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September 21, 2021

## **ADDENDUM 1**

To: All Prospective Offerors  
From: Scott Bachtell, Supervisor of Purchasing  
Reference: Bid 2022-12 Diabetes Population Health Management Program Administration

### **Proposal Due Date & Time: September 28, 2021 by 11:00 AM EST**

This addendum is being issued to provide additions, corrections, clarifications and answers to certain questions raised referencing the original RFP packages and any resultant contracts for the above bid.

### **Questions:**

1. Question: Please confirm if the County is looking for in-person services or a digital program.

**Answer: Digital and call capable mostly. However, there may be a desire to hold session in person throughout the length of the contract where appropriate.**

2. Question: Please confirm if there is desire to bill their Diabetes Prevention Program as a claim through Cigna or not? Cigna has Omada as an embedded solution in all their plans, so we would face challenges or a complete block, in trying to have WellSpark become an in-network provider with Cigna for DPP.

**Answer: We will evaluate both. If unable to be processed as a claim, please identify this but you will not be dis-qualified if not.**

3. Question: Confirm that dependents 18 years or older are eligible for prediabetes and diabetes programming. WellSpark does not provide coaching services to dependents under 18 years old.

**Answer: Correct. Please indicate in your proposal that dependents under 18 years old are not eligible. This will not dis-qualify you.**

4. Question: Please provide the employee census and claims experience. Our intent to bid was submitted on Friday Sept, 10

**Answer: Emails will be forthcoming. If you have not received an email with this information, please send an email to Cheri Herschman (Cheri\_Herschman@ajg.com) and Scott Bachtell (bachtsc@wcps.k12.md.us)**

5. Question: Please confirm the County is looking for both a pre-diabetes program as well as a diabetes management program.

**Answer: Correct**

6. Question: Will WCPS consider awarding multiple providers that would work together?

**Answer: The intent is not to award multiple providers unless there is an advantage to this arrangement.**

7. Question: Please explain item #2 under Section V – Statement of Needs on page 22.

Answer: Please see question 17

8. Question: Will incentives be offered? If yes, will awarded provider manage the process and payouts?

Answer: To be determined

9. Question: Will biometric screenings be offered? If yes will the awarded provider have access to the data?

Answer: Yes, will potentially be offered at a time COVID procedures and access is sufficient.

10. Question: Do the WCPS employees currently have access to health resources?

Answer: Yes, through CIGNA and the wellness program that WCPS has.

11. Question: When will answers to these questions be available?

Answer: Questions are addressed and posted on the WCPS website after the deadline for questions has passed and no later than four (4) days prior to the date for receipt of Bids except an Addendum withdrawing the request for Bids or one which includes postponement of the date for receipt of Bids.

12. Question: Is it acceptable for a vendor to be part of multiple responses?

Answer: No, please reference Section I, Number 9, Letter k.

13. Question: *The RFP states; “Please propose a plan design that includes communication, education, coaching and utilization management of the pre-diabetic population as well as the diabetic population.”*

Please clarify what is expected by utilization management plan design. For example, do you want the vendor to conduct Medical Necessity Pre-Authorizations?

Answer: No to Medical Necessity Pre-Authorization. Utilization management would include monitors, test strips and other programs such as this.

14. Question: *The RFP states; Provide necessary and appropriate program administration and services, including but not limited to, maintaining payment record; capable of the wire transferring of funds; capable of making payment of providers directly; furnish monthly accounting statements and employer showing enrollment, premiums received, and list of expenses charged.*

Please explain what is meant by making payment of providers directly.

Answer: If your program uses providers for services (for any reason) or supplier of DME.

15. Question: Regarding your request for 3 case studies of positive impact, is a combination of a Client program case study and member success case study acceptable?

Answer: Yes

16. Question: What type of diabetes is Washington County Public Schools interested in? For example, Diabetes Type 2, gestational Diabetes, juvenile Diabetes?

Answer: Type 2 but would review additional if offered

17. Question: *The RFP states; Evaluation Criteria: An Evaluation Committee will evaluate the proposals using the following criteria. The network is critical.*

- Please clarify your expectations regarding the statement for a network
  - Are you interested in a vendor that has a contracted provider network?
  - Is a provider network a requirement to bid?
  - Will the vendor be using the Cigna Network?

**Answer: We would consider vendor with contracted provider network but this is not required.**

18. Question: Do you currently cover CGM through your medical or pharmacy benefit?

**Answer: Medical**

19. Question: How many employees/members are on the plan?

**Answer: : 3200 employees and approximately 7000 members**

20. Question: Can you provide 12-months of historical Rx and Medical claims?

**Answer: Will be provided under separate encrypted email for those with intent to bid on file. Please see question 4.**

21. Question: What types of plans do you offer (i.e. PPO, HDHP, etc)?

**Answer: EPO and PPO**

22. Question: What percentage of members are included on each plan?

**Answer: 75%**

23. Question: What is member cost share on diabetes medication?

**Answer: Copays depending on which tier diabetes medications fall into**

24. Question: Do you offer an expanded preventative drug list?

**Answer: Standard drug list currently**

25. Question: On page 4, Preparation of Bid, it is noted that bidders must be licensed to do business in the State of Maryland. We will be going through the process of being licensed but currently are not licensed. Will this eliminated our ability to submit a bid?

**Answer: Yes, you must be licensed in the State of Maryland in order to submit a bid.**

26. Question: Must an insurance certificate (per Section 12 of RFP document) be included with the proposal response or is this only needed during contracting?

**Answer: Please reference Section I, Number 12, Letter g.**

27. Question: Due to COVID-19, has your policy on printed/hard copy responses been affected? Does the proposal need to be delivered via hard copy or is email submission acceptable?

**Answer: No, WCPS will not accept an email submission. Hard copy submission must be submitted by the date and time listed on the coversheet.**

28. Question: Our company is a Type C corporation in the state of Delaware and a publicly traded company on the NYSE. Are we required to complete the vendor registration process online at [wcspurchasing.com](http://wcspurchasing.com) as well as provide proof of certificate of registry at [www.Egov.maryland.gov/BusinessExpress?](http://www.Egov.maryland.gov/BusinessExpress?)

**Answer: Yes, you need to register on Washington County Public Schools website ([wcspurchasing.com](http://wcspurchasing.com)). Proof of certificate of registry with eMaryland Marketplace Advantage (eMMA) is not required.**

29. Question: Who is WCPS PBM vendor?

**Answer: CIGNA**

Sincerely,

*Scott Bachtell*

Scott Bachtell  
Supervisor of Purchasing

cc: Tricia S Riley, Supervisor of Employee Benefits  
Cheri Herschman, Area Senior Vice President, Gallagher

**This Addendum is four (4) pages.**