

# University of New Mexico Hospitals

Request for Proposals

Addendum No. 5

**RFP P481-22 Employee Medical and RFP P482-23  
Pharmacy Benefit Manager PBM**



**Due Date: June 14, 2022, 2:00 p.m. MST** The time and date proposals are due shall be strictly observed.

## Addendum Number Five (5)

# RFP P481-22 Employee Medical and RFP P482-23 Pharmacy Benefit Manager PBM

### Q & A

Question: In reviewing the RFP you put out for UNM Hospital, it looks to me like it's a request for a bundled medical/pharmacy benefits solution, and not a standalone PBM-only solution. For example, one of your requirements is that the proposal include stop loss services – this is not something any PBM would be able to provide.

Answer: Yes we are looking at stand-alone options. Anything referencing stop loss on the PBM RFP P482-23 can be ignored.

Document	Section/Verbiage	PHP Question	RESPONSES
rfp-p482-23-pharmacy-benefit-manager-pbm-final	General	This is a short turn around time, will UNM consider allowing more time for final RFP Responses?	No. 4 weeks is plenty of time.
rfp-p482-23-pharmacy-benefit-manager-pbm-final	2.6 SAMPLE AGREEMENT and BUSINESS ASSOCIATES ADDENDUM (BAA): The successful respondent will be required to enter into an Agreement with the Regents of the University of New Mexico, for its public operation known as University of New Mexico Hospital.	Are bidders required to submit a sample agreement during RFP submission or only if awarded the RFP?	Yes

rfp-p482-23-pharmacy-benefit-manager-pbm-final	<b>3.6.1 Total Project Cost – Complete Exhibits O</b>	PHP assumes this is the fee for these services and claim costs should not be included.	Correct
rfp-p482-23-pharmacy-benefit-manager-pbm-final	3.6.2 Additional Pricing Information: Offeror shall provide detailed prices/discounts for each section in the RFP where prices/discounts may also apply. If so, please itemize them. For example, Year one and subsequent Annual cost or future enhancement cost. Otherwise, it will be UNMH's understanding and expectation there are no other fees, costs or expenses associated therein the response to the proposal.	Can bidders use Exhibit O Cost Sheet to add additional lines and detail these costs?	Yes
Exhibit O Cost Sheet	Services Provided	Can bidders add lines to include Fees not listed in Exhibit O?	Yes
Exhibit P - Pharmacy Questionnaire	The Client requires that the AWP used to calculate the claim is the current, post-settlement AWP as published AND VERIFIABLE by a nationally-recognized pricing reference, and that a single AWP pricing source is used (i.e., First Databank or Medi-Span)	Beginning 1/01/24 PHP will use NADAC pricing. This is completely transparent to clients. If needed PHP can quote proposed AWP discounts.	We appreciate the information but we have to evaluate everyone consistently. Please quote AWP discounts.

Exhibit P - Pharmacy Questionnaire	Discounts & Discount Guarantee Calculations Requirements: Bidder agrees to exclude the following from all contract discounts and discount calculations:	Where can bidders list additional exclusions from Rebates and Discounts? Example: 340b claims.	Since this is in Excel you may add extra rows. Please put them in a different color or highlight them so they stand out.
Exhibit P - Pharmacy Questionnaire	28 -31 MAC Pricing	Beginning 1/01/24 PHP will use NADAC pricing rather than MAC. This is completely transparent to clients. Can PHP provide description of NADAC pricing program?	We appreciate the information but we have to evaluate everyone consistently. Please quote provide MAC pricing.
Exhibit P - Pharmacy Questionnaire	34 Are the rebate guarantees based upon a highly exclusionary formulary?	Please define "highly exclusionary formulary"	An example would be a formulary that excludes PPIs because they are available OTC. Basically it is restricting members to certain drugs or drug classes to contain costs rather than provide the most access.
Exhibit P - Pharmacy Questionnaire	38 What is the estimated rebate per employee per month you anticipate for UNMH?	Exhibit R - Rebates requests PNPC Rebate Guarantees. Can all Rebates be standardized to PMPM or PEPM basis?	Please provide PNPC so we can evaluate consistently, however, PMPM or PEPM can be provided as well.
Exhibit P - Pharmacy Questionnaire	Maximum Allowable Cost (MAC) Program 79 - 88	Beginning 1/01/24 PHP will use NADAC pricing rather than MAC. This is completely transparent to clients. Can PHP provide description of NADAC pricing program?	We appreciate the information but we have to evaluate everyone consistently. Please quote provide MAC pricing.

Exhibit R - Rebates	Per Net Paid Claim (PNPC) Rebates	PHP collects rebates on a Per Member Per Month (PMPM) basis or Per Employee Per Month (PEPM). Can PHP provide estimates on a PEPM or PMPM basis rather than PNPC basis? (Exhibit P - Pharmacy Questionnaire Requests PNPC estimates)	Please provide PNPC so we can evaluate consistently, however, PMPM or PEPM can be provided as well.
Exhibit S - Formulary Disruption	Formulary Disruption	In order for PHP to provide formulary disruption we will need an NDC level file from UNM that indicates the current Formulary Status of each drug and tiering.	This is part of the repricing file.
Exhibit S - Formulary Disruption	Formulary Disruption	How should bidders identify drugs that will add or remove Step Therapy, PA required? Can UNM provide standardized change type identifiers.	Please answer on what drugs require step therapy or PA in your formulary.
Exhibit S - Formulary Disruption	Formulary Disruption	There is not a non-preferred generic designation in the provided SBCs, how will bidders identify these changes?	please indicate in column H of the repricing file where the drug falls in your formulary.
Exhibit N	19 Service Credits: Do you agree to provide a \$60,000 service credit to be used to conduct a medical claim audit (in year 1, 2 or 3 of the contract)?	Would these fees be additive to the fees listed in questions 40, 41 and 43 of Exhibit P? Can UNM provide total at risk for these fees?	The medical audit is separate from the PBM audit, therefore, the request for fees is separate. These are fees paid to a vendor to conduct the audit.

Exhibit P - Pharmacy  
Questionnaire

1 Indicate if your firm has submitted  
a Traditional (transparent) or Pass  
Through Quote

Can UNM provide a definition of  
Traditional (Transparent) offer?

under a transparent contract  
UNMH acknowledges that the  
PBM is making a "spread" on  
scripts; however, it is imperative  
that discounts and rebates are  
disclosed (i.e. transparent).