

Revised 6/17/09

**REQUEST FOR PROPOSALS (RFP)
FOR WORKERS' COMPENSATION THIRD PARTY ADMINISTRATOR
(PUR 09-059)**

QUESTIONS/ANSWERS/CLARIFICATIONS

UPDATED 6/17/09

>>> On 6/15/2009 at 10:59 AM, Susan Legare <SLegare@Intercareins.com> wrote:

Hi Stephanie;

I have a question about Licensing Requirements (section 1.13 of the RFP). Do we need a city of Stockton Business License for this bid?

Thank you for your time.

Susan Legare
Intercare, Vice President
Business Development
office. 916-677-2503
cell. 916-844-4016
email. slegare@intercareins.com

CITY RESPONSE

Not at this time. The selected TPA will be required to obtain a business license when contract is awarded.

>>> On 6/15/2009 at 8:51 AM, "Green, Charlie" <Charlie.Green@CORVEL.COM> wrote:

Stephanie,

Do you want us to respond to the questionnaire section only? Or should we respond to the other sections (1.0 through 3.5) as well?

Charlie Green | Account Executive
CorVel Corporation | Gold River, CA
2355 Gold Meadow Way, Suite 100 | Gold River, CA 95670
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(<http://www.corvel.com/>)

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CITY RESPONSE

Both the questionnaire and certain RFP sections require responses.

>>> On 6/11/2009 at 4:36 PM, "Arcenio Reyes" <AReyes@keenan.com> wrote:

Hello Ms. Chain,

We are in the process of responding to RFP# PUR 09-059 and would like some clarification on a few issues.

- 1) The RFP did not indicate whether or not you would be scheduling Oral Interviews of candidates. Does the city intend to interview finalists? If so when do you anticipate the time frame to be?
- 2) When does the Current Workers' Compensation Third Party Administration Contract expire?
- 3) With respect to Attachment 1, much of the response section of the landscape-oriented table indicates "please attach". Can you verify whether or not it would be ok to recreate all of your questions in portrait orientation and respond to each item in the file we recreate versus attaching separate pages for those questions? Or would you prefer for respondents to attach forms as indicated?

Please advise at your earliest opportunity.

Thank you,

Regards,

Arcenio Reyes

Arcenio Reyes
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CITY RESPONSE

1. a. Yes
b. By July 15, 2009
2. 8/31/2009
3. Either way is fine as long as all questions/answers are in the same order.

UPDATED 6/15/09

>>> "Gary Archibald" <garchibald@ics-claims.com> 6/15/2009 1:01 PM >>>

You are requiring a proposal security of \$2,000 for the above RFP. Can this just be a check written on our operating account payable to the City or does it have to be a certified or cashier's check?

Gary Archibald, President & CIO
Innovative Claim Solutions
916-851-7020
916-852-0642 fax

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Thank you

CITY RESPONSE

The proposal security must be cash, a proponent's bond, certified or cashier's check. Please see section 1.24 of the RFP.

>>> On 6/9/2009 at 6:35 AM, "Thomas, Kathy" <Kathy.Thomas@acs-inc.com> wrote:

The City has an opportunity to realize a significant decrease in costs by unbundling medical bill review and contracting directly with ACS ComplIQ for those services. We can almost certainly cut your medical bill review expenses by half or more. This decrease in administrative costs can be substantial. In many cases, it can be a savings of 10% of your total medical expenses for your workers' compensation program. This reduction in costs is purely administrative and in no way impacts the medical care your injured workers will receive or the choice of doctors they can use.

Additionally ACS ComplIQ can give you access to the Anthem Blue Cross of California worker's compensation PPO network. This network offers by far the best overall PPO savings in the state. Ask your TPA for a report showing your current medical PPO savings. Through the Blue Cross network, we can likely double, triple, even quadruple those savings. Again, without impacting quality of care or physician choice. Ask your current TPA if they have given you access to the Anthem Blue Cross of California network. Most cannot. ACS ComplIQ can.

The RFP states what the City is paying for medical bill review is "lower than the state rate". The fees for medical bill review and PPO access are not regulated by the state. Significantly lower fees for bill review and PPO discounts are available through ACS ComplIQ. In these trying economic times, cutting this substantial expense in half or more can make a very real impact on your city's budget. Will the City unbundle bill review from the TPA services?

Thank you,
Kathy

Kathy Thomas
National Sales Manager
ACS ComplIQ
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cell (909) 816-0300
(https://infobank.acs-inc.com/digital_accessories/ACS-Sig.gif)

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CITY RESPONSE

The City is not taking separate bids on the managed care/bill review/utilization review but wanted to have each Third Party Administrator break out their fees for each of the services for consideration. Currently Bragg does our bill review, but Corvel does our utilization review services/nurse case management. We will be keeping these services unbundled.

UPDATED 6/11/09

>>> On 6/5/2009 at 7:35 AM, "Brandon Beaver" <Bbeaver@Aims4Claims.com> wrote:

Hi Stephanie

I hope your doing well. I know we talked about this before. I received the cities RFP and wanted to know if managed care (Bill Review, Utilization Review) can be bid stand alone?
Take care, have a wonderful weekend!

Brandon Beaver
Exec. VP of Sales & Marketing
AIMS
(916) 563-1900

CITY RESPONSE

The City is not taking separate bids on the managed care but wanted to have each bidder break out their fees for each of the services. Currently Bragg does our bill review, but Corvel does our utilization review services/case management. We will be keeping these services unbundled.