



# Exchange Transition Planning Assistance

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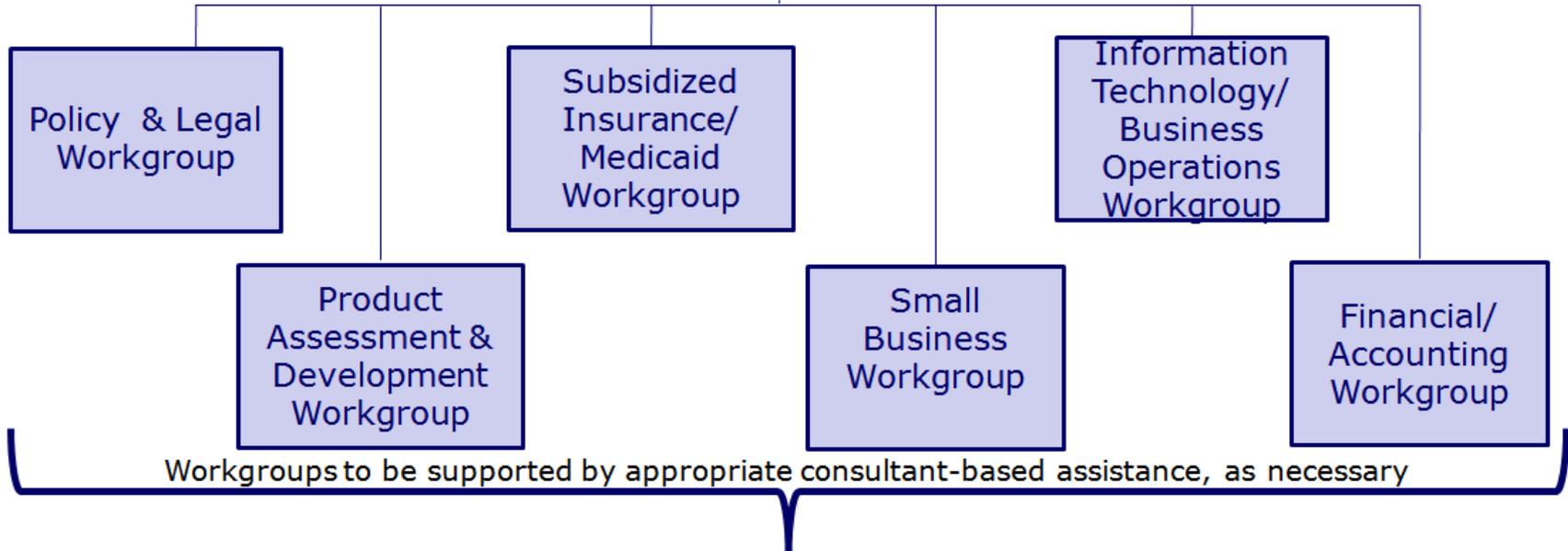
# Exchange Planning Grant

- Health Connector was awarded \$1M grant from the Center for Consumer Information and Insurance Oversight (CCIIO)
  - These funds solely to be used for research and planning purposes
  - Grant is for period from October 1, 2010 – September 30, 2011



# Exchange Planning Structure

- Health Connector established 6 workgroups





# Exchange Transition Planning Request for Proposals (RFP)

- RFP for Exchange Transition Planning Assistance issued in March 2011
- Scope of services included:
  - Formulation of a strategic plan, considering and informed by:
    - Analysis of the major policy questions before the Health Connector
    - Research and analysis relative to the population served by the Health Connector
    - Evaluation of the Information Technology (IT) and business operations infrastructure and needs, in collaboration with Early Innovators vendor
    - Product assessment and development needs
    - Review of existing and necessary financial, accounting, and auditing models
  - Project management



# Exchange Transition Planning Request for Proposals (cont)

- Six responses were received on April 8, 2011
- Procurement Management Team reviewed responses and invited selected Bidders to return for an oral presentation



# Exchange Transition Planning Request for Proposals (cont)

- Bidders were evaluated based on the following criteria:
  - Understanding and knowledge of key Exchange requirements per the Affordable Care Act (ACA) and the unique issues facing the Health Connector;
  - Comprehensiveness and soundness of the proposal and methodological approach;
  - Qualifications and relevant experience of the Bidder and of the particular project team assigned to the project;
  - Ability to meet the proposed project deadline of September 2011; and
  - Overall value of the proposal.



# Exchange Transition Planning Scoring Summary

Bidder	Score
Manatt Health Solutions/Mercer	78
Bidder B	67
Bidder C	65
Bidder D	60
Bidder E	48
Bidder F	36

*Five of the six bids came in with a financial proposal of \$500,000 - \$545,000. Only one bidder submitted a financial proposal that was lower than this range. Finances were one component of the multiple criteria used for overall scoring (highlighted on the prior page).*



# Exchange Transition Planning Recommendation

- Health Connector recommends contracting with Manatt Health Solutions/Mercer for the scope of services identified in the RFP:
  - Demonstrated particularly strong knowledge of the ACA and ways in which this legislation should be considered in terms of new opportunities for MA
  - Strong existing working relationships with federal officials and ability to quickly acquire, synthesize, and translate relevant policy and regulatory developments to the Health Connector
  - Strong relevant experience in subsidized insurance, which is critical to supporting the Subsidized Insurance work group and the questions before it, and in Exchange work in other states
  - Able to hit the ground running and meet project completion date, despite tight timeline, given current state of knowledge, project management approach, and enthusiasm and energy displayed for this project by project staff
- Health Connector requests Board vote to approve this contract (\$545,000)