

## EYEGASSES ITB

ITB #14-X-2260961

Questions and Answers

April 16, 2014

1. Page 19 of the ITB states that "...contractor shall provide only those frames listed on the bid sheet, Attachment B." Should this read Attachment E? Attachment B is a sample contract. Attachment E includes a list of frames.

**Page 19 of this ITB has been amended to read as follows: The contractor shall provide only those frames "proposed on their bid sheet, Attachment E, evaluated, and approved by the Optometric Peer Review Committee."**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

2. Page 18 of the ITB states that "Eye Care practitioners and any other eyeglass vendor may also furnish eyeglasses to eligible Medicaid recipients; however, all who furnish eyeglasses to eligible Medicaid recipients must conform to Medicaid standards as stated in 2.2 of this ITB and reimbursement rates for all furnished eyewear remains at the Contractor's prices." According to 2.2 in the ITB, "...Contractor shall provide only those frames listed on the bid sheet, Attachment B." (or Attachment E, see question above) Does this mean that all eyeglass vendors—including Contractor, other Eye Care practitioners, eyeglass vendors, or other labs—must all use the same state-approved frame selection for eligible Medicaid recipients? Or is only the Contractor limited to the state-approved frame selection, where other labs, Eye Care practitioners, or eyeglass vendors could offer a different, potentially larger, frame selection?

### **2.1 EYEGASSES SERVICE UTILIZATION**

**Eye Care practitioners and any other eyeglass vendor may also furnish eyeglasses to eligible Medicaid recipients; however, all who furnish eyeglasses to eligible Medicaid recipients must conform to Medicaid standards as stated in 2.2 of this ITB and reimbursement rates for all furnished eyewear remains at the Contractor's prices. The contractor shall provide only those frames listed on the bid sheet, Attachment "E". These frames shall be available in standard colors, eye sizes, bridge sizes, and temple length as are available from the frame manufacturer. All frames must meet ANSI Standards.**

3. Page 19 of the ITB states that "The price of the frame is included in the cost of the lenses. Frames are zero priced." But with Attachment E there is a space to fill in a price for the frame, item code V2020. Is that required to be zero priced, or is page 19 simply stating what the current policy is?

**An amendment has been made to this ITB to delete the following sentences: "The price of the frame is included in the cost of the lenses. Frames are zero priced."**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

4. Trifocal items are marked with a Utilization of zero in all lens categories. Are trifocals available to eligible Medicaid recipients, or are they a non-covered service?

**Trifocals are a covered service to eligible recipients.**

5. If Utilization is marked as zero on Attachment E, and a price is filled out, will Total Cost be counted as zero? In other words, how will the zero utilization items be figured in determining the low cost offer?

**Utilization amounts on the bid sheet were based on contractor's data for CY2013. Zero amounts indicates no paid claims and Total Cost will be counted as zero when multiplied by price.**

6. V2025 on Attachment E implies that the cost of that item must also include lens cost. Since we do not have a prescription or know what lens type, or frame type, before this item is potentially ordered, we do not know what average lens or frame price to calculate into the item cost. Are we reading this correct, meaning when V2025 is approved, only that item is approved and not standard lens codes?

**As stated in Attachment E, "Bid price should also include cost of lenses since size will differentiate from regular contracted lenses."**

7. Page 6, Item 1.3 – Please confirm the dates and items in the timeline. What is the difference between Pre-Bid Question (due 4/11/2014) and Question (due 4/23/2014)?

**Questions (due 4/23/2014) refers to questions regarding any responses to Pre-Bid questions posted April 16, 2014.**

8. Page 6, Item 1.3 – Assuming there is a difference between Pre-Bid Question and Question that the answers to the latter Question will be posted and when.

**April 30, 2013**

**An amendment has been made to this ITB to delete the following sentences: Posting of Responses to Pre-Bid Questions: April 22, 2014.**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

9. Page 23, Item 2.9 – What is the purpose of the contractor having a Clinical Director and PM? This is the first and only reference to these positions in the ITB. Please explain what the State means.

**An amendment has been made to this ITB to delete the following sentences: Contractor may assign one individual for Clinical Director and PM as long as the individual is qualified to perform duties outlined for these positions and all contract requirements are met.**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

10. Page 25, Item 3.1 – Please confirm that the sample frame kits must be comprised of the frames listed in the Attachment E. Please also confirm the expected number of frames to be supplied in each kit. Will the kit composition be subject to approval by the Peer Review Committee?

**The Alabama Medicaid Agency’s current selection of approved frames may be found in Attachment E. There is not a set number of frames required to be offered. The frames offered should meet the needs of the Medicaid population. All proposed frames shall be submitted, evaluated, and approved by the Optometric Peer Review Committee prior to the implementation of the contract date of July 1, 2014.**

**An amendment has been made to Attachment E, Bid Sheet to read as follows: “\*Listed below is the Alabama Medicaid Agency’s current selection of approved frames.”**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

11. Attachment E – Please confirm that the Utilization information accurately reflects the total size of the State of Alabama Medicaid eyeglasses program. The information seems very small in comparison to the total size of the program.

**Utilization amounts on the bid sheet were based on contractor’s data for CY2013.**

**An amendment has been made to Attachment E, Bid Sheet to read as follows: “Central Source Contractor” Utilization Reported from January 1, 2013 through December 31, 2013.**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

12. Please confirm that the utilization of the lens VCodes is accurate; again the information listed seems very nominal given the historical size of the current program.

**Utilization amounts on the bid sheet were based on contractor’s data for CY2013.**

**An amendment has been made to Attachment E, Bid Sheet to read as follows: “Central Source Contractor” Utilization Reported from January 1, 2013 through December 31, 2013.**

**The acknowledgement of receipt of this amendment must be signed and returned with the bid response which must be received no later than May 6, 2014.**

13. Page 8, Item 1.4d – The last sentence provides, “Reference information may be submitted in a sealed envelope only to be opened at the time of evaluation.”

- a. Please confirm if the State is requiring an actual reference letter from each reference or merely the references’ contact details.

- b. If the reference letters are required, please confirm whether delivery in a sealed envelope is required or optional.

**Include contact name, title, telephone number, and addresses. Performance references should also include contract type, size and duration. An additional list of major lens and frame suppliers shall be included in a sealed envelope.**

14. Page 21, Item 2.6 – The information in paragraphs 2-4 seems very outdated and directed more toward an actual provider seeing a patient and checking eligibility one by one rather than a contractor should have the ability to directly interface with the State’s interactive eligibility system website to check eligibility for large batches of recipients at a time. Please confirm that a bidder will not be penalized for choosing to use a more technologically advanced means of checking eligibility, ensuring recipients get their eyeglasses faster.

**The Fiscal Agent for Alabama Medicaid (HPES) allows enrolled providers to batch upload HIPAA compliant electronic transactions, including 270 Eligibility request, through the Provider web portal. Please refer to the Alabama Medicaid ANSI ASC X12N HIPAA Companion Guide, [http://www.medicaid.alabama.gov/documents/6.0\\_Providers/6.3\\_Companion\\_Guides/6.3\\_AL\\_Medicaid\\_HI\\_PAA\\_X12\\_5010\\_Comp\\_Guide\\_Revised\\_2-20-14.pdf](http://www.medicaid.alabama.gov/documents/6.0_Providers/6.3_Companion_Guides/6.3_AL_Medicaid_HI_PAA_X12_5010_Comp_Guide_Revised_2-20-14.pdf) for guidance on submitting batch HIPAA transactions.**

15. May we please have a copy of the current contract or pricing per line item?

**The potential bidder can make an appointment with Alabama Department of Finance Division of Purchasing to view the current Bid file.**

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Second Questions and Answers

May 1, 2014

1. Page 11 – Please confirm whether the price bid, submitted on the Division of Purchasing Pricing Page, should be sent as part of the technical proposal or in a separate sealed binder? If the latter, does the state require 3 copies of the pricing binder under separate sealed cover?

**Answer: One original and three original-quality copies of the entire Bid submission should be submitted under sealed cover.**

2. Amendment One (second version) – in the second bullet the State’s clarification is unclear.
  - a. Is the State requiring responders to offer only the frames listed in Attachment E?
  - b. Or, is the State suggesting that a responder can offer other frames of equal quality in addition to or in lieu of those listed in attachment E.?
  - c. Finally, please confirm whether the State means to continue to suggest that frames will be subject to approval of the Optometric Peer Review Committee.

**Answer:**

- a. No
  - b. Yes
  - c. **Confirmed – All proposed frames shall be submitted, evaluated, and approved by the Optometric Peer Review Committee prior to the implementation of the contract date of July 1, 2014.**
3. Q&A #13 – The response to question 13 does not clarify whether actual written performance references are required of if the state is only looking for the contact details for the individual references.

**Answer:**

**Actual written performance references are required. The written performance references are to include contact name, title, telephone number, and addresses. Performance references should also include contract type, size and duration. An additional list of major lens and frame suppliers shall be included. Reference information may be submitted in a sealed envelope only to be opened at time of evaluation.**

4. Q&A #15 – Please confirm whether the State is implying a potential bidder can review the bid file for ITB #14-2260961 or only the ITB from the current contract (awarded 2011).

**Answer: Both bids viewings are arranged through the State Purchasing Department.**

5. On page 25 item 3.1, SAMPLE FRAME KITS

The Contractor agrees to provide sample frames and display kits to eye care practitioners at no cost. These frame kits may then be purchased by the eye care practitioner at the contractor's price plus mailing. Please clarify as this seems to me contradicting.

**Answer:**

- **Sample frames and display kits are to be provided by the contractor upon the practitioner request for review of available frames.**
- **If the practitioner does not elect to keep the frames and display kits, the practitioner returns them to the contractor and pays the return shipping fee.**
- **If the practitioner desires to keep the contractor's sample frames and display kits, then the practitioner must purchase them from the contractor at cost and also pay the contractor's original shipping fee.**

6. If the item quantity is -0- do we need to write a price for that item?

**Answer: Yes**

7. What is the ratio of the Plastic, glass, and polycarbonate lenses used in last contract?

**Answer: Data not available.**

8. On current contract data showing for 2013 cost per \$24.69. Is this cost for single vision lens and frame or is an average cost?

**Answer: Average cost.**

9. Following up on Question 5 in the April 16, 2014 Question and Answers, will the State use the utilization in Attachment E multiplied by the bidder's prices to arrive at the lowest cost bidder?

**Answer: Yes, however attachment E is not the only determining factor in awarding this contract.**

10. Please confirm the accuracy of the information in Attachment E. Based on the required reporting by the current contractor, there has been utilization and paid claims on multiple line items yet the information in Attachment E provides 0 as the utilization for those same line items. There are several other line items that seem inaccurate based on historical information.

**Answer: Attachment E accurately reflects Alabama Medicaid Agency (AMA) data on paid claims to the central source provider for calendar year 2013. This amount is approximately 5.6% of AMA's total eyeglass expenditures for CY 2013. The current contractor included codes V2715, V2745, V2755, and V2784 in the price of the lens. AMA has no data for these codes because they were neither billed nor paid. The central source contractor provides information monthly on their fulfillment of prescription eyeglasses. For CY 2013, this report shows services provided as follows:**

- **V2715 - Prism, per lens: 49**
- **V2745 - Tint, per lens: 130**
- **V2755 - U-V Lens, per lens: 0**
- **V2784 - Polycarbonate, per lens: 12038**

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Second Questions and Answers (corrected)

May 2, 2014

1. Page 11 – Please confirm whether the price bid, submitted on the Division of Purchasing Pricing Page, should be sent as part of the technical proposal or in a separate sealed binder? If the latter, does the state require 3 copies of the pricing binder under separate sealed cover?

**Answer: One original and three original-quality copies of the entire Bid submission MUST be submitted under sealed cover.**

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  - c. Finally, please confirm whether the State means to continue to suggest that frames will be subject to approval of the Optometric Peer Review Committee.

**Answer:**

- a. No
  - b. Yes
  - c. **Confirmed – All proposed frames shall be submitted, evaluated, and approved by the Optometric Peer Review Committee prior to the implementation of the contract date of July 1, 2014.**
3. Q&A #13 – The response to question 13 does not clarify whether actual written performance references are required of if the state is only looking for the contact details for the individual references.

**Answer:**

**Actual written performance references are required. The written performance references are to include contact name, title, telephone number, and addresses. Performance references should also include contract type, size and duration. An additional list of major lens and frame suppliers shall be included. Reference information may be submitted in a sealed envelope only to be opened at time of evaluation.**

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