

# RFP MEDIOMC27001 Notice

## **Notice of Evaluation Methodology for Proposals for Iowa Dental Wellness Plan and Hawki Dental Pre-Paid Ambulatory Health Plan (PAHP) RFP**

**April 23, 2025**

The Iowa Department of Health and Human Services (“Agency”) is providing notice regarding aspects of the evaluation process for RFP MEDIOMC27001. The following are details regarding how the proposal scoring referenced in RFP Section 4.3 will be conducted.

### **Financial Stability**

The Agency will review the financial stability of each Bidder after Bid Proposal submission. Bidders without sufficient financial stability, as determined at the Agency’s discretion, may be removed from further consideration.

The Iowa Insurance Division (IID) will review the NAIC number and financial statements submitted by each Bidder as well as, at IID’s discretion, other information available to them. IID will make an initial pass/fail recommendation to the evaluation committee regarding the financial stability of each Bidder. The Agency may request clarifications or additional information from Bidders in connection with its review. The final decision as to whether a Bidder passes or fails the financial stability review will be made by the evaluation committee.

### **Written Technical Proposal Responses**

Points for Bidder’s written technical proposal responses will be assigned based on the Bidders’ response to RFP Sections 3.2.3, 3.2.4, and 3.2.5. Bid proposals that pass the mandatory requirements and financial stability review steps will be scored against the criteria in the table below.

The Agency reserves the right to obtain and consider information from other sources concerning a Bidder, such as the Bidder’s capability and performance under other contracts, and the Bidder’s authority and ability to conduct business in the State of Iowa. Such other sources may include subject matter experts. (See RFP Section 2.17, Information from Other Sources).

Criteria	SoW/RFP Section	Weight	Potential Maximum Points
<b>RFP Section 3.2.3 “Information to Include Behind Tab 3: Bidder’s Approach to Meeting Deliverables”</b>			
General	A (SoW)	15	60
Enrollment and Disenrollment	B (SoW)	30	120
Beneficiary Notification	C (SoW)	30	120
Payment	D (SoW)	35	140
Providers and Provider Network	E (SoW)	40	160
Coverage	F (SoW)	30	120
Quality, Care Coordination, and Utilization Management	G (SoW)	40	160
Grievances and Appeals	H (SoW)	25	100
Program Integrity	I (SoW)	30	120
General Terms and Conditions	J (SoW)	20	80
Health Information Systems and Enrolled Member Data	K (SoW)	35	140
Termination	M (SoW)	15	60
Reporting	N (SoW)	25	100
<b>RFP Section 3.2.4 “Information to Include Behind Tab 4: Bidder’s Experience”</b>			
Bidder’s Experience	3.2.4 (RFP)	15	60
<b>RFP Section 3.2.5 “Information to Include Behind Tab 5: Personnel”</b>			
Personnel	3.2.5 (RFP)	15	60
<b>Total Points</b>		<b>400</b>	<b>1600</b>

\*SoW refers to RFP Attachment F: Contract and Scope of Work – Section 2: Program Specific Statements

## Oral Presentations

At the discretion of the Agency, the Bidder may be required to provide a presentation of the Bid Proposal on the date(s) provided in the RFP Procurement Timetable unless the

Bidder is notified of a change prior to the presentation date(s). The determination as to need for presentations, the location, order, and schedule of the presentations is at the sole discretion of the Agency.

If presentations of Bid Proposals are requested, presentations may be limited to Bidders within a competitive range as determined at the sole discretion of the Agency. The competitive range comprises the most highly rated Proposals, and Bidders outside this range are removed from further consideration. The Agency reserves the right to create a short list/competitive range regardless of whether the Agency requests Bidder presentations.

Bidders will be given additional instructions on what to prepare, timing, and attendance information prior to the oral presentations. The presentation shall not materially change the information contained in the Bid Proposal. Oral presentations will be scored against the criteria in the table below.

Criteria	Weight	Potential Maximum Points
Overview of Bid Proposal	10	40
Response to Agenda Questions	25	100
Response to Additional Questions	10	40
<b>Total Points</b>	<b>45</b>	<b>180</b>

### Scoring Methodology

During the evaluation process, the written technical proposal responses and oral presentations (if held) will be scored against each of the scoring criteria on a scale ranging from 0-4. Scores will be assigned based on the sole judgement of the evaluation committee, as follows:

4	Bidder has agreed to comply with the requirements and provided a clear and compelling description of how each requirement would be met, with relevant supporting materials. Bidder's proposed approach frequently goes above and beyond the minimum requirements and indicates superior ability to serve the needs of the Agency.
3	Bidder has agreed to comply with the requirements and provided a good and complete description of how the requirements would be met. Response clearly demonstrates a high degree of ability to serve the needs of the Agency.

2	Bidder has agreed to comply with the requirements and provided an adequate description of how the requirements would be met. Response indicates adequate ability to serve the needs of the Agency.
1	Bidder has agreed to comply with the requirements and provided some details on how the requirements would be met. Response does not clearly indicate if all the needs of the Agency will be met.
0	Bidder has not addressed any of the requirements or has provided a response that is limited in scope, vague, or incomplete. Response did not provide a description of how the Agency's needs would be met.

When written technical proposal responses and oral presentations (if held) are evaluated, the total points for each component are comprised of the component's assigned weight multiplied by the score the component earns. All sections are scored on a scale of 0 to 4, with a 4 receiving the full amount (100%) of potential maximum points, a 3 receiving 75% of the potential maximum points, a 2 receiving 50% of the potential maximum points, a 1 receiving 25% of the potential maximum points, and a 0 receiving no points. Points for all components will be added together. The evaluation components, including maximum points that may be awarded, are listed above. For example, if a criterion has a weight of 15, it therefore has 60 potential maximum points. In this case, a score of 3 would lead to a weighted score of 45.

The weighted score across all criteria will be summed to arrive at a total score, first for the written technical proposal responses and then secondly for oral presentations (if held). The combined, weighted scores for the written technical proposal and the oral presentation (if held) will be considered the total technical score for that Bidder.