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Fwd: Letter of Clarification, RFP #YH24-0002, H2O PA RFP

1 message

Meggan LaPorte <Meggan.LaPorte@azahcccs.gov> Thu, May 23, 2024 at 11:37 AM
To: Meggan LaPorte <meggan.laporte@azahcccs.gov>

---------- Forwarded message ---------
From: Marcus, Eric <Eric.Marcus@azblue.com>
Date: Thursday, May 23, 2024 at 9:50:37 AM UTC-7
Subject: Letter of Clarification, RFP #YH24-0002, H2O PA RFP
To: Procurement@azahcccs.gov <Procurement@azahcccs.gov>
Cc: Policky, Diana <Diana.Policky@azblue.com>, Ladich, Matthew <matthew.ladich@azblue.com>, Van Ness, Michael <michael.vanness@azblue.com>

Ms. LaPorte,

We are in receipt of your Letter of Clarification, RFP #YH24-0002, H2O PA RFP dated May 17, 2024 and are pleased to respond to your questions as follows:

1. Except for outreach and education services, AHCCCS envisions the process to be that the provider will submit the action (invoice and/or service) to the H2O PA Contractor, then the H2O PA Contractor turns the action into a claim and submits to AHCCCS, AHCCCS pays the H2O PA Contractor then the H2O PA Contractor pays the provider. Please confirm if Health Choice's proposed methodology and cost is in line with this process. If another process was assumed, please provide details.

Response: This outlined process is in agreement with Health Choice's proposed methodology and cost proposal.

2. In your fixed cost proposal, how many FTEs are assumed for your proposed cost, under the line item "Establish Network of H2O Providers"?

Response: We have allocated $1,770,995.81 to the line item "Establish Network of H2O Providers" which involves the following FTE breakdown:

- 19 Specialized Community Health Workers (CHWs) have 70% time devoted to this line item.
- 3.7 FTEs at 100%
- A 100% FTE Expansion Administrator.
- 1/7th time allocation from the Workforce Development Administrator and the proposed H2O Director.

Thus, this line item involves 26 overall positions at various levels of percent commitment.

3. In your per claim cost proposal, how many claims are assumed per year?

Response: We assume with 13,000-15,000 possible H2O participants (going with the mid-range value of 14,000), with 45% fully enrolled in year 1, each receiving an average of 5 months of housing services in year 1 and an additional 5 other billing events per year beyond services that are reimbursable under current AHCCCS policies, that there would be approximately 63,000 total claims generated. For budget purposes, we based the "per claim" cost of $5.39 on what it actually

costs to process all DSNP and ACC claims over 1 year, assuming a 15% IT cost in addition to the 100% actual claims cost (based on a review of existing vendors).

Please let us know if you have any additional questions.

Best regards,

Eric

Eric Marcus, JD

Director, Social Determinants of Health & Grants Administrator

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