

*Colorado Department of
Health Care Policy and Financing*



Medicaid Dental Coverage
DRAFT RFP Release

Released: October 11, 2013

1.1. PURPOSE

The Colorado Department of Health Care Policy and Financing (Department) is responsible for administering the Colorado Medicaid program. On October 11, 2013, the Department released a draft of its Medicaid Adult Dental Coverage RFP Package for review and comment. Please remember that is a true draft RFP, which has not undergone a thorough review by Department procurement staff or by management. This draft will contain areas that have not been fully developed at this time. The Department is only releasing the Body RFP at this time.

However, the Department feels it is important to receive feedback from Vendors at this stage of drafting so the next iteration of the RFP can incorporate Vendor and Stakeholder creative ideas and input.

The Department is requesting Vendors and Stakeholders to send any comments, no matter how minor, to the Department. Vendors and Stakeholders are encouraged to address text in the draft RFP that is repetitive, and/or confusing, as well as requirements that are incomplete or unclear. In addition, Vendors and Stakeholders are encouraged to review the requirements to advise the Department if any requirements are too broad or restrictive which will inadvertently cause a significant cost increase or cause a Vendor to make a no-bid decision.

The Department encourages Vendors and Stakeholders to submit feedback regarding the Medicaid Adult Dental Coverage RFP as soon as possible. Vendors and Stakeholders do not need to wait until October 28, 2013 (see Section 1.4.3.4) to submit comments. In addition, Vendors and Stakeholders may have multiple submissions, as not all comments need to be under a single submission. The Department appreciates receiving any and all comments from Vendors and Stakeholders. If Vendors and Stakeholders submit comments that require substantial research or potential modifications to the RFP early, the Department will have a better opportunity to consider those comments.

1.2. ADDITIONAL INFORMATION REGARDING THE DRAFT RFP

To encourage thoughtful and detailed comments, the Department provides the following for Vendors and Stakeholders to consider:

- What, if any, difficulties may Vendors experience based on the RFP as written?
- What, if any, difficulties may Clients seeking services experience based on the RFP as written?
- Are there any sections that require additional information or an alternative approach?
- Specify, please review Section 5.2 Provision of Services. Is the language and direction provided in this section provide enough clarity for Vendors and Stakeholders to understand what services the Department is requesting? If not, please provide comments on how this section can be improved or language that should be incorporated in the RFP.
- Specify, please review Section 5.9 Utilization Management. Is the language and direction provided in this section provide enough clarity for Vendors and Stakeholders to understand what services related to prospective reviews the Department is requesting? Please provide comments on how this section can be improved or language that should be incorporated in the RFP.

- Specify, please review Section 5.10 Utilization Review. Please note any retrospective payment review services that are traditionally part of this type of Contract and if the inclusion or exclusion of those types of services would cause a vendor to make a no-bid decision. Please provide comments on how this section can be improved or language that should be incorporated in the RFP.
- Specify, please review Section 5.12 Performance Standards. Is the language and direction provided in this section provide enough clarity for Vendors and Stakeholders to understand what performance standards the Department is requesting and are there additional performance standards that should be included in this section? Please provide comments on how this section can be improved or language that should be incorporated in the RFP.
- Does the RFP provide Vendors enough flexibility to respond on how they will meet the needs of the Department?
 - If no, please suggest modifications.
- Does the RFP specify too many Key Personnel or not provide enough flexibility for vendors to specify Key Personnel as deem appropriate by the Vendor?
 - If yes, Vendors are encouraged to submit alternative Key Personnel and language for the Department to consider.
- If a Vendor is considering a no-bid decision, please specify what the Department could modify to encourage a Vendor to submit a proposal. The Department is interested in creating an opportunity, including the flexibility to modify timelines, which allows all qualified Vendors to submit a response and succeed under an awarded contract.

1.3. PROCESS FOR PROVIDING FEEDBACK

Vendors and Stakeholders may provide feedback through written comments only.

To submit written comments, the Vendor must:

1. Submit all comments to RFPQuestions@hcpf.state.co.us, with the subject “Medicaid Adult Dental RFI Response.”
2. Vendors are not to make any direct contact with Department staff.
3. All comments and questions on the draft RFP Package are to be received no later October 28, 2013 at 5:00 pm MT.
4. List all comments in an Microsoft Excel Spreadsheet or Microsoft Word Document utilizing the following layout:

Document Name (e.g., Appendix A)	Section Number (e.g. 3.2.1.3)	Page Number	Question/Comment