

Responses to Vendor Questions

RFP 14-32: Incontinence, Ostomy, and Urological Supplies

#	Document Name (RFP or Attachment)	Page # or Section #	Respondent's Question	State Response
46	None specified	None specified	How much of the total will be rolled into managed care plans in the next year?	Managed care product needs are separate from the spend and utilization figures provided in this RFP. The State does not anticipate major shifts between fee-for-service and managed care programs, but as noted in the RFP, "Because this number is based on past usage and may fluctuate up or down, the State is not in a position to guarantee that future spending will be at these levels."
47	RFP 14-32	3.2	How does this point evaluation compare against the previous RFP?	The previous RFP for these products, RFP 8-11, was conducted under the scoring protocols in place at the time and before the implementation of the Indiana Veterans' Business Enterprise program. RFP 8-11's point allocations were 30 for Management Assessment/Quality, 25 for Cost, 15 for Indiana Economic Impact, 10 for Buy Indiana, and 20 for the Minority and Women Business Subcontractor Commitment.
48	Attachment D	Section III. (C)	How can we determine what is considered a standard product versus a premium product (U9 Modifier)?	Absorbency and price differentiate standard and "premium" products. Respondents should propose at least three brands for standard products that they anticipate meeting almost all members' medical needs. Only approximately 100 members per month receive prior authorization approval to access U9 codes.
49	None specified	None specified	Should we be looking at the current fee schedule or current bid price for comparison?	Current contracts are available online, as are current fee schedules. Respondents' cost proposals will be compared and scored against the Four Year Historical Spend amount shown at the top of Attachment E.