

# ACC Phase III Prospective Bidder Conference

March 1, 2024

Presented by:

Colorado Department of Health Care Policy and Financing

# Our Mission

Improving health care equity, access and outcomes for the people we serve while saving Coloradans money on health care and driving value for Colorado.

# Agenda

<b>9:30 – 9:45 a.m.</b>	Introduction & Background
<b>9:45 – 10:45 a.m.</b>	Discussion <ul style="list-style-type: none"><li>• General Questions</li><li>• Program Design</li><li>• Program Efficiency</li><li>• Accountability</li></ul>
<b>10:45 – 11 a.m.</b>	Next Steps

# Survey

Please complete the survey shared in the chat to help us with our planning.

This survey is **not** binding and will **not** be released publicly.

<https://forms.gle/MC5FkzzGHXD4smtc6>

# Background

# Procurement Process

- Bidders will submit proposals responding to the specific RFP questions in the summer
  - HCPF will award bidders whose written proposals will be most advantageous to the state
  - Proposals are judged holistically to ensure selected vendors are best able to comply with the contract requirements, achieve the goals of the ACC, and address the unique needs of members and providers in each region
  - RFP responses are reviewed by an evaluation committee through a comprehensive, thorough, complete and impartial process
  - Bidder's may include letters of support from community partners for their application, as appropriate and requested
- HCPF's preference is to award one RAE contract to a single bidder

# Communication with Bidders

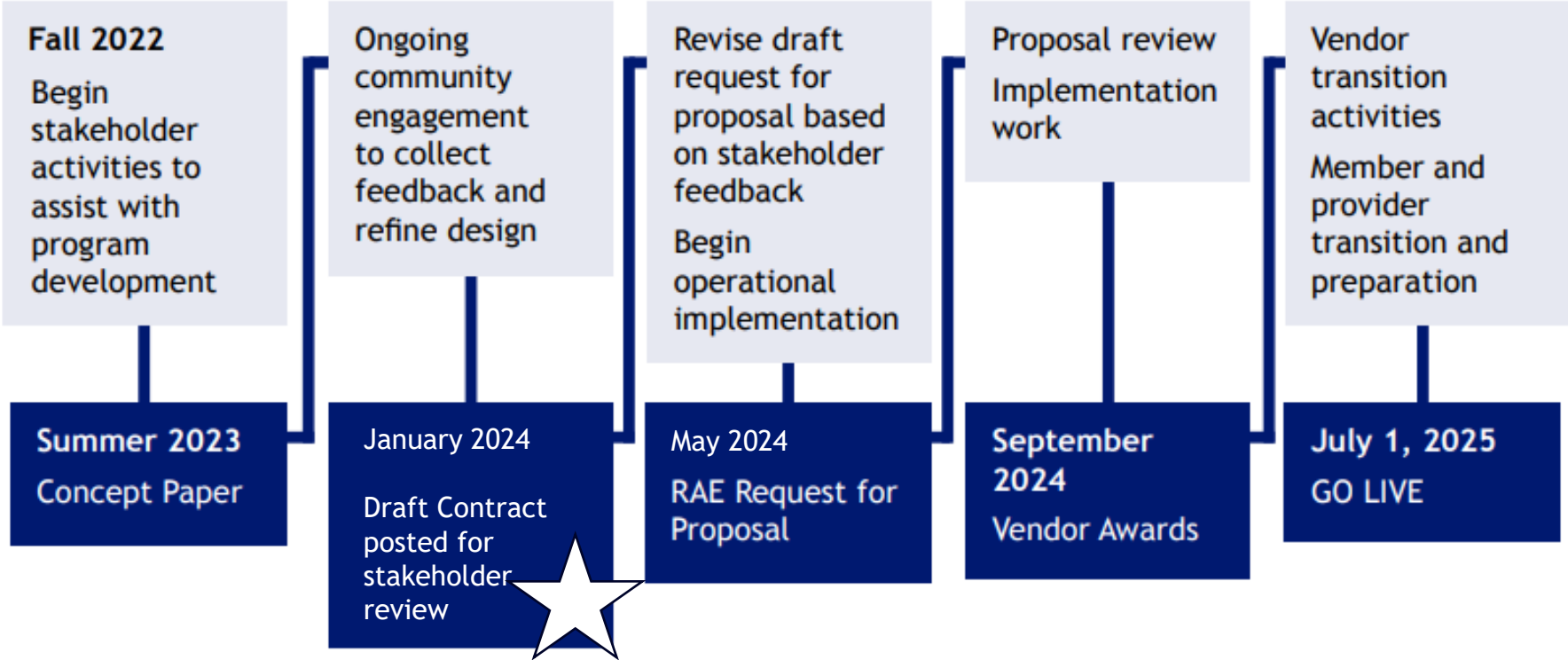
- Bidders must register with the Vendor Self Service (VSS) system
- All official communications will be through the VSS system
  - It is the responsibility of prospective bidders to periodically check the VSS system
  - Official communications may include modifications, addenda, inquiry responses, and other announcements

# Responding to the RFP

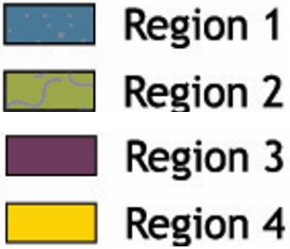
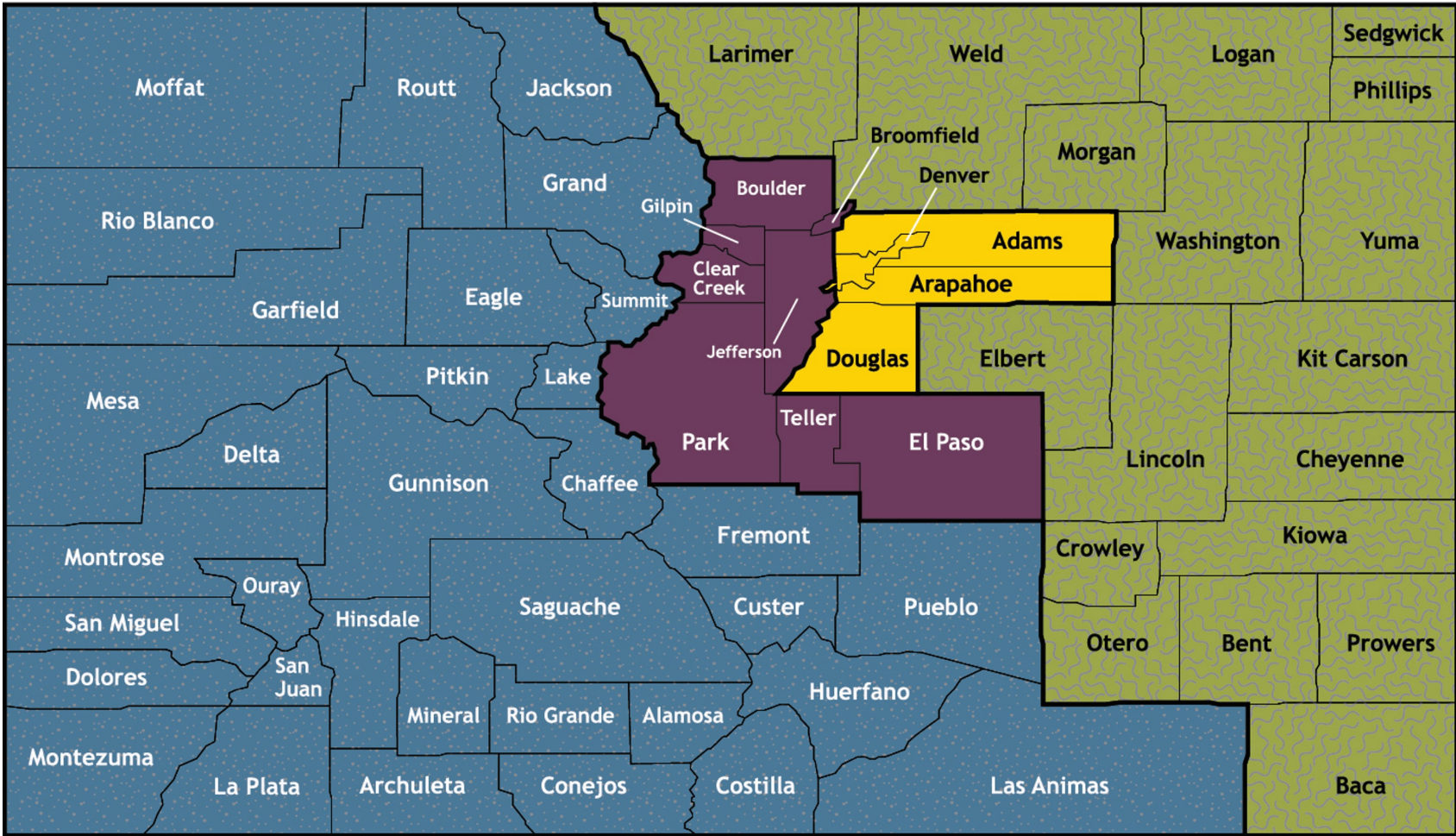
- Organizations will be allowed to bid on up to two regions
- The RFP will be posted on the VSS system
  - Bidders may access solicitation documents and appendices by searching for the solicitation number
  - Once the RFP is posted, there will be a brief period to submit Inquiries and an official Intent to Bid. This is **not** binding.
- Vendors from out-of-state who meet the required qualifications will be considered



# Ongoing Stakeholder Activities



# ACC Phase III Region Map



# Managed Care Organizations

- Denver Health Medicaid Choice will continue as an MCO in Phase III according to state statute
- Only Region 1 will include an exhibit with an MCO contract option
  - Bidders interested in operating an MCO in Region 1 must comply with requirements in the MCO Exhibit and respond to additional Offeror Questions

# Discussion

# General Questions

- What questions do you have about the current draft contract?
- Are there any requirements that would prevent you from bidding?
  - All regions will have the same statement of work, but if this were a negotiation, what areas are of most concern to you?
- Are there expected strategies you want to request changes or discuss (e.g., care coordination tiering requirements)?

# Program Design

- Are the program design pieces fitting together conceptually for you?
- Are there areas of delivery system design where you believe you could better meet goals if there was more flexibility or specificity?
- Are there components that might hinder you from achieving program goals and/or are administratively burdensome without sufficient benefit?

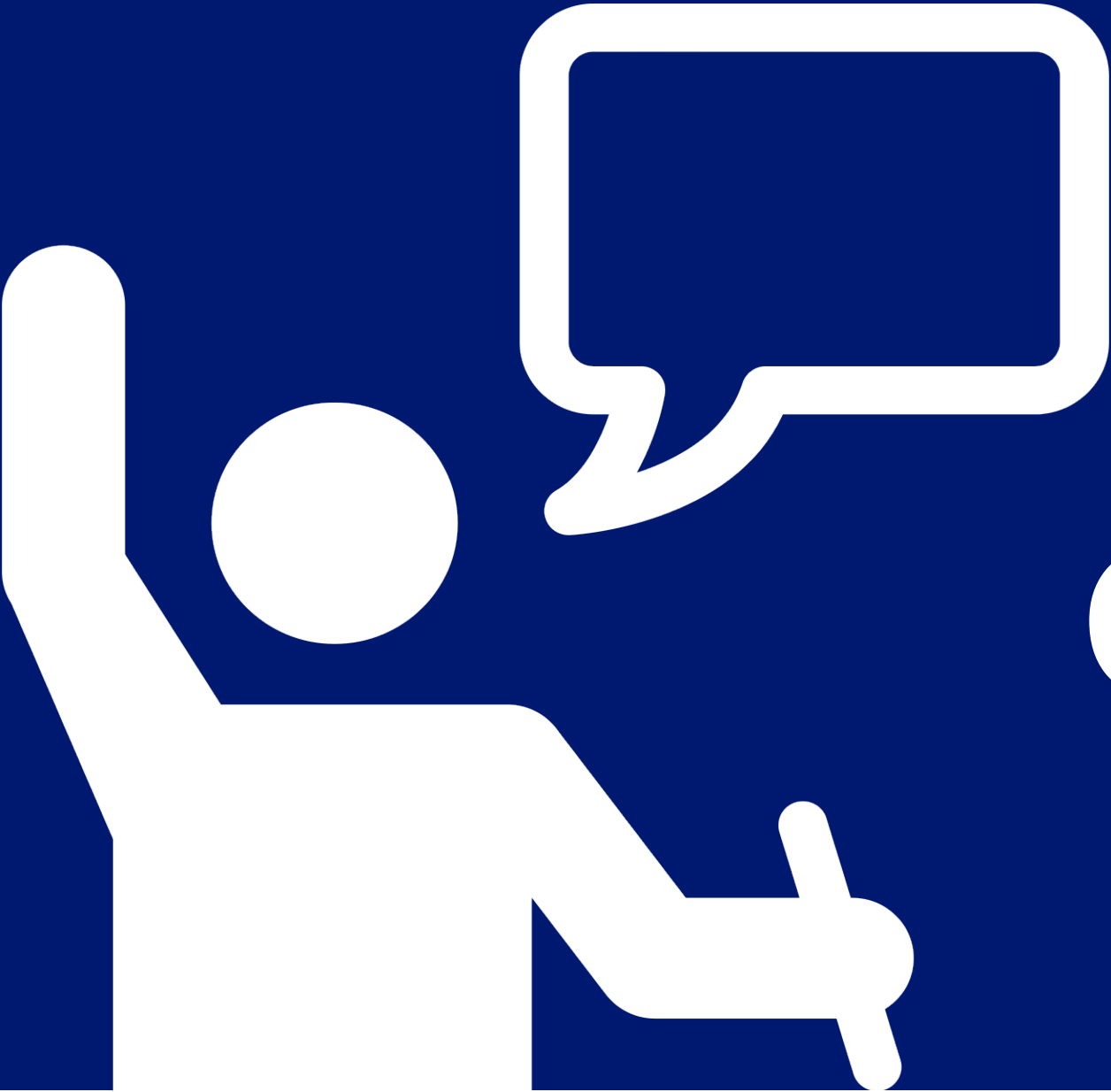
# Program Efficiency

- Are there contract requirements that could be modified for greater efficiency without reducing quality?

# Accountability

- The intention is for RAEs to be an entity accountable on a regional basis, does this contract place sufficient leverage in the appropriate places to meet cost and quality expectations?





# Q&A



# Next Steps

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- Written feedback may be submitted **through March 10**
  - [Draft Contract](#) - responses are shared publicly without names
  - [Offeror Questions](#) - responses are shared publicly without names
  - [HCPF\\_ACC@state.co.us](mailto:HCPF_ACC@state.co.us) - responses are **not** shared publicly
- Stay informed by:
  - [Registering for VSS](#)
  - [Signing up](#) for the ACC Newsletter
- Bidder resources:
  - [VSS Registration FAQs](#)
  - [Solicitation FAQs](#)