

## Replacement MMIS RFI #6



### Request for Information (RFI)

July 2, 2013

### Instructions for Responses

1. South Carolina Department of Health and Human Services (SCDHHS) would like to receive responses to this RFI by **August 5, 2013**. Please send your response via e-mail to [fbo@scdhhs.gov](mailto:fbo@scdhhs.gov).
2. SCDHHS may copy your response to other storage media to facilitate review by its staff.
3. Vendors may mark portions of their responses as confidential in accordance with South Carolina Code of Laws and Regulations. Guidance on the proper marking of your response can be found at:

[http://www.mmo.sc.gov/MMO/webfiles/MMO\\_Legal/Documents/FOIA\\_page.pdf](http://www.mmo.sc.gov/MMO/webfiles/MMO_Legal/Documents/FOIA_page.pdf).

While the referenced document is intended for vendor bids, the general guidance and references to statutes and rules are relevant to an RFI response. **If you submit a response containing confidential material, please submit a redacted version** that the State can use to respond to Freedom of Information Act requests.

4. This RFI is issued solely for market research, planning, and informational purposes and is not to be construed as a commitment by the State to acquire any product or service or to enter into a contractual agreement.
5. Any costs incurred by a party in preparing or submitting information in response to the RFI are the sole responsibility of the submitting party.

## Replacement MMIS RFI #6

### 1 Purpose

The State is seeking feedback on its draft Acquisition Strategy for the Replacement Medicaid Management Information System (MMIS) program. The State intends to accomplish the following goals via publishing this draft:

- Provide guidance to the vendor community on the program's planned direction to help vendors determine if they are likely to be able to contribute to the program.
- Seek feedback from vendors on the quality, feasibility, and risks associated with the strategy

The State encourages vendors and other interested parties to provide feedback in response to this RFI or any part thereof.

*This document is not a Request for Proposals (RFP). The State is not seeking proposals at this time.*

### 2 Background

On November 29, 2012, the State published RFI 5A and RFI 5B concerning the Replacement MMIS. The State received numerous excellent responses and thanks the vendor community for its feedback. In addition, the State conducted meetings and demonstrations with a subset of the respondents for the purposes of gaining additional feedback. These meetings were focused primarily on respondents presenting relatively complete solutions associated with the two RFIs. A number of other respondents submitted ideas for solutions that focused on a narrower range of needs (e.g., fraud detection). Due to limited time, the State was unable to conduct any further conversations with these respondents; however, the State may consider future discussions, meetings, or demonstrations with these or other vendors as it considers more detailed aspects of its strategy.

Subsequent to conducting vendor meetings, the State submitted an Implementation Advance Planning Document Update (IAPDU) to the Centers for Medicare and Medicaid Services (CMS) for the Replacement MMIS. CMS has approved that IAPDU.

Attached to this RFI is a draft of the State's Acquisition Strategy. This strategy document is aligned with the IAPDU (including substantial reuse of the text and diagrams from the IAPDU). The Acquisition Strategy builds on the IAPDU by addressing certain topics in more detail than is typical for an APD. In addition, the State is working on other aspects of the strategy that are not yet mature enough for this draft. In particular, the life-cycle support strategy and the technical strategy need further embellishment, and the management strategy may be best addressed via Requests for Proposals (RFPs).

### 3 Submission Request

The State requests that vendors respond to the items below in writing by **August 5, 2013**.

#### General Question:

1. What is your general feedback on the strategy presented in the draft Acquisition Strategy?

## Replacement MMIS RFI #6

### Program Goals:

2. Do you have any recommended changes to the program goals shown in Section 2?

### Business and Technical Operations Strategy:

3. Do you concur with the State's analysis of the market described in Section 3.1.2? If not, how would you correct the State's assessment?
4. What is your feedback on the "managed fee-for-service" concept described in Section 3.1.2?
5. Is the concept diagram presented in Figures 3-5A through 3-5E clear? What questions do you have for the State concerning this diagram or the concepts represented in it?
6. The State understands the challenges of being its own integrator. Is there any advice you wish to provide the State that might help it succeed in this task?
7. How would you recommend allocating the major integration duties discussed in Section 3.2.3 between the State and one or more vendors?
8. Do you concur with the concept of breaking out Provider Management into a separate function with a separate business operations vendor and separate system?
9. How would you recommend contractually combining/breaking out the Analytics business and technical services discussed in Section 3.2.5? Should these be combined into a single contract or multiple contracts?
10. The State spoke to a number of vendors concerning the concept of an analytics framework. While the vendors had impressive tools to demonstrate, the State was not comfortable that the concept of a "supported framework" existed in the market at this time. The solutions seemed to consist either of general purpose tools or complete/relatively complete analytics systems. What is your opinion on the availability of analytics frameworks suitable for Medicaid?
11. The State has pared down the scope of Administrative Services substantially compared to that discussed in RFI 5B in order to commoditize the services to a greater extent. What is your feedback on the scope and approach to Administrative Services?
12. In Section 3.2.7, the State describes its intent to have the ASO system manage details of FFS claims processing, including fund assignment and calculating the Federal Medical Assistance Percentage (FMAP) rates, and then the South Carolina Enterprise Information System (SCEIS) is used to process the fund requests. What risks do you see with this model? Are there other models the State should consider?
13. What are your recommendations for the scope and services to be performed for care management in the Administrative Services contract?

### Procurement and Contracting Strategy:

14. What is your feedback on the procurement and contracting strategy?

### Schedule Strategy:

15. Is the planned schedule realistic? Do you have any recommended changes?

## **Replacement MMIS RFI #6**

### **Technical Goals and Strategy:**

16. What is your feedback on the Integration technical strategy?
17. What is your feedback on the Provider Management technical strategy?
18. What is your feedback on the Analytics technical strategy?
19. What is your feedback on the Administrative Services technical strategy?

### **Training Strategy:**

20. What is your feedback on the training strategy?

### **Intellectual Property Objectives:**

21. What is your feedback on the intellectual property objectives?

### **Key Risks:**

22. What is your feedback on the risks listed in the Section 10?
23. Do you have any additional risks you recommend adding to the list?

### **Insource/Outsource Matrix:**

24. What is your feedback on the three sections of the insource/outsource matrix?

### **Other:**

25. Do you have any other feedback to provide to the State?

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*Thank you for your interest in the State of South Carolina*

**Replacement MMIS RFI #6**

**Attachment 1. Draft Replacement MMIS Program Acquisition  
Strategy**