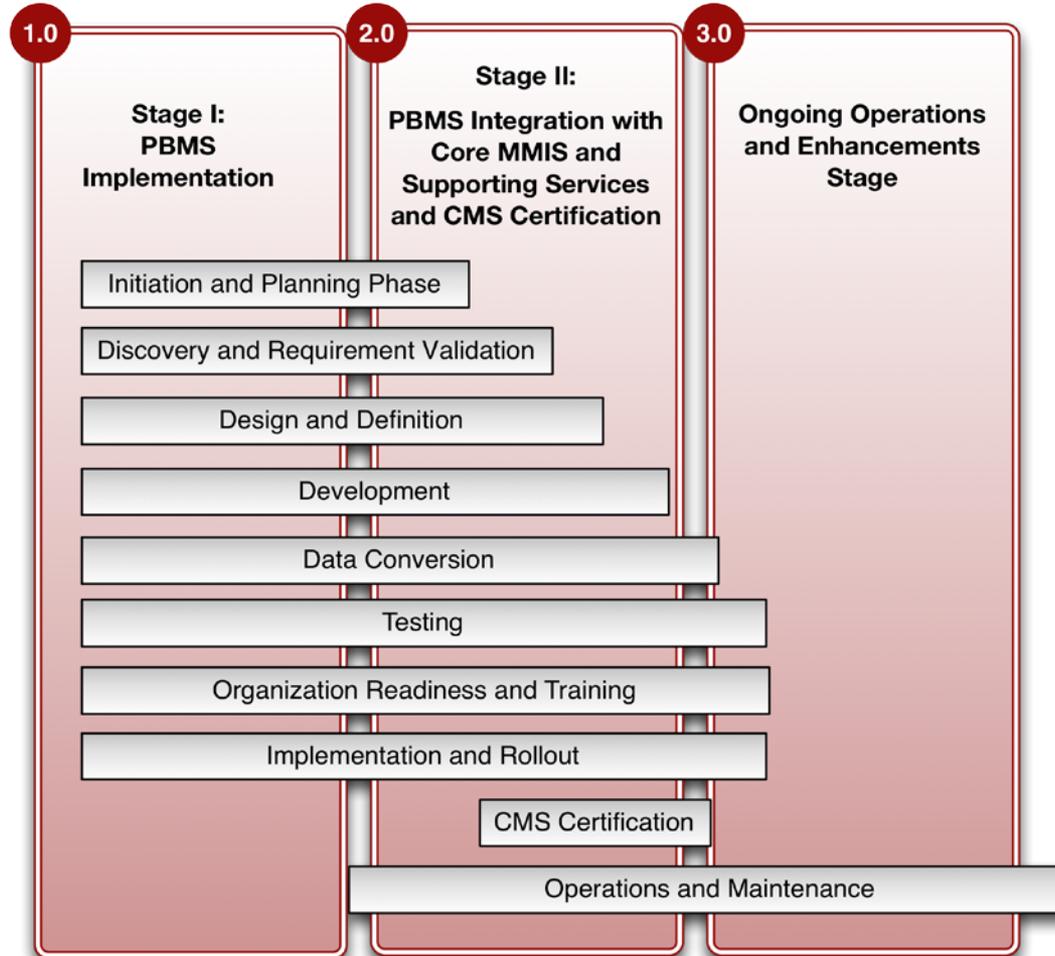


MMIS Stages and Phases





PBMS Stages and Phases





Section 7: General Requirements

- **Universal requirements that will apply to all three RFPs (MMIS, PBMS, BIDM)**
- **Requirements for innovation, 7 Standards & Conditions, MITA, technical architecture, etc.**
- **General requirements for communication, training, security and audits, etc.**



Core MMIS Sections 8 & 9

- **System: Core MMIS and Supporting Services**
 - **All payments will go through the MMIS (even PBMS)**
 - **MMIS is not determining eligibility**
 - **CBMS (Colorado Benefits Management System) data feed**
 - **Client Eligibility or Communication Portal**
 - **“Optional” – this technology may be easily leveraged from the Provider Portal**

- **Operations: Fiscal Agent Operations**
 - **What is your interpretation of “Fiscal Agent Experience”?**



PBMS Sections 8 & 9

- **System: PBMS System Statement of Work**
 - **All payments will go through the MMIS**

- **Operations: PBMS Operations Statement of Work**



Appendix A - Requirements

- **Mandatory, Critical, Nice to Have, Optional**
- **Base, Configuration, Configuration Plus**



Appendix B

- **Non-prescriptive approach to the Phases.**
 - **Phases as provided are not intended to be the only way**
 - **Tell us how you will be most successful in delivering your product**
 - **Iterative design approaches**
 - **Iterative implementation approaches**
 - **Break implementation into manageable pieces**



Appendix B, C, D, E

- **Appendix B**
 - Removing deliverable requirements (moving to A)
 - Should be used as a guideline to outline the upcoming process
 - Includes guidelines for entrance and exit criteria
- **Appendix C**
 - We read your comments, we will try to address them
- **Appendix D**
 - Reworking the questions to ask for information that can be discretely evaluated
- **Appendix E**
 - We read your comments, we will try to address them



Important Dates

Core MMIS Functions and Fiscal Agent Services

Date	Milestone
8/1/2012	Draft RFP released
9/18/2012	Pre-RFP Vendor Conference
9/28/2012	Vendor Comments due on Draft RFP
11/1/2012	Official RFP Release
1/15/2013	RFP Responses due from Vendors
4/5/2013	Notice of Intent to Award
7/1/2013	Contract Start

Pharmacy Benefit Management (PBM) System and Supporting Services

Date	Milestone
9/7/2012	Draft RFP released
9/18/2012	Pre-RFP Vendor Conference
11/5/2012	Vendor Comments due on Draft RFP
1/15/2013	Official RFP Release
3/15/2013	RFP Responses due from Vendors
6/3/2013	Notice of Intent to Award
9/1/2013	Contract Start



Before the Beating Begins...

What did you generally like about the RFP?



Answer Big \$ Questions 1st!

- **The point of setting the “not to exceed amount” in the RFP is so everyone is submitting responses based on the same playing field**
 - **If RFP has a capped amount, then this limit needs to be appropriate so responses are reasonable**
 - **DDI \$**
 - **Operating \$**
- **Net Profit**
 - **We will modify....How much private-sector profit is acceptable when using taxpayer funds?**
- **Limited Liability Clause**



Catalyst for Change

- **What do we really mean by a Business Process Re-Engineering Stage?**
 - **No old problems in a new System**
 - **Opportunity for additional discovery that should reduce unknown risks (and should reduce DDI costs)**
 - **Looking for ways to ease the transition, implementation and adoption of a new system**
- **Why do Vendors think this is risky?**



Answer Big Timeline Questions

- **DDI Timeline**
- **RFP/Contract Negotiation Timeline**
- **Does this RFP/Contract/DDI Timeline conflict with other State's RFP?**
- **So make changes to this RFP based on Vendor Comments – then what?**
 - **Option #1 Issue RFP and remain on current timelines**
 - **Option #2 Reissue Draft RFP, Allow for Additional Comments, and Push Out Timeline another 2-3 Months**
 - **If we update the timeline, are we conflicting with any other states?**



Answer Big Structural Questions

- **iPad Submission**
- **Oral Presentations**
- **Do you follow the requirements in Appendix A?**
 - **What isn't clear?**
- **Do you understand the Pricing Schedules?**
 - **What isn't clear?**



Open Q&A

QUESTIONS

RFPQuestions@hcpf.state.co.us

<http://www.colorado.gov/cs/Satellite/HCPF/HCPF/1251619987996>

Core MMIS: Due by September 29, 2012 at 5:00 pm MDT

PBMS: Due by November 5, 2012 at 5:00 pm MDT