

Questions and Responses
September 7, 2022
Western Maryland Skilled Nursing Facility Services
MDH/OCMP 23-19686
eMMA#: BPM031344

- 1) Will the third-party vendors be able to bill and be paid directly for the services they will provide?

Response: All third-party vendors are responsible for billing the Offeror who is responsible for reimbursing third-party vendors. The Maryland Department of Health (“MDH”) is not responsible for payments to the prime Contractor’s subcontractor.

For example: The Contractor is billed by their MBE and the Contractor is responsible for payments to the MBE. The MBE payments are the established goal percentage of the prime's total contract price (e.g., to be compliant, if the Contractor has been paid \$200,000 for a month of services, \$10,000 of that payment should go to the MBE for their services for that month). As the MBE is the prime's subcontractor, we do not get billed or pay them. The prime, to be compliant with the established goal for the MBE must send MDH the D4 forms as applicable to the contract monitor to record the payments and ensure the prime is being compliant with the goal indicated in their contract. However, the Department does not tell the prime how they should pay their subs, but by the end of the contract base term of 5 years, in order to exercise the first option year, the prime must have a record with MDH that provides proof of being compliant with the established goal.

NOTE: The only portion of the offeror's proposal subject to the MBE participation is the portion MDH would be paying as the Program Administration Fee. The offeror would be responsible for 5% of that total cost for the base period and, if exercised, each subsequent option renewals.

Costs associated with the non-competitive rates that are set by Medicaid and billed to the third party insurance and those same cost that are billed to Maryland for the uninsured residents are not subject to the MBE goal participation.

- 2) Please confirm how many residents are currently enrolled in the program and would be eligible to have their care awarded and transferred to a new facility?

Response: The current census for the skilled nursing program is 38 residents. All current residents are eligible to have their care awarded and transferred. It is to be noted that the resident population is constantly changing but all residents are eligible to have their care awarded and transferred.

- 3) Please provide some detail as to the extent of care being provided to the current residents. Information regarding how many residents require specialized clinical care vs regular long-term care would be very helpful in determining our capacity at each facility.

Response: To clarify, all the residents meet criteria for needing Skilled Nursing level of care. Additionally, not all residents are the same--some are total assist with frequent interventions, while others may be mod assist with ADLs and morning routine, but are modified independent once in their wheelchair and with the right supports. Residents may require vent services.

- 4) What is meant by a Program Administration fee?

Response: The Program Administration Fee is explained in Section 2.3.5.2 of the RFP. Please review the scope of work and responsibility sections of the RFP in its entirety.

- 5) How to approach the 10 beds requirement?

Response: We are asking offeror to have a minimum of 10 beds, so if more beds are available in a unit, an offeror can propose their maximum

- 6) Are there consultants that MDH knows of who this (RFP) process before that Providers have done can reach out to?

Response: MDH does not have recommendations for consultants that we can provide. I am sure there are procurement consultants that can be googled.

- 7) Are WBENC acceptable for MBE participation?

Response: Only MDOT certified MBE will be acceptable. If you know of an vendor that you would like to utilize that you're familiar, I strongly suggest they begin their certification process now. MBE certification is required at the time of proposal submission.

- 8) If an Offeror has 2 facilities that cover the program area- are they submitting a proposal for each of the two (2) facilities, or one proposal?

Response: One proposal can be submitted for with any differences between the locations highlighted. Please provide a separate financial form for each facility.

- 9) What to do if you have eMMA issues:

Response: eMMA's help desk email address is: emma.helpdesk@maryland.gov
If you feel you're not getting a response from eMMA in a reasonable time, you may reach out to the Procurement Officer for assistance.