

REQUEST FOR PROPOSAL

ENTITLED:

“Actuarial and Benefits Management Consulting (ABMC) Services”

Official Responses to Offerors’ Questions

Question Number	RFP Page #	Section Reference	Question	Response
1	5	Section 1.3 NYSHIP Overview	What are the most critical challenges that NYSHIP/NYDCS-Benefits Division will be facing over the next 5 years?	This question falls outside the scope of this RFP.
2	5	Section 1.3 NYSHIP Overview	In the FY 2022 New York State Article VII Legislation, Memorandum in Support, it is stated that <i>“Over the past three fiscal years, NYSHIP costs have increased approximately 8.4 percent, from \$3.66 billion in FY 2018 to \$3.97 billion in FY 2020. This is well beyond the benchmark growth rate of two percent per year, and thus challenges the State’s ability to remain economically competitive.”</i> What strategies are the Benefits Division considering to manage growth to the benchmark rate of 2 percent?	This question falls outside the scope of this RFP.
3	7	Section 1.4 Offeror Eligibility	What cost reduction strategies (performance-based contracting, wellness incentives, Rx coalitions, etc.) has the Benefits Division implemented in the past 5 years? What cost reductions strategies have been rejected as inappropriate for NYSHIP?	This question falls outside the scope of this RFP.
4	7	Section 1.4 Offeror Eligibility	What does the Benefits Division see as the biggest challenges associated with transitioning to a new Actuarial and Benefits Management Consulting firm?	This question falls outside the scope of this RFP.
5	7	Section 1.4 Offeror Eligibility	What aspect(s) of the current administration/delivery of NYSHIP benefits does the Benefits Division believe could be addressed differently in the next five years?	This question falls outside the scope of this RFP.
6	13	Section 2.1.5 Submission of Proposal	The RFP states each original hard copy must “contain original signatures of an official(s) authorized to bind the Offeror to its provisions on all forms submitted that require	Each original hard copy of each section must contain original “wet” signatures of an authorized signatory. The remaining hard copies of each section may contain a printed copy of the

			the Offeror's signature." Can you confirm whether printed DocuSign documents are sufficient to count as "original" or does the Department require a "wet ink" signature?	signatures of an authorized signatory.
7	24	Section 2.2.4 New York Subcontractors and Suppliers	The section strongly encourages NYS businesses in the fulfillment of the requirements of the Contract. Can you confirm if the contract has any M/WBE requirements?	The ABMC Services Contract will be funded by health insurance premiums and such funding is not subject to M/WBE requirements.
8	26	Section 3.2 Premium Rate Development	Please provide a copy of the most recent 4 quarters of plan experience analysis reports.	Please see attached the quarterly experience reports for the first quarter of 2022, the fourth quarter of 2021, the third quarter of 2021, and the second quarter of 2021 for the four Empire Plan vendors (Empire BlueCross, UnitedHealthCare, CVS, and Beacon.
9	26	Section 3.2.1 Premium Rate Development, Duties and Responsibilities	Is a detailed workplan required to be submitted by July 1 prior to beginning the annual Premium Rate development task?	No
10	26	Section 3.2.1(d) Premium Rate Development, Duties and Responsibilities	Can you clarify on the expected number of meetings? Will the meetings be in person or virtual?	The only in-person meeting may be the Joint Labor Management Committee annual presentation. All other meetings, which should not exceed five a year, are expected to be virtual.
11	26	Section 3.2.1(d) Premium Rate Development, Duties and Responsibilities	Will one of these meetings involve meeting with the vendors to review their projections and fee increase requests? Will these meetings be in person or virtual?	Aside from the JLMC, all meetings are expected to be virtual. The ABMC Contractor may be asked to attend meetings with vendors.
12	26	Section 3.2.1(d) Premium Rate Development, Duties and Responsibilities	In the event of in-person meetings, how does the Department prefer those expenses be accounted into the cost? Would the expenses be subject to any reimbursement rules?	Since the Premium Rate Development cost is fixed and all inclusive, Offerors are expected to account for possible expenses associated with any in person meeting within their proposed cost for the "Annual Written Evaluation of Empire Plan Vendors Premium Rate Estimates" deliverable in Attachment 16.
13	50	Section 7.2.2 Performance Guarantee Ratings	Is this section applicable to this procurement?	Yes. The Performance Guarantee for this procurement can be found in Sections 3.4, 5.5, and Attachment 6 of the RFP.

14	50	Section 7.2.2 Performance Guarantee Ratings	What services are specifically tied to the performance guarantees? The above stated section references proposed credit to the Administrative Fee for its failure to meet each of its proposed performance guarantees, however, the financial section does not require Administrative Fees.	The Performance Guarantee is applicable to the Ad Hoc Consulting Services fixed hourly rates which are all-inclusive. As such, failure to meet this Guarantee would result in a credit to the amount the Department owes the successful Offeror for the respective Ad Hoc service.
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