

## Attachment G: Bidder Proposal Form

### Instructions

This document provides questions and prompts for the Bidder to provide additional detail that will help the Agency understand and evaluate the Bidder's approach.

Exhibits or attachments should be clearly labeled for ease of reference and provided as separate documents. This form and related exhibits or attachments should be limited to ~~75~~-100 pages. Please see RFP Section 3.1 Bid Proposal Formatting for more information. The content on this form may not be altered in any way.

Throughout your response, please demonstrate why you are well suited to perform the services contemplated under this RFP, support Iowa's Medicaid strategic plan, and achieve the outcome and key objectives identified in the RFP Purpose section.

### Notes:

- Bid Proposal Form and related exhibits or attachments shall not contain promotional or display materials unless specifically required.
- Bidder responses to questions should provide sufficient detail so that the Agency can understand and evaluate the Bidder's approach.
- Bidders are given wide latitude in the degree of detail they offer or the extent to which they reveal plans, designs, examples, processes, and procedures.

### Questions and Prompts

1. Based on previous experience, describe and provide examples of successfully completing a full transition of the Medicaid Program Integrity Operations within an expedited timeframe. Please include any dependencies and Agency resources that aided in the successful transition.

Bidder Response:

2. Please explain your approach to ensure sufficient staff are assigned to meet the deliverables outlined in the scope of work at implementation and ongoing.

Bidder Response:

3. Describe previous communication and collaboration efforts with State Medicaid Program staff, Managed Care Plans, vendor staff, providers, and general public to seek resolution for successful teaming towards a common goal or objective.

Bidder Response:

4. Describe your best practices for performing ad hoc and routine data analytic projects, including the use of artificial intelligence to detect fraud, waste and abuse in Medicaid and ensuring quality data is reported in a timely fashion. Please provide examples of your approach.

Bidder Response:

5. Describe your innovative approaches to monitor Program Integrity trends and vulnerabilities to detect potential Fraud, Waste, and Abuse (FWA) activities, including identification and implementation of safeguards for the Medicaid programs. For example, dashboards, automated reporting tools, etc.

Bidder Response:

6. Provide examples of recommended policy changes impacting quality of services and health equity for members. Describe initiatives you have deployed to monitor and support the State Agency's compliance oversight of managed care. For example, contract compliance and managed care reporting.

Bidder Response:

7. Describe your collaboration experience conducting audits and investigations of Medicaid providers and the Medicaid Fraud Control Unit (MFCU). Please include specific examples from work in other markets.

Bidder Response:

8. Please explain your creative and innovative approach to managed care oversight of program integrity using best practices in the areas of audits and investigations and data analytics. Describe specific experience or expertise that highlights your familiarity with Medicaid markets of similar size and scope.

Bidder Response:

9. Describe your experience in performing program integrity and compliance oversight audits of managed care plans' claims payments. Please include examples of audit initiation, report of findings to managed care plans and State agencies, and corrective action plans.

Bidder Response:

10. Describe your collaborative experience with the CMS' Unified Program Integrity Contractor (UPIC) to conduct joint audits and investigations of Fee-for-Service and/or managed care network providers. Provide specific examples of a successful collaboration that resulted in an overpayment recovery or referral to law enforcement. If no past experience, describe your approach to collaborating with UPIC.

Bidder Response:

11. Provide your experience working with encounter data and the validation process. Include the process for reporting of TMSIS data to CMS. Describe your approach to reconcile overpayment recoveries collected by the Managed Care Plans with the encounter data, to identify and report any discrepancies due to the reconciliation of the overpayment recoveries reported to the agency.

Bidder Response:

12. Describe experience for identifying overpayments, sending out notices, and ensuring recovery of overpayments. Include timelines and examples.

Bidder Response:

13. Describe your approach and best practices to assure quality controls are in place to review audits and investigation cases, data analytics, and reports to ensure that the work product meets or exceeds industry standards. Include specific examples.

Bidder Response:

14. Describe your approach to case manage audits and investigations. Provide examples of tools and procedures utilized to ensure cases are monitored, trended, and managed in accordance with contract standards.

Bidder Response:

15. Describe your specific experience supporting a State agency with the Payment Error Rate Measurement (PERM) audit, such as conducting claims research, monitoring error findings, identifying corrective action plans, and issuing overpayment recovery notices for PERM errors.

Bidder Response:

16. Describe your innovative approaches to identifying Medicaid program gaps and vulnerabilities, including vulnerabilities within policies and rules to determine areas for recommendation of cost containment and cost avoidance.

Bidder Response:

17. Describe your approach to analyzing data to ensure managed care plans are in compliance with federally mandated edits and audits, such as NCCI, Medically Unlikely Edits, Inpatient Procedures and CPT guidelines. Please provide specific examples.

Bidder Response: