

## Sherley, Tami [PU]

**From:** Howe, Chris [PU]  
**Sent:** Friday, May 18, 2012 1:29 PM  
**To:** Sherley, Tami [PU]  
**Subject:** Notification of KanCare Schedule Change

Sent on behalf of the State of Kansas Procurement Negotiating Committee:

Within the KanCare procurement schedule shown below, Event #20, "Intent to award and draft contract are sent to selected vendors" has been changed.

Please note the "May 18, 2012" date cell has been changed to read "No later than the end of the month of May 2012".

REVISED MCS PROCUREMENT SCHEDULE		
NOTICE: The State reserves the right, at its sole discretion, to adjust this schedule as it deems necessary.		
EVENT		DATE
1	State Releases MCS RFP	November 8, 2011
2	Pre-Bid Vendor Conference (Not Mandatory)	November 17, 2011 10:00 AM Central Time
3	Deadline for Submitting Written Questions Requesting Clarifications	November 30, 2011 12:00 noon Central Time
4	An Optional Pre-Bid with the State's actuaries will be held on <b>November 30, 2011: 11:00 – 1:00PM (CST)</b> at the Eisenhower State Office Building, 700 SW Harrison, Auditorium B, Topeka, Kansas. <u>Conference Call Information:</u> 1) Dial-in: 866-620-7326 Conference Code: 2887443018	November 30, 2011 11:00 AM Central Time
5	Deadline for State to Post Final Responses to Written Questions	December 12, 2011
6	A Mandatory Pre-Bid Conference/Teleconference with the State's actuaries at a date to be announced in mid to late December, 2011.	December 28, 2011
7	Deadline for Submitting Follow-up Written Questions Requesting Clarifications	December 30, 2011 12:00 noon Central Time
8	Deadline for State to Post Final Responses to Follow-up Written Questions and updates to the Data Book	January 13, 2012
9	Deadline for Submitting Follow-up Written Questions Requesting Clarifications	January 18, 2012
10	Deadline for State to Post Final Responses to Follow-up Written Questions and updates to the Data Book	January 26, 2012
11	Deadline for State to Post Details / Ranges of Assumptions and LCE	January 26, 2012
12	Final Actuarial <b>Mandatory</b> Prebid Conference <b>January 31, 2012: 9:30AM – 3:30PM(CST)</b> at the SRS Learning Center, Room A and B, 2600 SW East Circle Drive South, 2 <sup>nd</sup> & MacVicar, Topeka, Kansas 66606 <u>Conference Call Information:</u> 1) Dial-in: 866-620-7326 Conference Code: 2887443018	January 31, 2012
13	Technical Proposal Submission Deadline (RFP Technical Closing Date)	<b>January 31, 2012</b> <b>2:00 pm Central Time</b>

14	Cost Proposal Submission Deadline (RFP Cost Closing Date)	<b>February 22, 2012 2:00 pm Central Time</b>
15	Division of Purchases notifies vendors selected for further negotiations.	March 23, 2012
16	Vendors submit evidence that 50% of provider network is in place.	March 30, 2012
17	Face-to-face negotiations with selected vendors begin.	April 3, 2012
18	Final questions and instructions are sent to vendors.	April 9, 2011
19	Due date for vendors' answers and revised offers	April 16, 2012
20	Intent to award and draft contract are sent to selected vendors.	<del>May 18, 2012</del> No later than the end of the month of May 2012
21	Final negotiations or terms and conditions are completed.	June 15, 2012
22	Final contract is sent to Contractors for signature	June 22, 2012
23	Signed contracts are due from Contractors	June 29, 2012
24	Signed contracts are sent to CMS for approval	June 29, 2012
25	Receive CMS approval	August 29, 2012
26	Contractors are notified of CMS approval and begin work on first deliverables	August 30, 2012
27	Contractor deliverables (provider contracts, beneficiary booklets, etc.), are received for review and approval. Contractor works on providers network development and with the fiscal agent to develop and test all of the necessary interfaces (rosters, providers files, encounter data, RA, TPL info)	September 21, 2012
28	Contractors must submit evidence that 90% of provider network is in place	October 12, 2012
29	Contractors must have 90% of implementation activities finalized.	October 12, 2012
30	100% of implementation activities are finalized.	November 16, 2012
31	Notifications and enrollment options are sent to beneficiaries.	November 28, 2012
32	Old MCO Contracts Expire	December 31, 2012 12:00 Midnight Central Time
33	New Contracts take Effect and Services Rendered Under New CONTRACT(S)	January 1, 2013 12:00:01 AM Central Time

## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Thursday, May 17, 2012 3:47 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Kari Bruffett; Swartz, Christiane [KDHE]; Swanson, Effie [KDHE]  
**Subject:** Question for Sunflower and United Health Care

Tami

In reviewing the bidders LCE's submitted this week, Sunflower and United Health Care , did not have a cell for Final CY13 Premium. This cell for some reason was not on the LCE template sent out for this last request. However, the other three vendors added the cell and populated it with their Final CY13 Premium for year one.

I can calculate the number based on the information they provided, but I think it would be better to ask Sunflower and United to provide that missing number.

Is this a reasonable request?

Gary A Combs  
Sr. Mgr. Contracts & Fiscal Agent Operations  
Kansas Department of Health and Environment  
Division of Health Care Finance  
Landon State Office Building  
900 SW Jackson, Suite 900N  
Topeka, Kansas 66612  
785-296-0149  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)

KHPA is now part of the Kansas Department of Health and Environment (KDHE) as the Division of Health Care Finance (DHCF). Visit our website at <http://www.kdheks.gov/hcf/>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review,

dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====



## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Monday, May 14, 2012 11:55 AM  
**To:** Sherley, Tami [PU]; Swanson, Effie [KDHE]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett; Phelps, Elizabeth M [SRS]; Endacott, Paul [KDHE]; Combs, Gary [KDHE]; Ridley, Bradlee D [AGING]; Brown, Kimberly L [SRS]  
**Subject:** Updated LCE and a additional information for bidders.  
**Attachments:** LCE Bidders Projection Template\_Rate Update 2012.05.12.xlsx; KS Rate Update Ranges 2012.05.12.xlsx

Tami

Attached is an excel document titled "KS Rate Update Ranges 2012.05.12.xlsx" that has three tabs: one shows the percentage impacts of each of the program changes at the broad rating cohort level for CY13. The second tab shows the aggregate dollar impact of each of the five program changes. The third tab contains a crosswalk showing how our 56 rating cohorts relate to the broad rating cohorts. This exhibit can be provided to all bidders.

In addition, an updated LCE exhibit (LCE Bidders Projection Template Rate Update 2012.05.12) is also attached. After reviewing our methodology used to allocate the dollars for the KU OP program change, we determined that not enough dollars were being allocated to the FFS rating cohorts (SSI, LTC, etc...). The updated methodology results in a better allocation of the KU OP program change and therefore should be reflected in the information supplied to the bidders. Please note, the overall LCE increases by \$.02 PMPM. This exhibit can also be provided to all bidders.

I will have the Coventry questions ready to send to you shortly.

*Gary Combs, Sr. Manager  
Contracts & Fiscal Operations  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149*

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that

you have received this document in error and that any review,  
dissemination, copying, or the taking of any action based on the  
contents of this information is strictly prohibited. If you have  
received this communication in error, please notify us immediately  
by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Swanson, Effie [KDHE] [ESwanson@kdheks.gov]  
**Sent:** Monday, May 07, 2012 3:29 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Kari Bruffett; Endacott, Paul [KDHE]; Combs, Gary [KDHE]  
**Subject:** FW: Final Information for Bidders- NOW COMPLETE  
**Attachments:** Instructions for KanCare Bidders-Round 2 Negotiations-F.docx; KS Data Book Narative\_2012 05 07-F.docx; Agenda- May 17 2012.docx; Amerigroup Questions- 5-7-12-F.docx; Agenda- May 15 2012 am.docx; Coventry Questions- 5-7-12-F.docx; Sunflower Questions- 5-7-12.docx; Agenda- May 16 2012 am.docx; United Questions- 5-7-12.docx; Agenda- May 15 2012 pm.docx; WellCare Questions- 5-7-12.docx; Agenda- May 16 2012 pm.docx; LCE Bidders Projection Template\_Rate Update.xlsx; 2012.05.03 - Phase IV Databook\_DD LTSS.XLSX; 2012.05.03 - Phase IV Regional Databooks\_DD LTSS.XLSX; Blended Base PMPM\_2012.05.03\_DD LTSS.XLSX; KS Rate Update Impacts 2012.05.04.xlsx

**Importance:** High

This information is now complete. Please send the 5 Excel spreadsheets to all five bidders, along with the Instructions, KS Data Book Narrative, and the bidder-specific agendas and question lists.

Thank you, and I apologize again for the confusion.

-Effie

---

**From:** Swanson, Effie [KDHE]  
**Sent:** Monday, May 07, 2012 3:16 PM  
**To:** Sherley, Tamarenid [DofA]  
**Cc:** Endacott, Paul [KDHE]; 'Kari Bruffett'; Combs, Gary [KDHE]  
**Subject:** FW: Final Information for Bidders- DO NOT SEND YET INCOMPLETE  
**Importance:** High

Do not send yet. We have additional information from Optumas to include.

I apologize for the inconvenience. Will send that ASAP.

Thanks.

---

**From:** Swanson, Effie [KDHE]  
**Sent:** Monday, May 07, 2012 3:10 PM  
**To:** Sherley, Tamarenid [DofA]  
**Cc:** Brown, Kimberly L [SRS]; Swanson, Effie [KDHE]; Halferty, David M [AGING]; 'Joe Ewert'; 'Kari Bruffett'; Endacott, Paul [KDHE]; Phelps, Elizabeth M [SRS]; Ross, Rebecca [KDHE]; Ridley, Bradlee D [AGING]; Mosier, Susan [KDHE]; Swartz, Christiane [KDHE]; Combs, Gary [KDHE]  
**Subject:** Final Information for Bidders

Tami-

Attached you will find agendas, updated questions for each bidder, a new data book, and a set of instructions. Please distribute the databook and instructions to all five bidders, and the bidder-specific questions and agendas to each bidder as appropriate. Please Bcc me on the emails to bidders as they are sent, so I have them for my records.

Thank you very much, and let me know if you have any questions.

-Effie

Effie Swanson, Strategic Analyst  
Kansas Department of Health and Environment  
900 SW Jackson St.  
785-291-3657

*KHPA is now part of the Kansas Department of Health and Environment (KDHE) as the Division of Health Care Finance (HCF).  
Visit our website at <http://www.kdheks.gov/hcf/>.*

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message  
and accompanying documents are covered by the Electronic  
Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health  
Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d,  
et seq, and contain information intended for the specified  
individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for  
delivering it to the intended recipient, you are hereby notified that  
you have received this document in error and that any review,  
dissemination, copying, or the taking of any action based on the  
contents of this information is strictly prohibited. If you have  
received this communication in error, please notify us immediately  
by E-mail, and delete the original message.

\*\*\*\*\*

=====

## **Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, April 25, 2012 8:18 AM  
**To:** 'Swanson, Effie [KDHE]'; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations

I notified all bidders of their respective date and time for vendor negotiations.

Thanks,

Tami

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Swanson, Effie [KDHE] [<mailto:ESwanson@kdheks.gov>]  
**Sent:** Wednesday, April 25, 2012 8:00 AM  
**To:** Sherley, Tami [PU]; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations

The Steering Committee met yesterday afternoon. They have decided that 4 hours will be sufficient for the next round of negotiations with bidders. We will plan to do two plans on Tuesday, May 15, two on Wednesday, May 16, and one on the 17<sup>th</sup>.

The new rate information will be in accordance with the proposed new budget proviso that is almost certain to pass (it is being prepared in the House, and the Governor has said he will not oppose it). The proviso would carve out the DD waiver services from KanCare until January of 2014. Certain rates will be impacted, so Optumas is working on getting the bidders updated information. That will hopefully be complete by next Friday, May 4.

We would like to bring the bidders to negotiations in a different order this time:

Coventry (8-12 Tuesday)  
United (1-5 Tuesday)  
Sunflower (8-12 Wednesday)  
WellCare (1-5 Wednesday)  
Amerigroup (8-12 Thursday)

We will send additional information to the bidders (including questions, items for negotiation, agenda, etc) as soon as the new rates are complete. If you prefer, please feel free to go ahead and notify the bidders so they have time to make travel arrangements. We just will not be able to send the full information packets until the new rates are complete. By the time they come in for negotiations, we will also hopefully know the details of the proviso and will be able to give the bidders as much information as possible.

I also have a narrative for you requesting that we move forward with all five bidders. As soon as that has been signed and approved internally, I will send it to you.

Thank you for all of your help.

-Effie

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Tuesday, April 24, 2012 2:52 PM  
**To:** Swanson, Effie [KDHE]; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations  
**Importance:** High

I will need a definitive answer by early next week. I would like to give the vendors advance notice to prepare travel arrangements.

What new rate information are you referring to? Are you planning on sending additional questions? Will there be an agenda? What is the purpose of the negotiations?

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Swanson, Effie [KDHE] [mailto:ESwanson@kdheks.gov]  
**Sent:** Tuesday, April 24, 2012 2:20 PM  
**To:** Sherley, Tami [PU]; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations

I just spoke with Kari, and Optumas will have the new rate information complete by Friday, May 4<sup>th</sup>. Therefore, I propose:

Friday, May 11 and Monday-Thursday, May 14-17 for negotiations.

Would it be possible for you to send out the emails with the vendors' materials while you are at your conference? The emails would need to go out on May 4, 7, 8, 9, and 10<sup>th</sup> (assuming your previous methodology).

Thank you, and please let me know if this will work for you. It still needs to be confirmed with the Steering Committee, but this will give us a starting point for discussion.

Thanks.

-Effie

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Tuesday, April 24, 2012 12:59 PM

**To:** Combs, Gary [KDHE]; Swanson, Effie [KDHE]  
**Subject:** Bid Event EVT0001028 - Vendor Negotiations

I am not sure what timeframes you are looking for but I thought you may want to know what my schedule will be for the month of May before you finalize any dates.

May 7 – 10<sup>th</sup> – I will be in Minnesota for a work conference  
May 18<sup>th</sup> - I will be out of the office.  
May 25 – June 1<sup>st</sup> – I will be on vacation.

Thank you,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====



## Sherley, Tami [PU]

---

**From:** Swanson, Effie [KDHE] [ESwanson@kdheks.gov]  
**Sent:** Wednesday, April 25, 2012 8:00 AM  
**To:** Sherley, Tami [PU]; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations

The Steering Committee met yesterday afternoon. They have decided that 4 hours will be sufficient for the next round of negotiations with bidders. We will plan to do two plans on Tuesday, May 15, two on Wednesday, May 16, and one on the 17<sup>th</sup>.

The new rate information will be in accordance with the proposed new budget proviso that is almost certain to pass (it is being prepared in the House, and the Governor has said he will not oppose it). The proviso would carve out the DD waiver services from KanCare until January of 2014. Certain rates will be impacted, so Optumas is working on getting the bidders updated information. That will hopefully be complete by next Friday, May 4.

We would like to bring the bidders to negotiations in a different order this time:

Coventry (8-12 Tuesday)  
United (1-5 Tuesday)  
Sunflower (8-12 Wednesday)  
WellCare (1-5 Wednesday)  
Amerigroup (8-12 Thursday)

We will send additional information to the bidders (including questions, items for negotiation, agenda, etc) as soon as the new rates are complete. If you prefer, please feel free to go ahead and notify the bidders so they have time to make travel arrangements. We just will not be able to send the full information packets until the new rates are complete. By the time they come in for negotiations, we will also hopefully know the details of the proviso and will be able to give the bidders as much information as possible.

I also have a narrative for you requesting that we move forward with all five bidders. As soon as that has been signed and approved internally, I will send it to you.

Thank you for all of your help.

-Effie

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Tuesday, April 24, 2012 2:52 PM  
**To:** Swanson, Effie [KDHE]; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations  
**Importance:** High

I will need a definitive answer by early next week. I would like to give the vendors advance notice to prepare travel arrangements.

What new rate information are you referring to? Are you planning on sending additional questions? Will there be an agenda? What is the purpose of the negotiations?

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N

Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Swanson, Effie [KDHE] [<mailto:ESwanson@kdheks.gov>]  
**Sent:** Tuesday, April 24, 2012 2:20 PM  
**To:** Sherley, Tami [PU]; Combs, Gary [KDHE]  
**Subject:** RE: Bid Event EVT0001028 - Vendor Negotiations

I just spoke with Kari, and Optumas will have the new rate information complete by Friday, May 4<sup>th</sup>. Therefore, I propose:

Friday, May 11 and Monday-Thursday, May 14-17 for negotiations.

Would it be possible for you to send out the emails with the vendors' materials while you are at your conference? The emails would need to go out on May 4, 7, 8, 9, and 10<sup>th</sup> (assuming your previous methodology).

Thank you, and please let me know if this will work for you. It still needs to be confirmed with the Steering Committee, but this will give us a starting point for discussion.

Thanks.

-Effie

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Tuesday, April 24, 2012 12:59 PM  
**To:** Combs, Gary [KDHE]; Swanson, Effie [KDHE]  
**Subject:** Bid Event EVT0001028 - Vendor Negotiations

I am not sure what timeframes you are looking for but I thought you may want to know what my schedule will be for the month of May before you finalize any dates.

May 7 – 10<sup>th</sup> – I will be in Minnesota for a work conference  
May 18<sup>th</sup> - I will be out of the office.  
May 25 – June 1<sup>st</sup> – I will be on vacation.

Thank you,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, *et seq*, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Tuesday, April 17, 2012 2:01 PM  
**To:** Combs, Gary [KDHE]; 'Swanson, Effie [KDHE]'  
**Subject:** Network Adequacy Certification Plans  
**Attachments:** Coventry Network Adequacy Cert Plan.pdf

Attached you will find Coventry's and I have a box from WellCare with copies.

These were received on April 16<sup>th</sup>.

Thanks,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Monday, March 26, 2012 11:48 AM  
**To:** Sherley, Tami [PU]  
**Subject:** FW: Value+Options+Agreement+\_RG+3+14+12\_[1]

Tami

Here is Lizz's response to the Coventry contract from the 21<sup>st</sup>.

*Gary Combs, Sr. Manager  
Contracts & Fiscal Operations  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149*

---

**From:** Elizabeth Phelps [<mailto:Elizabeth.Phelps@srs.ks.gov>]  
**Sent:** Monday, March 26, 2012 11:00 AM  
**To:** Combs, Gary [KDHE]; Brown, Kimberly L [SRS]  
**Subject:** RE: Value+Options+Agreement+\_RG+3+14+12\_[1]

Okay, Gary – thanks for sending this along. We have reviewed the agreement and have these questions/feedback:

- Please confirm that under this subcontracting arrangement mental health/SUD providers would be credentialed by ValueOptions (VO) only; that is, not be required to be credentialed by both VO and Coventry.
- Please describe how providers will be paid under this subcontracting arrangements; that is, will they be submitting claims to VO only, or Coventry only, or will they be required to submit claims to both VO and Coventry?
- Related to page 6, and specifically section 4.2(b), please confirm that Coventry will be responsible for inpatient services, and what if any role VO will have in those services.
- Related to page 17 and the statement as to VO not be licensed as an insurer, HMO etc. by KID. Please explain that further, and the considerations related to that conclusion.
- On Exhibit G, the embedded description of performance measures for which VO would be responsible includes those measures related to nursing facility services (i.e., measures beyond the behavioral health-related measures). Please explain what if any responsibility VO would have for those services and the related performance measures.

Please let me know of any questions, and how we can assist with next steps.

Thanks,

Lizz

---

**From:** Combs, Gary [KDHE] [<mailto:GCombs@kdheks.gov>]  
**Sent:** Wednesday, March 21, 2012 10:27 AM  
**To:** Elizabeth Phelps; Kim Brown  
**Subject:** FW: Value+Options+Agreement+\_RG+3+14+12\_[1]

Lizz/Kim

I think this contract is one you should look at.

Gary Combs, Sr. Manager  
Contracts & Fiscal Operations  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Wednesday, March 21, 2012 10:19 AM  
**To:** Combs, Gary [KDHE]  
**Subject:** Value+Options+Agreement+\_RG+3+14+12\_[1]

Gary:

Please review.

Thanks,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that

you have received this document in error and that any review,  
dissemination, copying, or the taking of any action based on the  
contents of this information is strictly prohibited. If you have  
received this communication in error, please notify us immediately  
by E-mail, and delete the original message.

\*\*\*\*\*

=====

---

This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. 2510-2521, and contain information intended for the specified individual(s) only. This information is confidential. If you are not the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by e-mail and delete the original message

**Sherley, Tami [PU]**

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Monday, March 26, 2012 11:43 AM  
**To:** Sherley, Tami [PU]  
**Cc:** Kari Bruffett; Swartz, Christiane [KDHE]  
**Subject:** RE: Follow-up question from bidder

Tami

From Amendment eight Q & A 222 "In reference to the submission of 50% of the provider network, are the contractors required to submit LOIs or executed contracts as evidence of the establishment of a provider network?"

"It is expected that MCOs will submit reports showing the number of LOIs or signed contracts by unique providers by provider specialty and county. It is not necessary to submit the actual LOIs or signed contracts."

*Gary Combs, Sr. Manager  
Contracts & Fiscal Operations  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149*

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Thursday, March 22, 2012 10:13 AM  
**To:** Combs, Gary [KDHE]; 'Kari Bruffett'  
**Subject:** Follow-up question from bidder

For the March 30th deadline do we need to physically produce copies of contracts or LOAs? Will a list suffice?

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message  
and accompanying documents are covered by the Electronic  
Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health



Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d,  
et seq, and contain information intended for the specified  
individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for  
delivering it to the intended recipient, you are hereby notified that  
you have received this document in error and that any review,  
dissemination, copying, or the taking of any action based on the  
contents of this information is strictly prohibited. If you have  
received this communication in error, please notify us immediately  
by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, March 21, 2012 10:19 AM  
**To:** Combs, Gary [KDHE]  
**Subject:** Value+Options+Agreement+\_RG+3+14+12\_[1]  
**Attachments:** Value+Options+Agreement+\_RG+3+14+12\_[1].doc

Gary:

Please review.

Thanks,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Tuesday, March 13, 2012 1:02 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett; Endacott, Paul [KDHE]; Phelps, Elizabeth M [SRS]; Ridley, Bradlee D [AGING]; Combs, Gary [KDHE]  
**Subject:** RE: Response to WellCare's contract inquiry

Tami

This section can go to WellCare:

"SRS will not be able to approve the contract templates, in final, for use with providers of HCBS, mental health or substance use disorder services, until there are discussions with the contractors during the implementation process. Issues related to those specialized health care programs that SRS administers, some of which will be converting to a managed care structure for the first time, include: How the contractor will incorporate existing statutory/regulatory role of the provider/subcontractor? How the contractor will actively attend to provider qualification issues – not a passive requirement that they maintain compliance, but the contractor's role in ensuring both initial and ongoing qualifications? How the contractor will specifically describe the services which the provider/subcontractor is responsible for (especially around issues of Health Home/service integration/care management), and how those services will be compensated? There are many "blank" attachments in WellCare's templates, which would potentially provide these type of details – or at least be a vehicle for them – but we cannot substantive address them in the blank format.

There are some more technical provisions of WellCare's contract templates which we would want to discuss during implementation, including conforming the terms/practices to the RFP, such as those related to provider complaints; time-limited vs. evergreen approach; and termination provisions. These issues are only effectively addressed during conversations that are part of implementation readiness.

However, SRS again reiterates that it would consider a contractor to have met its provider network adequacy requirements - with regard to providers of HCBS, mental health or substance use disorder services - by use of letters of intent and/or by use of template contracts that are subject to revision/approval prior to final execution with the provider/subcontractor."

The other contractors would receive the following:

Aging and KDHE encourages the contractors to meet provider network adequacy requirements by using template contracts that are subject to revision/approval prior to final execution with the provider/subcontractor. This is consistent with the Q&A response in Amendment 10 number 7. "If we are not able to conduct that review/response, then YES WE WILL allow you to use model subcontracts in advance of approval subject to subsequent amendment based upon our feedback after review."

Gary

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Tuesday, March 13, 2012 12:40 PM

**To:** Combs, Gary [KDHE]  
**Subject:** RE: Response to WellCare's contract inquiry

So you want me to send this to all of the bidders, correct?

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Combs, Gary [KDHE] [<mailto:GCombs@kdheks.gov>]  
**Sent:** Tuesday, March 13, 2012 12:27 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett; Endacott, Paul [KDHE]; Ridley, Bradlee D [AGING]; Phelps, Elizabeth M [SRS]  
**Subject:** FW: Response to WellCare's contract inquiry

Tami

Please disregard the first email and use the following revised statement.

Thank you

Gary

---

**From:** Combs, Gary [KDHE]  
**Sent:** Tuesday, March 13, 2012 12:20 PM  
**To:** Sherley, Tamarenid [DofA]  
**Cc:** Swartz, Christiane [KDHE]; 'Kari Bruffett'; Endacott, Paul [KDHE]; Ridley, Bradlee D [AGING]; Phelps, Elizabeth M [SRS]  
**Subject:** Response to WellCare's contract inquiry

Tami

Attached is SRS's response to the WellCare's inquiry on subcontractors contracts from last week:

"SRS will not be able to approve the contract templates, in final, for use with providers of HCBS, mental health or substance use disorder services, until there are discussions with the contractors during the implementation process. Issues related to those specialized health care programs that SRS administers, some of which will be converting to a managed care structure for the first time, include: How the contractor will incorporate existing statutory/regulatory role of the provider/subcontractor? How the contractor will actively attend to provider qualification issues – not a passive requirement that they maintain compliance, but the contractor's role in ensuring both initial and ongoing qualifications? How the contractor will specifically describe the services which the provider/subcontractor is responsible for (especially around issues of Health Home/service integration/care management), and how those services will be compensated? There are many "blank" attachments in WellCare's templates, which would potentially provide these type of details – or at least be a vehicle for them – but we cannot substantive address them in the blank format.

There are some more technical provisions of WellCare's contract templates which we would want to discuss during implementation, including conforming the terms/practices to the RFP, such as those related to provider complaints; time-limited vs. evergreen approach; and termination provisions. These issues are only effectively addressed during conversations that are part of implementation readiness.

However, SRS again reiterates that it would consider a contractor to have met its provider network adequacy requirements - with regard to providers of HCBS, mental health or substance use disorder services - by use of letters of intent and/or by use of template contracts that are subject to revision/approval prior to final execution with the provider/subcontractor."

Aging and KDHE also encourage the contractors to meet provider network adequacy requirements by using template contracts that are subject to revision/approval prior to final execution with the provider/subcontractor. This is consistent with the Q&A response in Amendment 10 number 7. "If we are not able to conduct that review/response, then YES WE WILL allow you to use model subcontracts in advance of approval subject to subsequent amendment based upon our feedback after review."

Gary A Combs  
Sr. Mgr. Contracts & Fiscal Agent Operations  
Kansas Department of Health and Environment  
Division of Health Care Finance  
Landon State Office Building  
900 SW Jackson, Suite 900N  
Topeka, Kansas 66612  
785-296-0149  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)

KHPA is now part of the Kansas Department of Health and Environment (KDHE) as the Division of Health Care Finance (DHCF). Visit our website at <http://www.kdheks.gov/hcf/>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have

received this communication in error, please notify us immediately  
by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Tuesday, March 13, 2012 12:27 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett; Endacott, Paul [KDHE]; Ridley, Bradlee D [AGING]; Phelps, Elizabeth M [SRS]  
**Subject:** FW: Response to WellCare's contract inquiry

Tami

Please disregard the first email and use the following revised statement.

Thank you

Gary

---

**From:** Combs, Gary [KDHE]  
**Sent:** Tuesday, March 13, 2012 12:20 PM  
**To:** Sherley, Tamarenid [DofA]  
**Cc:** Swartz, Christiane [KDHE]; 'Kari Bruffett'; Endacott, Paul [KDHE]; Ridley, Bradlee D [AGING]; Phelps, Elizabeth M [SRS]  
**Subject:** Response to WellCare's contract inquiry

Tami

Attached is SRS's response to the WellCare's inquiry on subcontractors contracts from last week:

"SRS will not be able to approve the contract templates, in final, for use with providers of HCBS, mental health or substance use disorder services, until there are discussions with the contractors during the implementation process. Issues related to those specialized health care programs that SRS administers, some of which will be converting to a managed care structure for the first time, include: How the contractor will incorporate existing statutory/regulatory role of the provider/subcontractor? How the contractor will actively attend to provider qualification issues – not a passive requirement that they maintain compliance, but the contractor's role in ensuring both initial and ongoing qualifications? How the contractor will specifically describe the services which the provider/subcontractor is responsible for (especially around issues of Health Home/service integration/care management), and how those services will be compensated? There are many "blank" attachments in WellCare's templates, which would potentially provide these type of details – or at least be a vehicle for them – but we cannot substantive address them in the blank format.

There are some more technical provisions of WellCare's contract templates which we would want to discuss during implementation, including conforming the terms/practices to the RFP, such as those related to provider complaints; time-limited vs. evergreen approach; and termination provisions. These issues are only effectively addressed during conversations that are part of implementation readiness.

However, SRS again reiterates that it would consider a contractor to have met its provider network adequacy requirements - with regard to providers of HCBS, mental health or substance use disorder services - by use of letters of intent and/or by use of template contracts that are subject to revision/approval prior to final execution with the provider/subcontractor."

Aging and KDHE also encourage the contractors to meet provider network adequacy requirements by using template contracts that are subject to revision/approval prior to final execution with the provider/subcontractor. This is consistent with the Q&A response in Amendment 10 number 7. "If we are not able to conduct that review/response,

then YES WE WILL allow you to use model subcontracts in advance of approval subject to subsequent amendment based upon our feedback after review."

Gary A Combs  
Sr. Mgr. Contracts & Fiscal Agent Operations  
Kansas Department of Health and Environment  
Division of Health Care Finance  
Landon State Office Building  
900 SW Jackson, Suite 900N  
Topeka, Kansas 66612  
785-296-0149  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)

KHPA is now part of the Kansas Department of Health and Environment (KDHE) as the Division of Health Care Finance (DHCF). Visit our website at <http://www.kdheks.gov/hcf/>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====



**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, March 01, 2012 11:19 AM  
**To:** Sherley, Tami [PU]  
**Subject:** EVT0001028 KanCare Model Contracts  
  
**Bcc:** 'Carino, Joe'; 'teressa.smith@wellcare.com'; 'Harvey, Catherine';  
'Karen\_L\_verbeke@uhc.com'; 'Brent Layton'

Below is KDHE's response to the model subcontracts submitted for review:

The proposed subcontract templates submitted are not adequate to conduct the specialized health care work under this proposal (specifically, behavioral health/disabilities/HCBS services), and would need to be modified to address relevant issues. When amendments are made that conform to the KanCare program, we will require the opportunity to review and provide feedback prior to use as final.

All other medical providers subcontracts can be submitted to providers with the understanding the subcontracts are subject to subsequent review and amendment pursuant to any revisions identified and required by the State upon completion of its review.

If you have any questions, or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## **Sherley, Tami [PU]**

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Wednesday, February 29, 2012 2:07 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett; Phelps, Elizabeth M [SRS]; Endacott, Paul [KDHE]; Ridley, Bradlee D [AGING]  
**Subject:** RE: Provider Contracts Review

Yes this is our response to all bidders subcontract question. The issues for the behavioral health / HCBS services are the diversity of services provided and the concern the scope of the contracts meets the expectations of SRS when passing these services to a managed care model.

Our response in amendment 10, to question 7(b) (*"If the State cannot review and approve bidders' model subcontracts as requested above, will the State allow bidders to offer model subcontracts to providers in advance of State approval, subject to subsequent amendment pursuant to any revisions identified and required by the State upon completion of its review?"*) was *"If we are not able to conduct that review/response, then YES WE WILL allow you to use model subcontracts in advance of approval subject to subsequent amendment based upon our feedback after review."*

This is the basis of our response.

Gary

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Wednesday, February 29, 2012 1:36 PM  
**To:** Combs, Gary [KDHE]  
**Subject:** RE: Provider Contracts Review

Is this the response to all of the contracts submitted to you for review? What are the issues? How are the vendors to correct something without being provided guidance?

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Combs, Gary [KDHE] [mailto:GCombs@kdheks.gov]  
**Sent:** Wednesday, February 29, 2012 1:19 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Phelps, Elizabeth M [SRS]; Endacott, Paul [KDHE]; Kari Bruffett; Combs, Gary [KDHE]; Ridley, Bradlee D [AGING]  
**Subject:** RE: Provider Contracts Review

Tami

The proposed subcontract templates submitted are not adequate to conduct the specialized health care work under this proposal (specifically, behavioral health/disabilities/HCBS services), and would need to be modified to address relevant issues. When amendments are made that conform to the KanCare program, we will require the opportunity to review and provide feedback prior to use as final. All other medical providers subcontracts can be submitted to providers with the understanding the subcontracts are subject to subsequent review and amendment pursuant to any revisions identified and required by the State upon completion of its review.

*Gary Combs, Sr. Manager*  
*Contracts & Fiscal Operations*  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Wednesday, February 29, 2012 12:45 PM  
**To:** Combs, Gary [KDHE]  
**Subject:** Provider Contracts Review

Gary:

I previously sent you an email regarding KDHE's review of the provider contracts. But, yet to receive a response from you. The vendors are questioning me about this review process and KDHE's decision. It appears that the 20 days has expired and it is their intent to move forward with sending out the provider agreements. Please respond immediately.

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

**KDHE Disclaimer**

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, *et seq*, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, February 23, 2012 8:33 AM  
**To:** Combs, Gary A [KHPA]  
**Subject:** EVT0001028 Revised Technical

Gary:

There is one (1) box in my office with a Revised Technical.

Thanks,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, February 15, 2012 2:46 PM  
**To:** Sherley, Tami [PU]  
**Subject:** Bid Event EVT0001028 - Amendment Thirteen  
**Attachments:** Amendment Thirteen - Responses to Questions.xls; RFP Amendment Thirteen.doc  
  
**Bcc:** 'Karen\_L\_verbeke@uhc.com'; 'Brent Layton'; 'teressa.smith@wellcare.com'; 'Harvey, Catherine'; 'Carino, Joe'

Please see the attached.

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612-1286



Phone: (785) 296-2376  
Fax: (785) 296-7240  
chris.howe@da.ks.gov  
www.da.ks.gov/purch

Dennis R. Taylor, Secretary  
Chris Howe, Director

Sam Brownback, Governor

## **AMENDMENT**

### **Request for Proposal**

Amendment Date: February 15, 2012

Amendment Number: 13

Bid Event ID: EVT0001028

Closing Date: Technical Proposal DUE: January 31, 2012, @ 2:00PM (CST)  
Cost Proposal DUE: February 22, 2012 @ 2:00PM (CST)

Procurement Officer: Tami Sherley  
Telephone: 785-296-3122  
E-Mail Address: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Web Address: <http://da.ks.gov/purch>

Item: KanCare Medicaid and CHIP Capitated Managed Care Services

Agency: Kansas Department of Health and Environment, Division of Health Care Finance  
Location(s): Topeka, KS

Period of Contract: January 1, 2013 through December 31, 2015  
(with the option to renew for two (2) additional one (1) year periods)

Conditions:

1. Responses to questions received by Monday, February 13 can be found at the following link:  
<http://da.ks.gov/purch/adds/EVT0001028-Attachments.zip>

A signed copy of this Amendment must be submitted with your bid. If your bid response has been returned, submit this Amendment by the closing date indicated above.

I (We) have read and understand this amendment and agree it is a part of my (our) bid response.

NAME OF COMPANY OR FIRM: \_\_\_\_\_  
SIGNED BY: \_\_\_\_\_  
TITLE: \_\_\_\_\_ DATE: \_\_\_\_\_

Amendment Number 13 EVT0001028 was recently posted to the Procurement and Contract's Internet website. The bid document can be downloaded by going to the following website:

<http://www.da.ks.gov/purch/RFQ/>

It is the vendor's responsibility to monitor the Procurement and Contract's website on a regular basis for any changes/amendment(s).

Question #	Questions	Answers
1	There is NO Inpatient Behavioral experience for CHIP and very little in TANF. Given that these two populations are currently managed, there should be experience. We are concerned that this has been Inadvertently excluded. Please explain why there is no IP Behavioral experience.	The PIHP/PAHP data for these populations have been included in the base data (databook), and the expenditure levels shown in the databook correctly reflects the expenditure levels for these services. The data indicates that these populations have very little IP BH utilization.
2	In the most recent Q&A from amendment 12, Question 21 asked about the FFS data appearing in the TANF rate cells. The response was that the FFS was from carved out benefits and retroactivity. Adjusting for the benefits carved in, we still see a large percentage of FFS experience. The percentage is much larger than we typically see. Is there something else that is being included? Can we receive a summary of the claims experience from the retroactivity?	The FFS experience for the TANF population is due to benefits such as dental that are carved out of HealthWave as well as claims that occur prior to the member being enrolled with an MCO. No further information will be provided.
3	If we have a national contract arrangement with a vendor and the negotiated rate happens to be less than the KS fee schedule, will the contractor be forced to overpay for these services and pay the KS fee schedule?	please refer to the answer to question #13 in Amendment #12
4	It is unclear if there needs to be an actuarial certification provided with the cost proposal. Please confirm that an Actuarial certification is need for all cost proposals. If a certification is not needed, will we be informed that we need to provide one if our discount is such that we fall below Optumas' low end of the actuarially sound range?	An actuarial certification is not required. Regardless of if the discount is such that a plan falls above or below the bottom of the actuarially sound rate range, an actuarial attestation should be provided by each bidder to ensure that the bidder will meet quality of care and access requirements laid out in the RFP. If the discount is such that the plan does fall below the bottom of the rate range, the State will notify the bidder and request that they amend the attestation to acknowledge their position outside the actuarially sound range.
5	Please provide direction regarding what/how to fill out the "LCE Bidders Projection Template".	The template should be filled out based on how the bidder developed their bid (the bidder should use the provided SFY10 member month mix when developing their own aggregate LCE). The Base Blended PMPM should be the starting base PMPM adjusted for both historical and prospective program changes, as well as blending the three years of data. The average annual trend projects the base to the CY13 contract period. The managed care adjustment reflects additional savings that will accrue when the populations are fully managed by the bidder (prior period of coverage (PPC) should be reflected in the managed care adjustment; in other words, the managed care adjustment should be decreased for the impact of PPC). The non-medical load includes administration, profit and premium tax. Any other adjustment not captured here that the bidder feels is necessary can be inserted where appropriate. The Final CY13 Premium can then be calculated using the adjustments described.



6	It is unclear if Optumas has provided the CY13 LCE. The "LCE Bidders Projection Template" shows a Statewide SFY10 LCE of \$629.51. Section 2.3.6.1.1 states the state will provide bidders with the LCE, which the vendors will propose a discount to. Is the LCE referenced in 2.3.6.1.1 the Statewide SFY10 LCE of 629.51? If this is not the right LCE, is the state going to release the CY13 LCE? How will this change impact scoring?	See the response for question #27 in the last round of questions. The \$629.51 LCE provided is on a CY13 basis, but uses the SFY10 member month mix since that is the only data readily available at the regional level. The estimated SFY11 statewide member months have been provided so that the bidders can get a sense as to the enrollments changes by population.
7	The prior version of the "LCE Bidders Projection Template" did not have the Bidder Information. Why the change? Are we expected to fill out all shaded areas?	Yes, see the response to question #5.
8	What is meant by "Base Blend PMPM"? Is that the Medical only statewide pmpm that the bidders are responsible to develop? Is that supposed to account for all prospective plan changes?	See response to question #5.
9	Should the Managed Care Assumptions include any prospective plan changes? Any PPC adjustment?	See response to question #5.
10	Does the Non-medical load cover administration, profit, and premium tax?	See response to question #5.
11	Will there be any further information released or another meeting?	No.
12	In the meeting on 1/31/12, Optumas stated they would clarify what the administrated range was for the Delivery component. Nothing was received regarding this in Amendment 12. Please provide the range.	The administration range for the delivery payment is 4.0%-6.0%.
13	In the meeting on 1/31/12, Optumas stated they would clarify what the IBNR factors were applied to. It was unclear if these factors were applied to only the PMPMs or to both utilization and PMPM. Nothing was received regarding this in Amendment 12. Please clarify if the factors were applied to both the Utilization and PMPM.	See response to question #33 of the last round of questions.
14	Can you please confirm that the CY2013 Premium will be calculated at a ratecell level as follows: \$629.51 * Statewide Rate Relativity * Regional Factor * (1 - Percent Discount off LCE)	Yes, that is correct.
15	The response to question #45 suggests that we are allowed to send out our provider contracts without KDHE approval to all providers, except those provider types specified in the RFP (BH/disability/substance use disorder providers). However, the next question (#46) suggests that all of our provider contract templates must be pre-approved by KDHE (inclusive of facility, PCP, specialists).	For provider types not specified in Section 2.2.8 the State needs to approve a contract template by provider type prior to use in the network.
16	Please confirm if the answer to question 45 gives us clearance to distribute contracts free-standing of KDHE approval at this time for PCP, Specialists, and Faculties. We want to make sure we are distributing contracts with the full approval of KDHE and not progressing in a manner that would be problematic to the Department, given the RFP indicated the agency had 20 days from the date of contract submission to complete its review of templates.	Please refer to question #15 above.
17	Could the State please confirm that the CY2013 Premium will be calculated at a ratecell level as follows: \$629.51 * Statewide Rate Relativity * Regional Factor * (1 - Percent Discount off LCE) The Label of "statewide SFY10 LCE" confused us.	See response to question #14.
18	For the assumption information requested on the LCE sheet, is it required to list point estimates, or will assumption ranges be acceptable?	We are requesting that the bidder supply point estimates.
19	Will the assumption information contained on the LCE sheet satisfy the Cost Proposal "Tab D" requirements for vendor assumptions listed in the RFP?	No. The assumptions requested on the LCE sheet do not replace "Tab D" requirements. Bidders should provide both the information on the LCE sheet in addition to Tab D.
20	Is an attestation required for this initial cost proposal or only if it is determined that our bid is outside of the actuarial soundness range?	See the response to question #4. An attestation is required for all bidders. The attestation will have to be amended if the bid is outside the actuarial soundness range.
21	Please confirm that the State will not be attempting to multiply the assumptions listed on the LCE sheet to recalculate the carrier's discount off of the LCE. Not all of the assumptions are requested on the LCE sheet and a different member base may be assumed by the carrier.	The State should be able to replicate the bidder's rate by using the assumptions on the LCE sheet. Bidder's are encouraged to insert additional rows for any adjustments not listed. See the response to question #5 for additional information.

22	What is the state asking for in the "Average Annual Trend" box? Is this trend from SFY2009 to CY2013 or trend from SFY2011 to SFY2013? The state provided the trend information for SFY2009 to SFY2010 and SFY2010 to SFY2011, so it doesn't seem that this would be of interest. Also, if plans did not use SFY2008 or SFY2009 in their calculations, they would not have developed trends from 08 to 09 and 09 to 10 in the discount number.	The average annual trend is applied from the bidder's adjusted base to the contract period. If the bidder uses SFY08 data as their base data, then the trend is applied from SFY08 to CY13. Similarly, if the bidder uses SFY10 data (or the blended base that was provided) as their base data, then the average annual trend is applied from SFY10 to CY13.
23	What is the state asking for in the "Managed Care Assumptions" box? There are many adjustments that the health plan makes to the data to reach a final rate, and we don't call all of them managed care assumptions. Are you looking for all of these adjustments to be combined in this box? Should population shifting impacts be included here as well?	See the response to questions #5 and #21. The bidder's are encouraged to insert additional rows to the extent that other adjustments not listed are necessary.
24	Is the state asking that the 1% privilege fee be included in the "Non-Medical Load" box?	See response to question #5.
25	It appears the state is looking to be able to crosswalk from the base data to the final rate using the last five boxes. Is that the case?	Yes. See response to questions #5 and #21.
26	Amendment 12 included the SFY2011 enrollment projection. Will the state make any adjustments to the LCE given the updated mix data? If so, when will a revised LCE be distributed and will the due date for the cost proposal be extended?	See response to question #27 of the last round of questions. No additional information will be released. The estimated statewide SFY11 member months were released to assist the bidder in their cost proposal.
27	If there is a significant shift in an MCO's mix following the initial member assignment, possibly driven by network differences, will the state consider a mix adjuster to properly reflect actual risk versus start up risk?	Each of the three successful bidders will initially receive a uniform number of members by region and cohort. Over time members will move among the health plans based on the network differences. We encourage the bidders to develop a comprehensive and competitive network that will encourage overall member retention.

**Sherley, Tami [PU]**

---

**From:** Kari Bruffett [KariBruffett@kdheks.gov]  
**Sent:** Wednesday, February 15, 2012 2:31 PM  
**To:** Gary Combs; Sherley, Tami [PU]; Christiane Swartz; Paul Endacott; Rebecca Ross; Phelps, Elizabeth M [SRS]; Ridley, Bradlee D [AGING]  
**Subject:** RE: Amend 13 Q and A\_Optumas.xlsx  
**Attachments:** Amend 13 Q and A\_Optumas(k).xlsx

Reattached final. Just removes one sentence from the reply to Question 1.

---

**From:** Kari Bruffett  
**Sent:** Wednesday, February 15, 2012 2:16 PM  
**To:** Gary Combs; Sherley, Tamarenid [DofA]; Christiane Swartz; Paul Endacott; Rebecca Ross; Phelps, Elizabeth M [SRS]; Ridley, Bradlee D [AGING]  
**Subject:** RE: Amend 13 Q and A\_Optumas.xlsx

Tami please hold off on distributing this for a few minutes if possible; asking Optumas for additional clarifying language on Question 1. They are calling right back.

---

**From:** Gary Combs  
**Sent:** Wednesday, February 15, 2012 2:02 PM  
**To:** Sherley, Tamarenid [DofA]; Christiane Swartz; Kari Bruffett; Paul Endacott; Rebecca Ross; Phelps, Elizabeth M [SRS]; Ridley, Bradlee D [AGING]; Gary Combs  
**Subject:** Amend 13 Q and A\_Optumas.xlsx

Tami

Attached are the questions and answers due today.

*Gary Combs, Sr. Manager  
Contracts& Fiscal Operations  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149*

KDHE Disclaimer

\*\*\*\*\*  
HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential. If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.  
\*\*\*\*\*

## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Thursday, February 09, 2012 9:22 AM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett  
**Subject:** RE: KanCare- Pre-bid conference QA's-1-31-2012 Final.xlsx

The spreadsheets are confidential and should be emailed to the authorized bidders. The Q and A's can be posted.

Gary

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Thursday, February 09, 2012 7:48 AM  
**To:** Combs, Gary [KDHE]  
**Subject:** RE: KanCare- Pre-bid conference QA's-1-31-2012 Final.xlsx

What needs to be kept confidential if any?

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Combs, Gary [KDHE] [mailto:GCombs@kdheks.gov]  
**Sent:** Wednesday, February 08, 2012 4:14 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swartz, Christiane [KDHE]; Kari Bruffett; Ridley, Bradlee D [AGING]; Endacott, Paul [KDHE]; Phelps, Elizabeth M [SRS]; Combs, Gary [KDHE]; Ross, Rebecca [KDHE]  
**Subject:** KanCare- Pre-bid conference QA's-1-31-2012 Final.xlsx

Tami

Attached are the answers to the January 31, 2012 pre-bid conference. Also included is the LCE bid sheet template and the SFY11 Enrollment Projection.

If you have any questions, please let me know.

*Gary Combs, Sr. Manager*  
*Contracts & Fiscal Operations*  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)  
785-296-0149

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 12:37 PM  
**To:** 'Carino, Joe'  
**Subject:** RE: Amendment Ten and Eleven  
**Attachments:** KS\_MMC Program Change Summary.docx; 2012.01.22 - Annual Admissions per Thousand.xlsx; 2012.01.22 - Expenditures by Claim Type.xlsx; 2012.01.22 - Phase IV Databook.xlsx; 2012.01.22 - Phase IV Regional Databooks.xlsx; 2012.01.22 - SNF Long Term to Short Term Exhibit.xlsx; 2012.01.22 - SOC and Spenddown Exhibit.xlsx; KS Data Book Narrative\_2012.01.22.docx; Blended Base PMPM\_2012.01.25.xlsx; LCE Factors\_2012.01.25.xlsx; Program Change Impact Range\_2012.01.25.xlsx; Trend, Admin, PPC, Managed Care Savings and Population Crosswalk.xlsx

Attached are the documents referred to in Amendment 11.

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Carino, Joe [<mailto:jcarino@amerigroupcorp.com>]  
**Sent:** Thursday, January 26, 2012 12:06 PM  
**To:** Sherley, Tami [PU]  
**Cc:** 'Combs, Gary [KDHE]'  
**Subject:** RE: Amendment Ten and Eleven

Tami,

I request on behalf of Amerigroup that you please send copies of the Phase IV data book, LCE and exhibits to me.

Thank you,  
*Joe Cariño*  
Director Proposal Management, Business Development  
P. 757.769.7853

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Thursday, January 26, 2012 11:48 AM  
**To:** Sherley, Tami [PU]  
**Cc:** 'Combs, Gary [KDHE]'  
**Subject:** Amendment Ten and Eleven

Please see the attached documents.

I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

**PLEASE NOTE:** If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include

AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited.

If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

## **Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 12:36 PM  
**To:** 'Brent Layton'  
**Subject:** RE: Amendment Ten and Eleven  
**Attachments:** KS\_MMC Program Change Summary.docx; 2012.01.22 - Annual Admissions per Thousand.xlsx; 2012.01.22 - Expenditures by Claim Type.xlsx; 2012.01.22 - Phase IV Databook.xlsx; 2012.01.22 - Phase IV Regional Databooks.xlsx; 2012.01.22 - SNF Long Term to Short Term Exhibit.xlsx; 2012.01.22 - SOC and Spenddown Exhibit.xlsx; KS Data Book Narrative\_2012.01.22.docx; Blended Base PMPM\_2012.01.25.xlsx; LCE Factors\_2012.01.25.xlsx; Program Change Impact Range\_2012.01.25.xlsx; Trend, Admin, PPC, Managed Care Savings and Population Crosswalk.xlsx

Attached are the documents referred to in Amendment 11.

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Brent Layton [<mailto:BLAYTON@CENTENE.COM>]

**Sent:** Thursday, January 26, 2012 12:04 PM

**To:** Sherley, Tami [PU]

**Subject:** Amendment Ten and Eleven

Dear Tami:

Sunflower State Health Plan, Inc. requests a copy of the Phase IV data book, LCE and exhibits described in your e-mail below and in Amendment 11. Please forward and let me know if I need to provide any other information to receive this data.

Thank You,

Brent Layton

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]

**Sent:** Thursday, January 26, 2012 10:48 AM

**To:** Sherley, Tami [PU]

**Cc:** 'Combs, Gary [KDHE]'

**Subject:** Amendment Ten and Eleven

Please see the attached documents.



I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

**PLEASE NOTE:** If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

CONFIDENTIALITY NOTICE: This communication contains information intended for the use of the individuals to whom it is addressed and may contain information that is privileged, confidential or exempt from other disclosure under applicable law. If you are not the intended recipient, you are notified that any disclosure, printing, copying, distribution or use of the contents is prohibited. If you have received this in error, please notify the sender immediately by telephone or by returning it by return mail and then permanently delete the communication from your system. Thank you.

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 11:30 AM  
**To:** 'Brown, James'  
**Cc:** Guss, Tuvy; Harvey, Catherine  
**Subject:** RE: Amendment Ten and Eleven  
**Attachments:** KS\_MMC Program Change Summary.docx; 2012.01.22 - Annual Admissions per Thousand.xlsx; 2012.01.22 - Expenditures by Claim Type.xlsx; 2012.01.22 - Phase IV Databook.xlsx; 2012.01.22 - Phase IV Regional Databooks.xlsx; 2012.01.22 - SNF Long Term to Short Term Exhibit.xlsx; 2012.01.22 - SOC and Spenddown Exhibit.xlsx; KS Data Book Narrative\_2012.01.22.docx; Blended Base PMPM\_2012.01.25.xlsx; LCE Factors\_2012.01.25.xlsx; Program Change Impact Range\_2012.01.25.xlsx; Trend, Admin, PPC, Managed Care Savings and Population Crosswalk.xlsx

Attached are the documents referred to in Amendment 11.

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Brown, James [<mailto:jwbrown@cvty.com>]  
**Sent:** Thursday, January 26, 2012 11:02 AM  
**To:** Sherley, Tami [PU]  
**Cc:** Guss, Tuvy; Harvey, Catherine  
**Subject:** FW: Amendment Ten and Eleven

Tami-

Good morning. As per the email below, please release the Phase IV data, LCE, and exhibits to me as the single individual representing Coventry Health Care.

Please let me know if you have any questions. Thank you very much.

Jim Brown  
Director, Actuarial Services  
(678) 202-2145

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Thursday, January 26, 2012 10:48 AM  
**To:** Sherley, Tami [PU]  
**Cc:** 'Combs, Gary [KDHE]'  
**Subject:** Amendment Ten and Eleven

Please see the attached documents.

I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

**PLEASE NOTE:** If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

Email Confidentiality Notice: The information contained in this transmission is confidential, proprietary or privileged and may be subject to protection under the law, including the Health Insurance Portability and Accountability Act (HIPAA). The message is intended for the sole use of the individual or entity to whom it is addressed. If you are not the intended recipient, you are notified that any use, distribution or copying of the message is strictly prohibited and may subject you to criminal or civil penalties. If you received this transmission in error, please contact the sender immediately by replying to this email and delete the material from any computer.

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 11:30 AM  
**To:** 'Brown, James'  
**Cc:** Guss, Tuvy; Harvey, Catherine  
**Subject:** RE: Amendment Ten and Eleven  
**Attachments:** KS\_MMC Program Change Summary.docx; 2012.01.22 - Annual Admissions per Thousand.xlsx; 2012.01.22 - Expenditures by Claim Type.xlsx; 2012.01.22 - Phase IV Databook.xlsx; 2012.01.22 - Phase IV Regional Databooks.xlsx; 2012.01.22 - SNF Long Term to Short Term Exhibit.xlsx; 2012.01.22 - SOC and Spenddown Exhibit.xlsx; KS Data Book Narrative\_2012.01.22.docx; Blended Base PMPM\_2012.01.25.xlsx; LCE Factors\_2012.01.25.xlsx; Program Change Impact Range\_2012.01.25.xlsx; Trend, Admin, PPC, Managed Care Savings and Population Crosswalk.xlsx

Attached are the documents referred to in Amendment 11.

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Brown, James [<mailto:jwbrown@cvty.com>]  
**Sent:** Thursday, January 26, 2012 11:02 AM  
**To:** Sherley, Tami [PU]  
**Cc:** Guss, Tuvy; Harvey, Catherine  
**Subject:** FW: Amendment Ten and Eleven.

Tami-

Good morning. As per the email below, please release the Phase IV data, LCE, and exhibits to me as the single individual representing Coventry Health Care.

Please let me know if you have any questions. Thank you very much.

**Jim Brown**  
Director, Actuarial Services  
(678) 202-2145

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Thursday, January 26, 2012 10:48 AM  
**To:** Sherley, Tami [PU]  
**Cc:** 'Combs, Gary [KDHE]'  
**Subject:** Amendment Ten and Eleven

Please see the attached documents.

I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

**PLEASE NOTE:** If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

Email Confidentiality Notice: The information contained in this transmission is confidential, proprietary or privileged and may be subject to protection under the law, including the Health Insurance Portability and Accountability Act (HIPAA). The message is intended for the sole use of the individual or entity to whom it is addressed. If you are not the intended recipient, you are notified that any use, distribution or copying of the message is strictly prohibited and may subject you to criminal or civil penalties. If you received this transmission in error, please contact the sender immediately by replying to this email and delete the material from any computer.

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 10:54 AM  
**To:** 'Murray, Sheryl-Anne'  
**Subject:** RE: Amendment Ten and Eleven  
**Attachments:** KS\_MMC Program Change Summary.docx; 2012.01.22 - Annual Admissions per Thousand.xlsx; 2012.01.22 - Expenditures by Claim Type.xlsx; 2012.01.22 - Phase IV Databook.xlsx; 2012.01.22 - Phase IV Regional Databooks.xlsx; 2012.01.22 - SNF Long Term to Short Term Exhibit.xlsx; 2012.01.22 - SOC and Spenddown Exhibit.xlsx; KS Data Book Narrative\_2012.01.22.docx; Blended Base PMPM\_2012.01.25.xlsx; LCE Factors\_2012.01.25.xlsx; Program Change Impact Range\_2012.01.25.xlsx; Trend, Admin, PPC, Managed Care Savings and Population Crosswalk.xlsx

Sheryl-Ann:

Attached are all documents associated with Amendment 11.

Thanks,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Murray, Sheryl-Anne [<mailto:Sheryl-Anne.Murray@wellcare.com>]

**Sent:** Thursday, January 26, 2012 10:51 AM

**To:** Sherley, Tami [PU]

**Cc:** 'Combs, Gary [KDHE]'

**Subject:** RE: Amendment Ten and Eleven

Good Morning,

Please submit the Phase IV databook to me, Sheryl-Anne Murray for WellCare of Kansas.

Thanks.

Sheryl-Anne

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]

**Sent:** Thursday, January 26, 2012 11:48 AM

**To:** Sherley, Tami [PU]

**Cc:** 'Combs, Gary [KDHE]'

**Subject:** Amendment Ten and Eleven

Please see the attached documents.

I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

**PLEASE NOTE:** If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

Privacy Notice: This electronic mail message, and any attachments, are confidential and are intended for the exclusive use of the addressee(s) and may contain information that is proprietary and that may be Individually Identifiable or Protected Health Information under HIPAA. If you are not the intended recipient, please immediately contact the sender by telephone, or by email, and destroy all copies of this message. If you are a regular recipient of our electronic mail, please notify us promptly if you change your email address.

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 10:48 AM  
**To:** Sherley, Tami [PU]  
**Cc:** 'Combs, Gary [KDHE]'  
**Subject:** Amendment Ten and Eleven  
**Attachments:** RFP Amendment Eleven.doc; RFP Amendment Ten.doc

**Bcc:** 'Cindy.Glenn@bcbsks.com'; 'Harvey, Catherine'; 'Klise, Douglas E'; 'Carino, Joe'; 'blaine\_j\_bergeson@uhc.com'; 'Karen\_L\_verbeke@uhc.com'; 'jaimie.bern@uhc.com'; 'blayton@centene.com'; Stephen Peppes; 'Amy Natalie'; 'teressa.smith@wellcare.com'; 'bryan.baier@wellcare.com'; 'david.reynolds@wellcare.com'; 'Murray, Sheryl-Anne'; 'Arlene.roy@aetna.com'

Please see the attached documents.

I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

**PLEASE NOTE:** If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>



## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, January 26, 2012 10:52 AM  
**To:** 'Cindy.Glenn@bcbsks.com'  
**Subject:** RE: Amendment Ten and Eleven  
**Attachments:** KS\_MMC Program Change Summary.docx; 2012.01.22 - Annual Admissions per Thousand.xlsx; 2012.01.22 - Expenditures by Claim Type.xlsx; 2012.01.22 - Phase IV Databook.xlsx; 2012.01.22 - Phase IV Regional Databooks.xlsx; 2012.01.22 - SNF Long Term to Short Term Exhibit.xlsx; 2012.01.22 - SOC and Spenddown Exhibit.xlsx; KS Data Book Narative\_2012.01.22.docx; Blended Base PMPM\_2012.01.25.xlsx; LCE Factors\_2012.01.25.xlsx; Program Change Impact Range\_2012.01.25.xlsx; Trend, Admin, PPC, Managed Care Savings and Population Crosswalk.xlsx

Cindy:

Attached are all the documents related to Amendment 11.

Tami

Tami Sherley  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

-----Original Message-----

**From:** [Cindy.Glenn@bcbsks.com](mailto:Cindy.Glenn@bcbsks.com) [<mailto:Cindy.Glenn@bcbsks.com>]  
**Sent:** Thursday, January 26, 2012 10:51 AM  
**To:** Sherley, Tami [PU]  
**Subject:** Re: Amendment Ten and Eleven

Please release copies of the Phase IV data book, LCE and exhibits to me at your earliest convenience. Thank you!

Cindy Glenn  
Executive Assistant  
VP of Finance  
BCBS of Kansas  
785-291-7662

**From:** "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
**To:** "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
**Cc:** "'Combs, Gary [KDHE]'" <[GCombs@kdheks.gov](mailto:GCombs@kdheks.gov)>  
**Date:** 01/26/2012 10:48 AM

Subject: Amendment Ten and Eleven

Please see the attached documents.

I will only release copies of the Phase IV data book, LCE and exhibits to one (1) individual per organization pursuant to an email request.

PLEASE NOTE: If you have already mailed your proposals, you can either Fax a signed copy of Amendment Ten or send it via USPS to me. You may include Amendment 11 with your Cost Proposal submissions.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

Tami Sherley  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

[attachment "RFP Amendment Eleven.doc" deleted by Cindy Glenn/bcbsks] [attachment "RFP Amendment Ten.doc" deleted by Cindy Glenn/bcbsks]

CONFIDENTIALITY NOTICE: This email message and any attachments are for the sole use of the intended recipient(s) and may contain proprietary, confidential, trade secret or privileged information. Any unauthorized review use, disclosure or distribution is prohibited and may be a violation of law. If you are not the intended recipient or a person responsible for delivering this message to an intended recipient, please contact the sender by reply email and destroy all copies of the original message.

**Sherley, Tami [PU]**

---

**From:** Combs, Gary [KDHE] [GCombs@kdheks.gov]  
**Sent:** Wednesday, January 04, 2012 3:31 PM  
**To:** Sherley, Tami [PU]; Ridley, Bradlee D [AGING]; Endacott, Paul [KDHE]; Swartz, Christiane [KDHE]; Ross, Rebecca [KDHE]; Kari Bruffett; Dixon, John [KDHE]; Combs, Gary [KDHE]; Phelps, Elizabeth M [SRS]; Schramm, Steve; Doyle, Tim  
**Subject:** Procurement timeline changes and additional bidder actuarial information  
**Attachments:** MCS PROCUREMENT SCHEDULE v1.1.docx

Tami

Please find attached a modified procurement schedule for the MCS RFP event 1028.

Please note that the procurement timeline has been modified to insert a final actuarial pre-bid conference on January 31st to be held at the SRS learning center and modifications to the technical and cost submission deadlines (highlighted).

The state also wishes to notify the interested vendors that updates to the Phase II data book will be available on Friday January 13th. In addition, the details and assumptions and the Low Cost Estimate (LCE) are to be made available by the state on Thursday January 26th.

I would appreciate it, if you would draft the next amendment for this RFP that would include this information, and allow me to review it prior to posting.

If you have any questions, please contact me.

Thanks

Gary A Combs  
Sr. Mgr. Contracts & Fiscal Agent Operations  
Kansas Department of Health and Environment  
Division of Health Care Finance  
Landon State Office Building  
900 SW Jackson, Suite 900N  
Topeka, Kansas 66612  
785-296-0149  
[gcombs@kdheks.gov](mailto:gcombs@kdheks.gov)

KHPA is now part of the Kansas Department of Health and Environment (KDHE) as the Division of Health Care Finance (DHCF). Visit our website at <http://www.kdheks.gov/hcf/>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message

and accompanying documents are covered by the Electronic

Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health

Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d,

et seq, and contain information intended for the specified

individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

### MCS PROCUREMENT SCHEDULE

**NOTICE: The State reserves the right, at its sole discretion, to adjust this schedule as it deems necessary.**

EVENT	DATE
1 State Releases MCS RFP	November 8, 2011
2 Pre-Bid Vendor Conference (Not Mandatory)	November 17, 2011 10:00 AM Central Time
3 Deadline for Submitting Written Questions Requesting Clarifications	November 30, 2011 12:00 noon Central Time
4 An Optional Pre-Bid with the State's actuaries will be held on <b>November 30, 2011: 11:00 – 1:00PM (CST)</b> at the Eisenhower State Office Building, 700 SW Harrison, Auditorium B, Topeka, Kansas. <u>Conference Call Information:</u> 1) Dial-in: 866-620-7326 Conference Code: 2887443018	November 30, 2011 11:00 AM Central Time
5 Deadline for State to Post Final Responses to Written Questions	December 12, 2011
6 A Mandatory Pre-Bid Conference/Teleconference with the State's actuaries at a date to be announced in mid to late December, 2011.	December 28, 2011
7 Deadline for Submitting Follow-up Written Questions Requesting Clarifications	December 30, 2011 12:00 noon Central Time
8 Deadline for State to Post Final Responses to Follow-up Written Questions and updates to the Data Book	January 13, 2012
9 Deadline for State to Post Details / Ranges of Assumptions and LCE	January 26, 2012
10 Final Actuarial Mandatory Prebid Conference <b>January 31, 2012: 9:30AM – 3:30PM(CST)</b> at the SRS Learning Center, Room A and B, 2600 SW East Circle Drive South, 2nd & MacVicar, Topeka, Kansas 66606 <u>Conference Call Information:</u> 1) Dial-in: 866-620-7326 Conference Code: 2887443018	January 31, 2012
11 Technical Proposal Submission Deadline (RFP Technical Closing Date)	<b>January 31, 2012</b> <b>2:00 pm Central Time</b>
12 Cost Proposal Submission Deadline (RFP Cost Closing Date)	<b>February 22, 2012</b> <b>2:00 pm Central Time</b>
13 Division of Purchases notifies vendors selected for further negotiations.	March 23, 2012
14 Vendors submit evidence that 50% of provider network is in place.	March 30, 2012
15 Face-to-face negotiations with selected vendors begins.	April 3, 2012
16 Final questions and instructions are sent to vendors.	April 9, 2011
17 Due date for vendors' answers and revised offers	April 16, 2012
18 Intent to award and draft contract are sent to selected vendors.	May 18, 2012
19 Final negotiations or terms and conditions are completed.	June 15, 2012
20 Final contract is sent to Contractors for signature	June 22, 2012
21 Signed contracts are due from Contractors	June 29, 2012
22 Signed contracts are sent to CMS for approval	June 29, 2012
23 Receive CMS approval	August 29, 2012
24 Contractors are notified of CMS approval and begin work on first deliverables	August 30, 2012
25 Contractor deliverables (provider contracts, beneficiary booklets, etc.), are received for review and approval. Contractor works on providers network development and with the fiscal agent to develop and test all of the necessary interfaces (rosters, providers files, encounter data, RA, TPL info)	September 21, 2012
26 Contractors must submit evidence that 90% of provider network is in place	October 12, 2012
27 Contractors must have 90% of implementation activities finalized.	October 12, 2012
28 100% of implementation activities are finalized.	November 16, 2012
29 Notifications and enrollment options are sent to beneficiaries.	November 28, 2012

30	Old MCO Contracts Expire	December 31, 2012 12:00 Midnight Central Time
31	New Contracts take Effect and Services Rendered Under New CONTRACT(S)	January 1, 2013 12:00:01 AM Central Time

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, December 29, 2011 8:00 AM  
**To:** Phelps, Elizabeth M [SRS]; Combs, Gary A [KHPA]; 'Kari Bruffett'  
**Subject:** Bidders that attended the Mandatory Pre-Bid Conference

Here's a list of the bidder's that attended the Mandatory Pre-Bid Conference either in-person or via telephone:

1. ValueOptions
2. WellCare
3. Youthville
4. Wellpoint
5. Delta Dental
6. Aetna
7. Coventry
8. Milliman
9. Wakely
10. Blue Cross Blue Shield of Kansas
11. United Health Care
12. NDBH
13. Unicare
14. Sunflower State Plan
15. Amerigroup

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

**Sherley, Tami [PU]**

---

**From:** Perkins Mailbox [mailbox@perkinsinsurance.com]  
**Sent:** Friday, December 23, 2011 11:25 AM  
**To:** Sherley, Tami [PU]  
**Subject:** Re: Bid Event EVT0001028 Services, Medicaid and CHIP Capitated Managed Care Services Amendment Six: Phase II Data Book

Please remove us from your email list

----- Original Message -----

**From:** Sherley, Tami [PU]  
**To:** Sherley, Tami [PU]  
**Sent:** Friday, December 23, 2011 12:13 PM  
**Subject:** Bid Event EVT0001028 Services, Medicaid and CHIP Capitated Managed Care Services Amendment Six: Phase II Data Book

Please see the attached document.

If you have any questions, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>



## Sherley, Tami [PU]

---

**From:** Crosby, Tracy M C6TAX <Tracy.Crosby@Cigna.com>  
**Sent:** Tuesday, November 29, 2011 1:36 PM  
**To:** Sherley, Tami [PU]  
**Subject:** RE: CORRECTION: Location for Pre-Bid Conference for KanCare Medicaid and CHIP Capitated Managed Care Services

Tami,

Not sure why you are sending me this email? I have nothing to do with bids on services.

## Tracy Crosby

Cigna Tax Dept., C6TAX

Phone: (860)226.3399


fax: (860)226.4734

Confidential, unpublished property of Cigna.

Do not duplicate or distribute.

Use and distribution limited solely to authorized personnel.

© Copyright 2011 Cigna

 Live Healthy, Live Green...

Please consider the environment before printing this message.

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Tuesday, November 29, 2011 2:34 PM  
**To:** Sherley, Tami [PU]  
**Subject:** CORRECTION: Location for Pre-Bid Conference for KanCare Medicaid and CHIP Capitated Managed Care Services  
**Importance:** High

Please note that my earlier correspondence provided the wrong location for the Pre-Bid Conference for tomorrow, November 30<sup>th</sup>. The correct location is: 700 SW Harrison, Auditorium B.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

-----  
-----  
CONFIDENTIALITY NOTICE: If you have received this email in error,  
please immediately notify the sender by e-mail at the address shown.  
This email transmission may contain confidential information. This  
information is intended only for the use of the individual(s) or entity to  
whom it is intended even if addressed incorrectly. Please delete it from  
your files if you are not the intended recipient. Thank you for your  
compliance. Copyright (c) 2011 Cigna

=====  
=====

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Monday, November 28, 2011 8:54 AM  
**To:** Sherley, Tami [PU]  
**Subject:** Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
**Attachments:** Letter from Lt Governor.doc; Bid Information.doc

**Bcc:** 'member@affinityplan.org'; 'news@aflac.com'; 'Providerservices@alamedaalliance.org'; 'inquire@askallegiance.com'; 'giron@alohacarehawaii.org'; 'wecare@amainsure.com'; 'service@ashn.com'; 'mmcdonn@amerigroupcorp.com'; 'thomas.bell@amerihealthmercy.com'; 'info@aveta.com'; 'USSales.AccHealth@axiscapital.com'; 'Barbara.ciesemier@cnoinc.com'; 'cservice@bgfh.com'; 'MemberQuestions@bmchp.org'; 'Info@celtic-net.com'; 'delane@centene.com'; 'member-services@chartered-health.com'; 'memberserv@fhp.org'; 'mktginfo@cchphmo.com'; 'media@cigna.com'; 'tony.zehnder@CNOInc.com'; 'comtravl@commercialtravelers.com'; 'publicrelations@connecticare.com'; 'tellmemore@corvesta.com'; 'customer-service@dakotacare.com'; 'peter.thompson@deancare.com'; 'cs@ddpa.org'; 'public\_relations@dhha.org'; 'dms.inquiry@di-mgmt.com'; 'IMargolin@EmblemHealth.com'; 'pyoung@erickson.com'; 'customerservice@essencehealthcare.com'; 'contactcustomerservice@fchp.org'; 'media@thehealthplan.com'; 'AskGenRe@genre.com'; 'consumerhotline@genworth.com'; 'member\_services@ghcscw.com'; 'Richard\_Jones@glic.com'; 'info@jgb.org'; 'hpcustomerservice@gundluth.org'; 'customerservice@healthalliance.org'; 'msweb1@hap.org'; 'kganda@healthdialog.com'; 'memberservices@hne.com'; 'contact@healthpart.com'; 'memberservices@hpmich.com'; 'records@healthfirst.org'; 'donne.ledbetter@healthmarkets.com'; 'Pitts.John@Healthnow.org'; 'sales@healthplan.com'; 'Graham.Harrison@healthspring.com'; 'info@healthways.com'; 'Customer\_Service@hometownhealth.com'; 'jturner2@humana.com'; 'msimthsi@iuhealth.org'; 'info@IASadmin.com'; 'infor@ihplan.com'; 'info@ivhp.com'; 'louiei@khs-net.com'; 'Thomas.bell@amerihealthmercy.com'; 'mjimenez@lacare.org'; 'info@univitahealth.com'; 'NewBusinessInqs@medco.com'; 'dflow@mripa.org'; 'mshevin@munichhealth.com'; 'sales@ntalife.com'; 'Patrick.collins@sterlingplans.com'; 'infor@onlok.org'; 'engage@optumhealth.com'; 'jill.belcher@wellpoint.com'; 'customer\_service@rmhp.org'; 'memberservices@sfhp.org'; 'AncillaryContracting@scanhealthplan.com'; 'swhpques@swmail.sw.org'; 'Starmark@starmarkinc.com'; 'tamara.oconnor.jily@statefarm.com'; 'customerservice@takecareasia.com'; 'brett.weinberg@thrivent.com'; 'sales@ucare.org'; 'susan.ford-hoffert@umr.com'; 'inquire@gafri.com'; 'VPofOperations@unityhealth.com'; 'Peter.Kates@univerahealthcare.com'; 'jsabourin@unum.com'; 'info@ushealthgroup.com'; 'info@xlhealth.com'; 'info.source@zurichna.com'

The State of Kansas issued a bid for Medicaid and CHIP Capitated Managed Care Services for the Kansas Department of Health and Environment, Division of Health Care Finance (KDHE-DHCF), EVT0001028, available for viewing at the following link:

<http://www.da.ks.gov/purch/EVT0001028.htm>

**Also, please be sure to read the attached documents for important information about this Bid Event:**

1. A letter from Lt. Governor Jeff Colyer.
2. Information about the Non-Mandatory Pre-bid Conference:
  - a. Date and Time: **November 30<sup>th</sup>, 2011 @ 11:00AM**
  - b. Location: Memorial Auditorium Hall, 120 SW 10<sup>th</sup> Ave., 2<sup>nd</sup> Floor, Topeka, KS
  - c. Conference Call Information:
    - 1) Dial-in: 866-620-7326
    - Conference Code: 2887443018

If interested in this bid opportunity, it is imperative that you register your business with the Division of Purchases, for the following reasons:

- To bid on events, registered bidders must be invited in SMART by the Procurement Officer BEFORE the bid closes.
- If invited, registered bidders will be able to receive bid event documents via e-mail.
- If not invited by the Procurement Officer, registered bidders will receive notification of bid events based on their category code registration. If interested in bidding, these notification recipients must contact the Procurement Officer at least 24 hours PRIOR to the bid closing to be invited.

**To register please go to the following website:** <http://www.surveymonkey.com/s/ksbiddersurvey>

**Be sure to select 8510 in the 8000 Series of the survey.**

Please feel free to email me so that I may answer any questions you may have about our bid process. Lastly, if you are not interested in this bid opportunity, please email me so that you do not receive any future notifications concerning this Bid Event.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

**Sherley, Tami [PU]**

---

**From:** Lourdes Mendoza <ALM@gpmlife.com>  
**To:** Sherley, Tami [PU]  
**Sent:** Monday, November 28, 2011 9:39 AM  
**Subject:** Not read: Optional Pre-Bid with State's Actuaries Scheduled for November 30th, 2011 at 11:00AM

Your message was deleted without being read on Monday, November 28, 2011 9:39:26 AM (GMT-06:00) Central Time (US & Canada).

## Sherley, Tami [PU]

---

**From:** postmaster@iuhealth.org  
**To:** msimthsi@iuhealth.org  
**Sent:** Monday, November 28, 2011 8:55 AM  
**Subject:** Undeliverable: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services

### Delivery has failed to these recipients or distribution lists:

[msimthsi@iuhealth.org](mailto:msimthsi@iuhealth.org)

The recipient's e-mail address was not found in the recipient's e-mail system. Microsoft Exchange will not try to redeliver this message for you. Please check the e-mail address and try resending this message, or provide the following diagnostic text to your system administrator.

### Diagnostic information for administrators:

Generating server: iuhealth.org

[msimthsi@iuhealth.org](mailto:msimthsi@iuhealth.org)

# < #5.1.1 smtp;550 5.1.1 RESOLVER.ADR.RecipNotFound; not found> #SMTP#

### Original message headers:

Received: from CHWEDGAP01.chp.clarian.org (162.1.1.93) by  
CHWEHTAP02.chp.clarian.org (10.8.193.123) with Microsoft SMTP Server (TLS) id  
14.1.255.0; Mon, 28 Nov 2011 09:50:15 -0500  
Received: from chpfilter02.clarian.org (162.1.1.74) by  
CHWEDGAP01.chp.clarian.org (172.16.7.93) with Microsoft SMTP Server (TLS) id  
14.1.255.0; Mon, 28 Nov 2011 09:55:47 -0500  
X-IronPort-AV: E=Sophos;i="4.69,584,1315195200";  
d="doc'32?scan'32,208,217,32";a="76900208"  
Received: from unknown (HELO mail1.ks.gov) ([165.201.63.67]) by  
chpfilter02.clarian.org with ESMTP/TLS/DHE-RSA-AES256-SHA; 28 Nov 2011  
09:54:45 -0500  
X-Server-Uid: 9FA583FB-BC1F-44D7-81C2-89952E34A32F  
From: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Disposition-Notification-To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Date: Mon, 28 Nov 2011 08:53:52 -0600  
Subject: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated  
Managed Care Services  
Thread-Topic: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated  
Managed Care Services  
Thread-Index: Acyt3TcyN/qG2hnbTSKBoQso2+vKeQ==  
Message-ID: <[DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov](mailto:DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov)>  
Accept-Language: en-US  
Content-Language: en-US  
X-MS-Has-Attach: yes

X-MS-TNEF-Correlator:  
acceptlanguage: en-US  
MIME-Version: 1.0  
X-WSS-ID: 62CD7F082HC681933-01-02  
Content-Type: multipart/mixed;  
    boundary="\_005\_DE5DC495C11FB3458D7661255243D4EAC374BDC402MAKCCR01MailK\_"  
Return-Path: [Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)

## **Sherley, Tami [PU]**

---

**From:** Exchange  
**To:** infor@ihplan.com  
**Sent:** Monday, November 28, 2011 8:55 AM  
**Subject:** Undeliverable: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services

### **Delivery has failed to these recipients or distribution lists:**

[infor@ihplan.com](mailto:infor@ihplan.com)

This message was rejected by the recipient's e-mail system. Microsoft Exchange will not try to redeliver this message for you. Please check the recipient's e-mail address and try resending this message, or provide the following diagnostic text to your system administrator.

The following organization rejected your message: 72.35.23.4.

### **Diagnostic information for administrators:**

Generating server: mail1.ks.gov

[infor@ihplan.com](mailto:infor@ihplan.com)

72.35.23.4 # <72.35.23.4 #5.1.0> #SMTP#

#### **Original message headers:**

X-Server-Uid: 9FA583FB-BC1F-44D7-81C2-89952E34A32F  
From: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Disposition-Notification-To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Date: Mon, 28 Nov 2011 08:53:52 -0600  
Subject: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Topic: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Index: Acyt3TcyN/qG2hnbTSKBoQso2+vKeQ==  
Message-ID: <[DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov](mailto:DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov)>  
Accept-Language: en-US  
Content-Language: en-US  
X-MS-Has-Attach: yes  
X-MS-TNEF-Correlator:  
acceptlanguage: en-US  
MIME-Version: 1.0  
X-WSS-ID: 62CD7F082HC681933-01-02  
Content-Type: multipart/mixed;  
boundary="\_005\_DE5DC495C11FB3458D7661255243D4EAC374BDC402MAKCCR01MailK\_"  
Content-Transfer-Encoding: 7bit



## Sherley, Tami [PU]

---

**From:** Exchange  
**To:** jill.belcher@wellpoint.com  
**Sent:** Monday, November 28, 2011 8:54 AM  
**Subject:** Undeliverable: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services

### Delivery has failed to these recipients or distribution lists:

[jill.belcher@wellpoint.com](mailto:jill.belcher@wellpoint.com)

This message was rejected by the recipient's e-mail system. Microsoft Exchange will not try to redeliver this message for you. Please check the recipient's e-mail address and try resending this message, or provide the following diagnostic text to your system administrator.

The following organization rejected your message: 65.69.81.90.

### Diagnostic information for administrators:

Generating server: mail1.ks.gov

[jill.belcher@wellpoint.com](mailto:jill.belcher@wellpoint.com)

65.69.81.90 # <65.69.81.90 #5.1.0> #SMTP#

#### Original message headers:

X-Server-Uid: 9FA583FB-BC1F-44D7-81C2-89952E34A32F  
From: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Disposition-Notification-To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Date: Mon, 28 Nov 2011 08:53:52 -0600  
Subject: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Topic: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Index: Acyt3TcyN/qG2hnbTSKBoQso2+vKeQ==  
Message-ID: <[DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov](mailto:DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov)>  
Accept-Language: en-US  
Content-Language: en-US  
X-MS-Has-Attach: yes  
X-MS-TNEF-Correlator:  
acceptlanguage: en-US  
MIME-Version: 1.0  
X-WSS-ID: 62CD7F082HC681933-01-02  
Content-Type: multipart/mixed;  
boundary="\_005\_DE5DC495C11FB3458D7661255243D4EAC374BDC402MAKCCR01MailK\_"  
Content-Transfer-Encoding: 7bit

## **Sherley, Tami [PU]**

---

**From:** Exchange  
**To:** donne.ledbetter@healthmarkets.com  
**Sent:** Monday, November 28, 2011 8:54 AM  
**Subject:** Undeliverable: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services

### **Delivery has failed to these recipients or distribution lists:**

[donne.ledbetter@healthmarkets.com](mailto:donne.ledbetter@healthmarkets.com)

This message was rejected by the recipient's e-mail system. Microsoft Exchange will not try to redeliver this message for you. Please check the recipient's e-mail address and try resending this message, or provide the following diagnostic text to your system administrator.

The following organization rejected your message: 216.32.180.22.

### **Diagnostic information for administrators:**

Generating server: mail1.ks.gov

[donne.ledbetter@healthmarkets.com](mailto:donne.ledbetter@healthmarkets.com)

216.32.180.22 #<216.32.180.22 #5.1.0> #SMTP#

#### **Original message headers:**

X-Server-Uid: 9FA583FB-BC1F-44D7-81C2-89952E34A32F  
From: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Disposition-Notification-To: "Sherley, Tami [PU]" <[Tami.Sherley@da.ks.gov](mailto:Tami.Sherley@da.ks.gov)>  
Date: Mon, 28 Nov 2011 08:53:52 -0600  
Subject: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Topic: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Index: Acyt3TcyN/qG2hnbTSKBoQso2+vKeQ==  
Message-ID: <[DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov](mailto:DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov)>  
Accept-Language: en-US  
Content-Language: en-US  
X-MS-Has-Attach: yes  
X-MS-TNEF-Correlator:  
acceptlanguage: en-US  
MIME-Version: 1.0  
X-WSS-ID: 62CD7F082HC681933-01-02  
Content-Type: multipart/mixed;  
boundary="\_005\_DE5DC495C11FB3458D7661255243D4EAC374BDC402MAKCCR01MailK\_"  
Content-Transfer-Encoding: 7bit

## **Sherley, Tami [PU]**

---

**From:** Exchange  
**To:** inofr@jgb.org  
**Sent:** Monday, November 28, 2011 8:54 AM  
**Subject:** Undeliverable: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services

### **Delivery has failed to these recipients or distribution lists:**

inofr@jgb.org

This message was rejected by the recipient's e-mail system. Microsoft Exchange will not try to redeliver this message for you. Please check the recipient's e-mail address and try resending this message, or provide the following diagnostic text to your system administrator.

The following organization rejected your message: 12.233.39.226.

### **Diagnostic information for administrators:**

Generating server: mail1.ks.gov

inofr@jgb.org

12.233.39.226 #<12.233.39.226 #5.1.0> #SMTP#

#### **Original message headers:**

X-Server-Uid: 9FA583FB-BC1F-44D7-81C2-89952E34A32F  
From: "Sherley, Tami [PU]" <Tami.Sherley@da.ks.gov>  
To: "Sherley, Tami [PU]" <Tami.Sherley@da.ks.gov>  
Disposition-Notification-To: "Sherley, Tami [PU]" <Tami.Sherley@da.ks.gov>  
Date: Mon, 28 Nov 2011 08:53:52 -0600  
Subject: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Topic: Bid Event EVT0001028 KanCare, Medicaid and CHIP Capitated Managed Care Services  
Thread-Index: Acyt3TcyN/qG2hnbTSKBoQso2+vKeQ==  
Message-ID: <DE5DC495C11FB3458D7661255243D4EAC374BDC402@MAKCCR01.Mail.Ks.Gov>  
Accept-Language: en-US  
Content-Language: en-US  
X-MS-Has-Attach: yes  
X-MS-TNEF-Correlator:  
acceptlanguage: en-US  
MIME-Version: 1.0  
X-WSS-ID: 62CD7F082HC681933-01-02  
Content-Type: multipart/mixed;  
boundary="\_005\_DE5DC495C11FB3458D7661255243D4EAC374BDC402MAKCCR01MailK\_"  
Content-Transfer-Encoding: 7bit

**Sherley, Tami [PU]**

---

**From:** Nathan Bainbridge <NBainbridge@kdheks.gov>  
**Sent:** Wednesday, November 23, 2011 1:51 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Kari Bruffett; Dugan, Mark [GO]  
**Subject:** AHIP Email List  
**Attachments:** AHIP Emails 11\_\_23.xlsx

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Tami,

I have been putting together a list of emails of the AHIP members (<http://www.ahip.org/About-Us/Who-We-Are/Our-Member-Organizations.aspx>) for Kari and Mark. The attached file contains all the emails that we were able to find.

Nathan Bainbridge  
Executive Policy Analyst  
Kansas Department of Health and Environment  
(785) 296-8045

Company	Email
Affinity Health Plan	<a href="mailto:member@affinityplan.org">member@affinityplan.org</a>
Aflac	<a href="mailto:news@aflac.com">news@aflac.com</a>
Alameda Alliance for Health	<a href="mailto:Providerservices@alamedaalliance.org">Providerservices@alamedaalliance.org</a>
Allegiance Life & Health Insurance Company	<a href="mailto:inquire@askallegiance.com">inquire@askallegiance.com</a>
AlohaCare	<a href="mailto:girion@alohacarehawaii.org">girion@alohacarehawaii.org</a>
AMA Insurance Agency, Inc.	<a href="mailto:wecare@amainsure.com">wecare@amainsure.com</a>
American Specialty Health Incorporated	<a href="mailto:service@ashn.com">service@ashn.com</a>
AmeriChoice Health Service, Inc.	<a href="mailto:webresponse@uhc.com">webresponse@uhc.com</a>
Amerigroup Corporation	<a href="mailto:mmcdonn@amerigroupcorp.com">mmcdonn@amerigroupcorp.com</a>
AmeriHealth Mercy Family of Companies	<a href="mailto:thomas.bell@amerihealthmercy.com">thomas.bell@amerihealthmercy.com</a>
Aveta, Inc.	<a href="mailto:info@aveta.com">info@aveta.com</a>
Axis Global Accident & Health	<a href="mailto:USSales.AccHealth@axiscapital.com">USSales.AccHealth@axiscapital.com</a>
Bankers Life and Casualty Company	<a href="mailto:Barbara.ciesemier@cnoinc.com">Barbara.ciesemier@cnoinc.com</a>
Bluegrass Family Health, Inc.	<a href="mailto:cservice@bgfh.com">cservice@bgfh.com</a>
Boston Medical Center Healthnet Plan	<a href="mailto:MemberQuestions@bmchp.org">MemberQuestions@bmchp.org</a>
Celtic Insurance Company	<a href="mailto:Info@celtic-net.com">Info@celtic-net.com</a>
CENTENE Corp.	<a href="mailto:delane@centene.com">delane@centene.com</a>
Chartered Health Plan	<a href="mailto:member-services@chartered-health.com">member-services@chartered-health.com</a>
Children's Mercy Family Health Partners	<a href="mailto:membserve@fhp.org">membserve@fhp.org</a>
Chinese Community Health Plan	<a href="mailto:mktginfo@cchphmo.com">mktginfo@cchphmo.com</a>
CIGNA Health Care	<a href="mailto:media@cigna.com">media@cigna.com</a>
CNO Financial Group	<a href="mailto:tony.zehnder@CNOInc.com">tony.zehnder@CNOInc.com</a>
Commercial Travelers Mutual Insurance Company	<a href="mailto:comtravl@commercialtravelers.com">comtravl@commercialtravelers.com</a>
ConnectiCare, Inc.	<a href="mailto:publicrelations@connecticare.com">publicrelations@connecticare.com</a>
Corvesta Services, Inc.	<a href="mailto:tellmemore@corvesta.com">tellmemore@corvesta.com</a>
DAKOTACARE	<a href="mailto:customer-service@dakotacare.com">customer-service@dakotacare.com</a>
Dean Health Plan, Inc.	<a href="mailto:peter.thompson@deancare.com">peter.thompson@deancare.com</a>
Delta Dental Plans Association	<a href="mailto:cs@ddpa.org">cs@ddpa.org</a>
Denver Health Medical Plan	<a href="mailto:public_relations@dhha.org">public_relations@dhha.org</a>
Disability Management Services, Inc.	<a href="mailto:dms.inquiry@di-mgmt.com">dms.inquiry@di-mgmt.com</a>
EmblemHealth	<a href="mailto:IMargolin@EmblemHealth.com">IMargolin@EmblemHealth.com</a>
Erickson Advantage	<a href="mailto:pyoung@erickson.com">pyoung@erickson.com</a>
Essence, Inc.	<a href="mailto:customerservice@essencehealthcare.com">customerservice@essencehealthcare.com</a>
Fallon Community Health Plan	<a href="mailto:contactcustomerservice@fchp.org">contactcustomerservice@fchp.org</a>
Geisinger Health Plans	<a href="mailto:media@thehealthplan.com">media@thehealthplan.com</a>
Gen Re LifeHealth	<a href="mailto:AskGenRe@genre.com">AskGenRe@genre.com</a>
Genworth Financial	<a href="mailto:consumerhotline@genworth.com">consumerhotline@genworth.com</a>
Group Health Cooperative of SC Wisconsin	<a href="mailto:member_services@ghcscw.com">member_services@ghcscw.com</a>
Guarantee Trust Life Insurance Company	<a href="mailto:agency@gtlic.com">agency@gtlic.com</a>
Guardian Life Insurance Company of America	<a href="mailto:Richard_Jones@glic.com">Richard_Jones@glic.com</a>
Guildnet, Inc.	<a href="mailto:info@jgb.org">info@jgb.org</a>
Gundersen Lutheran Health Plan Inc.	<a href="mailto:hpcustomerservice@gundluth.org">hpcustomerservice@gundluth.org</a>
Harvard University Health Services	<a href="mailto:mservices@huhs.harvard.edu">mservices@huhs.harvard.edu</a>
Health Alliance Medical Plan	<a href="mailto:customerservice@healthalliance.org">customerservice@healthalliance.org</a>
Health Alliance Plan	<a href="mailto:msweb1@hap.org">msweb1@hap.org</a>
Health Dialog	<a href="mailto:kganda@healthdialog.com">kganda@healthdialog.com</a>

Health New England	<a href="mailto:memberservices@hne.com">memberservices@hne.com</a>
Health Partners - Philadelphia	<a href="mailto:contact@healthpart.com">contact@healthpart.com</a>
Health Plan of Michigan	<a href="mailto:memberservices@hpmich.com">memberservices@hpmich.com</a>
Healthfirst, Inc.	<a href="mailto:records@healthfirst.org">records@healthfirst.org</a>
HealthMarkets	<a href="mailto:donna.ledbetter@healthmarkets.com">donna.ledbetter@healthmarkets.com</a>
HealthNow of New York, Inc.	<a href="mailto:Pitts.John@Healthnow.org">Pitts.John@Healthnow.org</a>
HealthPlan Services	<a href="mailto:sales@healthplan.com">sales@healthplan.com</a>
HealthSpring	<a href="mailto:Graham.Harrison@healthspring.com">Graham.Harrison@healthspring.com</a>
Healthways, Inc.	<a href="mailto:info@healthways.com">info@healthways.com</a>
Hometown Health Plan	<a href="mailto:Customer_Service@hometownhealth.com">Customer_Service@hometownhealth.com</a>
Humana, Inc.	<a href="mailto:jturner2@humana.com">jturner2@humana.com</a>
Indiana University Health Plans	<a href="mailto:msmithsi@iuhealth.org">msmithsi@iuhealth.org</a>
Insurance Administrative Solutions, LLC	<a href="mailto:info@IASadmin.com">info@IASadmin.com</a>
Integrated Health Plan	<a href="mailto:info@ihplan.com">info@ihplan.com</a>
Inter Valley Health Plan	<a href="mailto:info@ivhp.com">info@ivhp.com</a>
JHA, Inc.	<a href="mailto:AskGenRe@genre.com">AskGenRe@genre.com</a>
Kern Health Systems	<a href="mailto:louiei@khs-net.com">louiei@khs-net.com</a>
Keystone Mercy Health Plan, Inc.	<a href="mailto:thomas.bell@amerihealthmercy.com">thomas.bell@amerihealthmercy.com</a>
L.A. Care	<a href="mailto:mjimenez@lacare.org">mjimenez@lacare.org</a>
Univita Health	<a href="mailto:info@univitahealth.com">info@univitahealth.com</a>
Medco	<a href="mailto:NewBusinessInqs@medco.com">NewBusinessInqs@medco.com</a>
Mid Rogue Health Plan	<a href="mailto:dflow@mripa.org">dflow@mripa.org</a>
Munich Re America HealthCare	<a href="mailto:mshemlin@munichhealth.com">mshemlin@munichhealth.com</a>
National Teachers Associates Life Insurance company	<a href="mailto:sales@ntalife.com">sales@ntalife.com</a>
Olympic Health Management Systems, Inc	<a href="mailto:patrick.collins@sterlingplans.com">patrick.collins@sterlingplans.com</a>
On Lok Senior Health Services	<a href="mailto:info@onlok.org">info@onlok.org</a>
OptumHealth	<a href="mailto:engage@optumhealth.com">engage@optumhealth.com</a>
Resolution Health	<a href="mailto:jill.becher@wellpoint.com">jill.becher@wellpoint.com</a>
Rocky Mountain Health Plans	<a href="mailto:customer_service@rmhp.org">customer_service@rmhp.org</a>
San Francisco Health Plan	<a href="mailto:memberservices@sfhp.org">memberservices@sfhp.org</a>
SCAN Health Plan	<a href="mailto:AncillaryContracting@scanhealthplan.com">AncillaryContracting@scanhealthplan.com</a>
Scott & White Health Plan	<a href="mailto:swhpques@swmail.sw.org">swhpques@swmail.sw.org</a>
Southeastern Indiana Health Organization	<a href="mailto:swhpques@swmail.sw.org">swhpques@swmail.sw.org</a>
Starmark	<a href="mailto:Starmark@Starmarkinc.com">Starmark@Starmarkinc.com</a>
State Farm Insurance Companies	<a href="mailto:tamara.oconnor.jily@statefarm.com">tamara.oconnor.jily@statefarm.com</a>
TakeCare Insurance Co.	<a href="mailto:customerservice@takecareasia.com">customerservice@takecareasia.com</a>
Thrivent Financial for Lutherans	<a href="mailto:brett.weinberg@thrivent.com">brett.weinberg@thrivent.com</a>
UCare	<a href="mailto:sales@ucare.org">sales@ucare.org</a>
UMR	<a href="mailto:susan.ford-hoffert@umr.com">susan.ford-hoffert@umr.com</a>
United HealthCare	<a href="mailto:jessica_kostner@uhc.com">jessica_kostner@uhc.com</a>
United Teacher Associates Insurance Company	<a href="mailto:inquire@gafri.com">inquire@gafri.com</a>
Unity Health Plans	<a href="mailto:VPofOperations@unityhealth.com">VPofOperations@unityhealth.com</a>
Univera Healthcare	<a href="mailto:Peter.Kates@univerahealthcare.com">Peter.Kates@univerahealthcare.com</a>
Unum Group	<a href="mailto:jsabourin@unum.com">jsabourin@unum.com</a>
USHEALTH Group, Inc.	<a href="mailto:info@ushealthgroup.com">info@ushealthgroup.com</a>
WellPoint, Inc.	<a href="mailto:jill.becher@wellpoint.com">jill.becher@wellpoint.com</a>
XL Health	<a href="mailto:info@xlhealth.com">info@xlhealth.com</a>

|Zurich North America

|[info.source@zurichna.com](mailto:info.source@zurichna.com)

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Tuesday, November 22, 2011 1:25 PM  
**To:** Sherley, Tami [PU]  
**Subject:** Optional Pre-Bid with State's Actuaries Scheduled for November 30th, 2011 at 11:00AM  
**Attachments:** RFP Amendment One.doc

**Bcc:** 'OUMIKE@att.net'; 'STEVE.MORRIS@bcbsks.com'; 'mgmurphy@cvty.com'; 'srobino@cvty.com'; 'Marilyn.tromans@bluekc.com'; 'david.gentile@bluekc.com'; 'mjramsey@cvty.com'; 'SSMITH@CVTY.COM'; 'arichey@humana.com'; 'jlsler@humana.com'; 'bryan.camerlinck@BlueKC.com'; 'PremiumTax2@aetna.com'; 'bev.wright@trustmarkins.com'; 'dave.mcdonough@trustmarkins.com'; 'pullen.rich@principal.com'; 'dkwagner@fedins.com'; 'cstaebler@humana.com'; 'lynn.kelley@sunlife.com'; 'Deborah.keene@sunlife.com'; 'jhthompson@fedins.com'; 'StefanB@aetna.com'; 'YoungPR@aetna.com'; 'mpwilliams@goldenrule.com'; 'Jennifer.mast.hhtw@statefarm.com'; 'terry@mprisk.org'; 'c.life@companiengroup.com'; 'Kerri.lyle@everence.com'; 'GHIGGS@UNITRIN.COM'; 'judy\_a\_bass@uhc.com'; 'cbrooks@amfam.com'; 'ELORINE.DEFORNEAU@US.ING.COM'; 'Dianna.Baxter@oneamerica.com'; 'Cheryl.chamorro@cigna.com'; 'pfiguerido@qbeusa.com'; 'compliance.aeb@assurant.com'; 'joadams@torchmarkcorp.com'; 'premiumtaxgroup@chubb.com'; 'Lisa.Sauer@americanenterprise.com'; 'judy.kendzora@americanenterprise.com'; 'Dorothea\_Page@Newyorklife.com'; 'jfahey@aegonusa.com'; 'lkozak@gtlic.com'; 'afess1275@aol.com'; 'Debbie.Ochoa@KMGAmerica.com'; 'patricia.rigler@af-group.com'; 'manolito\_batocabe@swissre.com'; 'bhardison@gafri.com'; 'pgalvan@celtic-net.com'; 'ald@madisonlife.com'; 'lrg@madisonlife.com'; 'kferreira@signetstar.com'; 'Mareike.Nuyda@LFG.com'; 'AnnualStatContact@shelterinsurance.com'; 'lfath@bcsgroup.com'; 'proctor@ushg.cc'; 'bweb3@Allstate.com'; 'sengleman@fslins.com'; 'bhobbs@fslins.com'; 'rmontgomery@gmicinc.com'; 'JKAMPEN@PANAMERICANLIFE.COM'; 'jkoser@aegisfirst.com'; 'COMPLIANCE@ANICO.COM'; 'gary.rotenbury@acegroup.com'; 'JMOSER@UNUM.COM'; 'DENNISC@heartland-health.com'; 'Alan.Tracy@Healthmarkets.com'; 'ed\_bacon@aigag.com'; 'jan.ribando@zurichna.com'; 'StefanB@aetna.com'; 'CMCARTHY@METLIFE.COM'; 'DAVE.A.PARKER@AEXP.COM'; 'DANIEL.HEFFERNAN@KOFC.ORG'; 'leslie.gelpi@hminsurancegroup.com'; 'TASHA.RUDDER@WELLPOINT.COM'; 'COMPLIANCE@ANICO.COM'; 'steven.ritter@thrivent.com'; 'tbottoms@markelcorp.com'; 'bev.wright@trustmarkins.com'; 'KSANDOVAL@TORCHMARKCORP.COM'; 'John\_Recanatini@glic.com'; 'adam.reed@chartinsurance.com'; 'gnwlyngovtregulation@genworth.com'; 'bbailey@aegisfirst.com'; 'rick.mapes@mutualofomaha.com'; 'cboyd@uafc.com'; 'ccochrane@uafc.com'; 'Katie.gurnett@physiciansmutual.com'; 'Robert.reed@physiciansmutual.com'; 'controllers@axa-equitable.com'; 'jim\_crafton@conseco.com'; 'Chegger@metlife.com'; 'pkeairnes@gomedico.com'; 'tracy.crosby@cigna.com'; 'dconnell@perkinsinsurance.com'; 'WINFIELD@nalc.org'; 'jlfax@metlife.com'; 'accounting@utgins.com'; 'GARY.SUSSMAN@AKSTEEL.COM'; 'Alan.Tracy@HealthMarkets.com'; 'Steven.Hendrich@genworth.com'; 'Nancy.Liu@ge.com'; 'Janice.burns.@ge.com'; 'JFRITSCH@JEFFNAT.COM'; 'mrixey@unifiedlife.com'; 'LDEAN@AFLAC.COM'; 'jim\_crafton@conseco.com'; 'laurol@vsp.com'; 'doug.wendt@combined.com'; 'james\_schalago@medco.com'; 'MCLIC@medco.com'; 'Lydia.lourenco@prudential.com'; 'asiddique@nglic.com'; 'Robert.grob@cna.com'; 'Ray.Kingett@rsli.com'; 'Linda\_Stebor@allianzlife.com'; 'gdarrough@shipltc.com'; 'acctdept@familyheritagelife.com'; 'financial@equilife.com'; 'dgerson@abilityre.net'; 'fyosua@abilityre.net'; 'tsnyder@emcnl.com'; 'slai@newerlife.com'; 'hbonine@cso.com'; 'rsmart@cso.com'; 'mgarcia@penntreaty.com'; 'JOE\_KEILTY@BOSTONMUTUAL.COM'; 'Cheryl\_furey@bostonmutual.com'; 'mgipe@humana.com'; 'Jodie.Simon@securian.com'; 'CWELSH@ASSURITY.COM'; 'frank.palmieri@medamericaltc.com'; 'lorin.m.engquist@healthnet.com'; 'roupen.berberian@health.net'; 'mheath@ameritas.com'; 'jlucas@ameritas.com'; 'svalerius@ameritas.com'; 'regulatorycommunicationonly@protection.com'; 'echoate@atlam.com'; 'RSERIANNI@AFLTC.COM'; 'norbersr@royalneighbors.org'; 'T.LAFOUNTAIN@MONARCHLIFE.COM'; 'K.MCADOO@MONARCHLIFE.COM'; 'kcrawford@usabliflife.com'; 'dchilders@lowchilders.com'; 'Barry.Hopkins@agla.com';



**Bcc:** 'LIZ\_LUCAS@conseco.com'; 'mstephens@usa-cal.com'; 'united@usa-cal.com';  
'Tim.Speed@WSlife.com'; 'compliance@WSlife.com'; 'insaccounting@slfs.com';  
'MILO.Staff.Services@farmersinsurance.com'; 'gsmaules@envisionrx.com';  
'amhuffman@sterlinginvestors.com'; 'pknox@bestlife.com';  
'compliance@renaissancefamily.com'; 'gwoodard@oldsurety.com'; 'susan@bnlac.com';  
'pepiscopo@pfia.net'; 'pattyH@e-hfg.com'; 'tim.emerson@ozark-national.com';  
'SHARON.HARTUNG@WPSIC.COM'; 'pstoner@nstci.com'; 'ADMIN@NTALIFE.COM';  
'barbmorris@financial.wellsfargo.com'; 'tmcgonigal@ullico.com'; 'james\_knapp@cinfin.com';  
'bramey@metlife.com'; 'wfinnigan@jhancock.com'; 'andrew.weissert@axixcapital.com';  
'lfath@bcsigroup.com'; 'alm@gpmlife.com'; 'JIM@KSKJLIFE.COM';  
'accounting@denverwoodman.com'; 'gwheeler@denverwoodmen.com';  
'ORRR@scottsdaleins.com'; 'FinRpt@nationwide.com'; 'Jeannine.phillips@phoenixwm.com';  
'patricia.fontana@phoenix.com'; 'info@baltlife.com'; 'Robert.Grob@cna.com';  
'stephanieg@starmountlife.com'; 'kspicer@cblnet.com'; 'denis.prior@modern-woodmen.org';  
'lbonine@bancinsure.com'; 'Jodie.Simon@securian.com'; 'mark.wray@fla-life.com';  
'Richard.hemmings@fla-life.com'; 'BCHELCHOWKSI@GEICO.COM';  
'BIROBINSON@GEICO.COM'; 'silvergood@woodmen.com';  
'THOMPSONg@MutualTrust.com'; 'fbarth@federallife.com'; 'mhunt@afba.com';  
'cspassialis@cvty.com'; 'bruce.bell@wellpoint.com'; 'cmoore@fhp.org';  
'dmanson@phsystems.com'; 'csmail@symetra.com'; 'linda.steinke@wellpoint.com';  
'heather.lorenzi@citizensinc.com'; 'doug.wolff@securitybenefit.com';  
'todom@presidentiallife.com'; 'estate@sslco.com'; 'judy@gachesbraden.com';  
'bfinuf@fhp.org'; 'bbridgewater@4tginc.com'; 'elizabeth\_cabot@uhc.com';  
'sandy.bucher@healthmarkets.com'; 'csharvey@cvty.com'; 'cindy.glenn@bcbsks.com';  
'blaine\_j\_bergeson@uhc.com'; 'Karen\_L\_verbeke@uhc.com'; 'jaimie.bern@uhc.com'; 'Kari  
Bruffett'; Combs, Gary A [KHPA]

Please see the attached document.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Tuesday, November 22, 2011 1:25 PM  
**To:** Sherley, Tami [PU]  
**Subject:** Optional Pre-Bid with State's Actuaries Scheduled for November 30th, 2011 at 11:00AM  
**Attachments:** RFP Amendment One.doc

Please see the attached document.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## Sherley, Tami [PU]

---

**From:** Combs, Gary [KDHE] <GCombs@kdheks.gov>  
**Sent:** Tuesday, November 22, 2011 1:05 PM  
**To:** Sherley, Tami [PU]  
**Subject:** RE: Pre-Bid Schedule for November 30th

The meeting will be held at Eisenhower State Office Building, in Auditorium B, on November 30, 2011. The time will be 11:00 to 1:00.

Gary

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Tuesday, November 22, 2011 11:23 AM  
**To:** Combs, Gary [KDHE]  
**Subject:** Pre-Bid Schedule for November 30th

Gary:

After speaking with Chris H., I need this information **by 1:00PM today, November 22<sup>nd</sup>** or we will need to reschedule. I will be out of the office tomorrow and need to provide all bidders with sufficient notification of this opportunity whether it is Optional or not.

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

## **Sherley, Tami [PU]**

---

**From:** Butler, Laurie A <laurie\_a\_butler@uhc.com>  
**Sent:** Monday, November 21, 2011 7:23 AM  
**To:** Sherley, Tami [PU]  
**Subject:** RE: Bid Event EVT0001028, Services, Medicaid and CHIP Capitated Managed Care

Please remove my name from your distribution. I work in the Tax Dept and was not here last week. I've forwarded to a couple of people who may be able to help.

Laurie A. Butler  
Tax Accountant  
UnitedHealth Group, Tax Department  
185 Asylum Street, CT039-04B  
Hartford, CT 06103

860/702-5427  
[laurie\\_a\\_butler@uhc.com](mailto:laurie_a_butler@uhc.com)

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Wednesday, November 16, 2011 3:49 PM  
**To:** Sherley, Tami [PU]  
**Subject:** Bid Event EVT0001028, Services, Medicaid and CHIP Capitated Managed Care

The State of Kansas issued a bid for Medicaid and CHIP Capitated Managed Care Services for the Kansas Department of Health and Environment, Division of Health Care Finance (KDHE-DHCF), EVT0001028, available for viewing at the following link:

<http://www.da.ks.gov/purch/EVT0001028.htm>

**Also, please be sure to read the attached documents for important information about this Bid Event:**

1. A letter from Lt. Governor Jeff Colyer.
2. Information about the Non-Mandatory Pre-bid Conference:
  - a. Date and Time: **November 17<sup>th</sup>, 2011 @ 10:00AM**
  - b. Location: Memorial Auditorium Hall, 120 SW 10<sup>th</sup> Ave., 2<sup>nd</sup> Floor, Topeka, KS
  - c. Conference Call Information:
    - 1) Dial-in: 866-620-7326Conference Code: 2887443018

If interested in this bid opportunity, it is imperative that you register your business with the Division of Purchases, for the following reasons:

- To bid on events, registered bidders must be invited in SMART by the Procurement Officer BEFORE the bid closes.
- If invited, registered bidders will be able to receive bid event documents via e-mail.
- If not invited by the Procurement Officer, registered bidders will receive notification of bid events based on their category code registration. If interested in bidding, these notification recipients must contact the Procurement Officer at least 24 hours PRIOR to the bid closing to be invited.

**To register please go to the following website:** <http://www.surveymonkey.com/s/ksbiddersurvey>

Be sure to select 8510 in the 8000 Series of the survey.

Please feel free to email me so that I may answer any questions you may have about our bid process. Lastly, if you are not interested in this bid opportunity, please email me so that you do not receive any future notifications concerning this Bid Event.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

This e-mail, including attachments, may include confidential and/or proprietary information, and may be used only by the person or entity to which it is addressed. If the reader of this e-mail is not the intended recipient or his or her authorized agent, the reader is hereby notified that any dissemination, distribution or copying of this e-mail is prohibited. If you have received this e-mail in error, please notify the sender by replying to this message and delete this e-mail immediately.

**Sherley, Tami [PU]**

---

**From:** Huerta, Beverly <beverly.huerta@gwl.com>  
**Sent:** Saturday, November 19, 2011 1:12 AM  
**To:** Sherley, Tami [PU]  
**Subject:** Not read: Bid Event EVT0001028, Services, Medicaid and CHIP Capitated Managed Care  
**Attachments:** Not read: Bid Event EVT0001028, Services, Medicaid and CHIP Capitated Managed Care

The information contained in this message and any accompanying attachments may contain privileged, private and/or confidential information protected by state and federal law. Penalties may be assessed for unauthorized use and/or disclosure. This message and any attachments are intended for the designated recipient only. If you have received this information in error, please notify the sender immediately and return or destroy the information.

This e-mail transmission and any attachments are believed to have been sent free of any virus or other defect that might affect any computer system into which it is received and opened. It is, however, the recipient's responsibility to ensure that the e-mail transmission and any attachments are virus free, and the sender accepts no responsibility for any damage that may in any way arise from their use.

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Friday, November 18, 2011 8:22 AM  
**To:** Phelps, Elizabeth M [SRS]; Combs, Gary A [KHPA]  
**Subject:** Vendors at the Pre-Bid Conference

Here's a list of the vendors at the pre-bid conference:

1. Aetna ✓
2. Humana ✓
3. Centene/Sunflower State Health Plans *not in SMART*
4. Kansas Health Solutions ✓
5. Blue Cross Blue Shield of Kansas ✓
6. Unicare Health Plans/Wellpoint ✓
7. MTM (non-emergency medical transportation provider) *not in SMART*
8. Vivius, Inc. *not in SMART*
9. ValueOptions ✓
10. WellCare Health Plans
11. Coventry ✓
12. Amerigroup
13. Milliman ✓
14. Optum Health
15. Children's Mercy Family Health Partners ✓
16. Magellan Health Systems ✓
17. United Healthcare ✓
18. Multiplan *NOT IN SMART*
19. Prime Therapeutics
20. Cenpatco *NOT IN SMART*
21. Blue Cross Blue Shield of Kansas City ✓

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>



**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, November 17, 2011 3:34 PM  
**To:** Combs, Gary A [KHPA]  
**Subject:** BCKBSKS  
**Attachments:** Disclosure Agreement - BCBSKS 11-17-11.pdf

Please have this signed and returned to me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## **Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, November 17, 2011 8:01 AM  
**To:** Sherley, Tami [PU]  
**Attachments:** Bid Information.doc; Letter from Lt Governor Colyer.pdf  
**Bcc:** 'info@themcic.com'; 'customerserv@aishealt.com'

The State of Kansas issued a bid for Medicaid and CHIP Capitated Managed Care Services for the Kansas Department of Health and Environment, Division of Health Care Finance (KDHE-DHCF), EVT0001028, available for viewing at the following link:

<http://www.da.ks.gov/purch/EVT0001028.htm>

**Also, please be sure to read the attached documents for important information about this Bid Event:**

1. A letter from Lt. Governor Jeff Colyer.
2. Information about the Non-Mandatory Pre-bid Conference:
  - a. Date and Time: **November 17<sup>th</sup>, 2011 @ 10:00AM**
  - b. Location: Memorial Auditorium Hall, 120 SW 10<sup>th</sup> Ave., 2<sup>nd</sup> Floor, Topeka, KS
  - c. Conference Call Information:
    - 1) Dial-in: 866-620-7326Conference Code: 2887443018

If interested in this bid opportunity, it is imperative that you register your business with the Division of Purchases, for the following reasons:

- To bid on events, registered bidders must be invited in SMART by the Procurement Officer BEFORE the bid closes.
- If invited, registered bidders will be able to receive bid event documents via e-mail.
- If not invited by the Procurement Officer, registered bidders will receive notification of bid events based on their category code registration. If interested in bidding, these notification recipients must contact the Procurement Officer at least 24 hours PRIOR to the bid closing to be invited.

**To register please go to the following website:** <http://www.surveymonkey.com/s/ksbiddersurvey>

**Be sure to select 8510 in the 8000 Series of the survey.**

Please feel free to email me so that I may answer any questions you may have about our bid process. Lastly, if you are not interested in this bid opportunity, please email me so that you do not receive any future notifications concerning this Bid Event.

Thank you,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## Sherley, Tami [PU]

---

**From:** Exchange  
**To:** customerserv@aishealt.com  
**Sent:** Thursday, November 17, 2011 8:01 AM  
**Subject:** Undeliverable:

### Delivery has failed to these recipients or distribution lists:

customerserv@aishealt.com

The recipient's e-mail address is invalid. Microsoft Exchange will not try to redeliver this message for you. Please check the recipient's e-mail address and try resending this message, or provide the following diagnostic text to your system administrator.

### Diagnostic information for administrators:

Generating server: mail1.ks.gov

customerserv@aishealt.com

# < #5.1.2> #SMTP#

### Original message headers:

X-Server-Uid: 9FA583FB-BC1F-44D7-81C2-89952E34A32F  
From: "Sherley, Tami [PU]" <Tami.Sherley@da.ks.gov>  
To: "Sherley, Tami [PU]" <Tami.Sherley@da.ks.gov>  
Disposition-Notification-To: "Sherley, Tami [PU]" <Tami.Sherley@da.ks.gov>  
Date: Thu, 17 Nov 2011 08:00:58 -0600  
Subject:  
Thread-Index: AcylMVT1LzeKUh8tR2Cp1iSFEAF7+w==  
Message-ID: <DE5DC495C11FB3458D7661255243D4EAC374BDC346@MAKCCR01.Mail.Ks.Gov>  
Accept-Language: en-US  
Content-Language: en-US  
X-MS-Has-Attach: yes  
X-MS-TNEF-Correlator:  
acceptlanguage: en-US  
MIME-Version: 1.0  
X-WSS-ID: 62DBCC112HC531242-01-02  
Content-Type: multipart/mixed;  
boundary="\_005\_DE5DC495C11FB3458D7661255243D4EAC374BDC346MAKCCR01MailK\_"  
Content-Transfer-Encoding: 7bit

## **Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, November 17, 2011 8:03 AM  
**To:** 'customerserv@aishealth.com'  
**Subject:** Bid Interest  
**Attachments:** Bid Information.doc; Letter from Lt Governor Colyer.pdf

The State of Kansas issued a bid for Medicaid and CHIP Capitated Managed Care Services for the Kansas Department of Health and Environment, Division of Health Care Finance (KDHE-DHCF), EVT0001028, available for viewing at the following link:

<http://www.da.ks.gov/purch/EVT0001028.htm>

**Also, please be sure to read the attached documents for important information about this Bid Event:**

1. A letter from Lt. Governor Jeff Colyer.
2. Information about the Non-Mandatory Pre-bid Conference:
  - a. Date and Time: **November 17<sup>th</sup>, 2011 @ 10:00AM**
  - b. Location: Memorial Auditorium Hall, 120 SW 10<sup>th</sup> Ave., 2<sup>nd</sup> Floor, Topeka, KS
  - c. Conference Call Information:
    - 1) Dial-in: 866-620-7326Conference Code: 2887443018

If interested in this bid opportunity, it is imperative that you register your business with the Division of Purchases, for the following reasons:

- To bid on events, registered bidders must be invited in SMART by the Procurement Officer BEFORE the bid closes.
- If invited, registered bidders will be able to receive bid event documents via e-mail.
- If not invited by the Procurement Officer, registered bidders will receive notification of bid events based on their category code registration. If interested in bidding, these notification recipients must contact the Procurement Officer at least 24 hours PRIOR to the bid closing to be invited.

**To register please go to the following website:** <http://www.surveymonkey.com/s/ksbiddersurvey>

**Be sure to select 8510 in the 8000 Series of the survey.**

Please feel free to email me so that I may answer any questions you may have about our bid process. Lastly, if you are not interested in this bid opportunity, please email me so that you do not receive any future notifications concerning this Bid Event.

Thank you,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

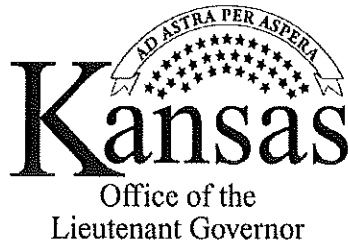
Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

Capitol Building  
Room 252-South  
Topeka, KS 66612



Phone: (785) 296-2213  
Fax: (785) 368-5669  
Email: lt.governor@ks.gov

Jeff Colyer, M.D., Lieutenant Governor

Sam Brownback, Governor

November 16, 2011

Governor Brownback and I want to invite your company to help transform Kansas Medicaid to improve outcomes with innovative changes to care. Kansas is open for business, and we invite you to be creative and bid on this exciting opportunity.

The State of Kansas is requesting proposals for the development of an innovative, integrated and comprehensive managed care program – KanCare – for Kansas Medicaid and Children’s Health Insurance Program participants. Services will include physical and behavioral health, and long-term care, including nursing facilities and home and community based services, and will be provided statewide for almost all Medicaid populations, including those provided under existing waivers.

You are receiving this correspondence because your company has provided health insurance in Kansas. As you will see at [this link](#), the requirements of the request for proposal (RFP) are extensive. However, the State recognizes that potential partners will bring a range of strengths, experience, innovation and added value to a program that serves more than 350,000 Kansans. All will be considered in the selection process, and we encourage and actively solicit a wide range of responses. Kansas is targeting three statewide KanCare contracts.

I also would encourage you to visit the State’s [Medicaid reform website](#) for an overview of the process that led to this RFP. The proposal submission deadline is January 31, 2012.

Kansas is a growing vibrant state for businesses and families. We have a fabulous workforce and excellent schools. Kansas is cutting red tape, dramatically lowering taxes and encouraging innovation. We believe you can be a part of one of the most innovative Medicaid transformations in the country. We hope you will bid and expand your business in the heart of America.

Yours,

Jeff Colyer, M.D.  
Lt. Governor, Kansas  
(913) 338-5600

**November 16, 2011**

**Bid Event ID Number: EVT0001028**

## **KanCare Medicaid and CHIP Capitated Managed Care Services**

### **Preface: High Priority Events and Items**

**Pre-Bid Vendor Conference:** A non-mandatory Pre-Bid Vendor Conference will be held at the date specified in the Managed Care Services (MCS) Procurement Schedule (see RFP Section 1.5.2) at the following location:

**November 17, 2011 at 10:00AM**

Memorial Hall Auditorium  
120 SW 10<sup>th</sup> Avenue, 2<sup>nd</sup> Floor  
Topeka, KS

**Dial-in Number: 866-620-7326**

**Conference Code: 2887443018**

**ATTENDANCE IS NOT REQUIRED** at the Pre-Proposal Vendor Conference but is encouraged. Any questions requesting clarification of the Request for Proposal (RFP) shall be submitted electronically in Microsoft Word format to the Procurement Officer indicated on the Event Details document, prior to 12:00 noon Central Time on the date specified in the MCS Procurement Schedule (see RFP Section 1.5.2). Questions shall include a reference to the applicable RFP Section and a page number or line item (i.e., "CONTRACTOR Responsibilities, Section 1.2.1.1, page 11, Line 4"). Impromptu questions may be permitted and spontaneous verbal unofficial answers may be provided at the Pre-Bid Vendor Conference. However, vendors must understand that the only official answer or position of the State of Kansas will be in writing as a part of an official RFP Addendum.

**Vendors/State Actuaries Conference or Teleconference:** A mandatory Vendors/State Actuaries Conference or Teleconference will be scheduled at a date in late November or early December, 2011 with the State's staff and actuaries. The State and the State's actuaries will develop and release a comprehensive, summary level databook containing information on the populations and services to be included within this procurement by region, a Low Cost Estimate (LCE) bid form, and a blended statewide Actuarially Sound Capitation Rate Range. The vendors will be allowed to submit questions regarding the financial terms of this RFP and the rate development process and the State will make those questions and the corresponding answers available to all vendors registered for this RFP, consistent with Kansas procurement law. In addition, the State and the State's actuaries will conduct a Conference to answer questions about the RFP, the financial terms, and the rate development process. Vendors are cautioned that any verbal answers provided during the Conference, are considered non-binding and only those answers formally provided in writing by the designated procurement officer are binding.

**ATTENDANCE IS REQUIRED** at the Actuarial Conference. Failure to attend the Actuarial Conference/Teleconference will result in bid rejection. This Conference/Teleconference will be scheduled following the release of the actuarial rate documents. Any questions requesting clarification of the documents and bid process shall be submitted electronically in Microsoft Word format to the Procurement Officer indicated on the Event Details document, prior to 12:00 noon Central Time on the date to be announced. Questions shall include a reference to the applicable RFP/Addenda Section and a page number or line item (i.e., "Addendum 2, Databook Section 3, page 5, Line 4"). Impromptu questions will be permitted and spontaneous verbal unofficial answers may be provided during the Vendors/State Actuaries Conference. However, vendors must understand that the only official answer or position of the State of Kansas will be in writing as a part of an official RFP Addendum.



Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612-1286



Phone: (785) 296-2376  
Fax: (785) 296-7240  
chris.howe@da.ks.gov  
www.da.ks.gov/purch

Dennis R. Taylor, Secretary  
Chris Howe, Director

Sam Brownback, Governor

Failure to notify the Procurement Officer of any conflicts or ambiguities in the Request for Proposal may result in items being resolved in the best interest of the State. Any modification to this RFP as a result of the Pre-Bid Vendor Conference, as well as written answers to written questions, shall be made in writing by official addendum and posted to the Division of Purchases' web site, <http://da.ks.gov/purch/>. All vendors are advised that only written communications are binding.

It shall be the responsibility of all participating VENDORS to acquire any and all addenda and additional information as it is made available from the web site cited above. VENDORS need to check the web site periodically for any additional information or instructions.

**Reference Forms:** VENDORS are advised to pay particular attention to RFP Section 3.2.13. Immediate and timely action is required concerning references.

**Expression of Interest Form:** VENDORS should submit an Expression of Interest Form at their earliest convenience during the procurement process. Please see RFP Section 3.2.7.1.1, for instructions. The form is found in RFP Section 5.

**RFP Definitions:** Throughout this RFP the following terms shall be used to designate mandatory and non-mandatory requirements:

**MAY, SHOULD, CAN, OPTIONALLY:** Denotes desirable, non-mandatory specifications, features, or functions.

**MUST, WILL, SHALL:** Denotes mandatory specifications, features, or functions; a requirement that must be met without alteration.

**READ THIS RFP CAREFULLY**

Failure to abide by all of the conditions of this RFP may result in the rejection of a proposal.

**It is the VENDOR's responsibility to monitor the Division of Purchases web site at:**

**<http://da.ks.gov/purch/>**

**on a regular basis for any changes/addenda or any changes to the MCS Procurement Schedule.**

Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612-1286



Phone: (785) 296-2376  
Fax: (785) 296-7240  
chris.howe@da.ks.gov  
www.da.ks.gov/purch

Dennis R. Taylor, Secretary  
Chris Howe, Director

Sam Brownback, Governor

The following procurement schedule represents the State's best estimate of the *anticipated* schedule that will be followed. Unless otherwise specified, the time of day for the following events will be between 8:00 a.m. and 5:00 p.m., Central Time.

MCS PROCUREMENT SCHEDULE		
NOTICE: The State reserves the right, at its sole discretion, to adjust this schedule as it deems necessary.		
1.	State Releases MCS RFP	November 8, 2011
2.	Pre-Bid Vendor Conference (Not Mandatory)	November 17, 2011 10:00 AM Central Time
3.	Deadline for Submitting Written Questions Requesting Clarifications	November 30, 2011 12:00 noon Central Time
4.	A mandatory pre-bid Conference/Teleconference will be held in late November or early December with the State's Actuaries. Information will be issued to Interested Parties prior to the Conference/Teleconference	Late November to early December
5.	Deadline for State to Post Final Responses to Written Questions	December 9, 2011 or at a date to be announced following the Vendors/State Actuaries Conference
6.	Deadline for Submitting Follow-up Written Questions Requesting Clarifications	December 30, 2011 12:00 noon Central Time
7.	Deadline for State to Post Final Responses to Follow-up Written Questions	January 13, 2012
8.	Proposal Submission Deadline (RFP Closing Date)	<b>January 31, 2012</b> 2:00 pm Central Time
9..	Old MCO Contracts Expire	December 31, 2012 12:00 Midnight Central Time
10..	New Contracts take Effect and Services Rendered Under New CONTRACT(S)	January 1, 2013 12:00:01 AM Central Time

**Sherley, Tami [PU]**

---

**From:** Kari Bruffett [KariBruffett@kdheks.gov]  
**Sent:** Wednesday, November 16, 2011 5:18 PM  
**To:** Sherley, Tami [PU]  
**Subject:** FW: Health Insurance Plan List for Distribution  
**Attachments:** Letter from Lt Governor Colyer.pdf

Can we reach out to these two groups to see if they will distribute the attached to their MCO databases? (It's slightly changed from the previous version and is a pdf.)

MCIC: Email: [info@themcic.com](mailto:info@themcic.com) and Website: [http://www.themcic.com/mcic\\_db.html](http://www.themcic.com/mcic_db.html)  
AIS Health: Phone: 800-521-4323 E-mail: [customerserv@aishealth.com](mailto:customerserv@aishealth.com) Website:  
<http://aishealth.com/marketplace/aiss-directory-health-plans>

We are also compiling a list of national health plans for distribution later.

Thank you!

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, November 16, 2011 2:49 PM  
**To:** Sherley, Tami [PU]  
**Subject:** Bid Event EVT0001028, Services, Medicaid and CHIP Capitated Managed Care  
**Attachments:** Letter from Lt. Governor.doc; Bid Information.doc

**Bcc:** 'OUMIKE@att.net'; 'STEVE.MORRIS@bcbsks.com'; 'mgmurphy@cvty.com'; 'srobino@cvty.com'; 'Marilyn.tromans@bluekc.com'; 'david.gentile@bluekc.com'; 'mjrarnsey@cvty.com'; 'SSMITH@CVTY.COM'; 'laurie\_a\_butler@uhc.com'; 'arichey@humana.com'; 'jisler@humana.com'; 'bryan.camerlinck@BlueKC.com'; 'PremiumTax2@aetna.com'; 'bev.wright@trustmarkins.com'; 'paula.bures@trustmakrins.com'; 'dave.mcdonough@trustmarkins.com'; 'Richard.Konkol@Assurant.com'; 'marketcondcutcompliance@goldenrule.com'; 'pullen.rich@principal.com'; 'dkwagner@fedins.com'; 'cstaebler@humana.com'; 'lynn.kelley@sunlife.com'; 'Deborah.keene@sunlife.com'; 'jhthompson@fedins.com'; 'StefanB@aetna.com'; 'YoungPR@aetna.com'; 'mpwilliams@goldenrule.com'; 'Jennifer.mast.hhtw@statefarm.com'; 'Kelly@mprisk.org'; 'terry@mprisk.org'; 'c.life@companiongroup.com'; 'Kerri.lyle@everence.com'; 'GHIGGS@UNITRIN.COM'; 'judy\_a\_bass@uhc.com'; 'cbrooks@amfam.com'; 'sadlton@hcclife.com'; 'ELORINE.DEFORNEAU@US.ING.COM'; 'FSSC\_COMPLAINCE@US.ING.COM'; 'Dianna.Baxter@oneamerica.com'; 'COMPLAINCE@ANICO.COM'; 'rick.mapes@mutualofomaha.com'; 'Cheryl.chamorro@cigna.com'; 'pfiguerido@qbeusa.com'; 'aching@sslicny.com'; 'compliance.aeb@assurant.com'; 'joadams@torchmarkcorp.com'; 'premiumtaxgroup@chubb.com'; 'Lisa.Sauer@americanenterprise.com'; 'judy.kendzora@americanenterprise.com'; 'Dorothea\_Page@Newyorklife.com'; 'Kathleen.arnold@gwl.com'; 'gwlcomments@gwl.com'; 'jfahey@aegonusa.com'; 'lkozak@gtlic.com'; 'afess1275@aol.com'; 'Debbie.Ochoa@KMGAmerica.com'; 'patricia.rigler@af-group.com'; 'manolito\_batocabe@swissre.com'; 'bhardison@gafri.com'; 'pgalvan@celtic-net.com'; 'Dolores.nordone@us.nestle.com'; 'ald@madisonlife.com'; 'lrg@madisonlife.com'; 'laurie\_a\_butler@uhc.com'; 'kferreira@signetstar.com'; 'Mareike.Nuyda@LFG.com'; 'AESComplaints@americanenterpise.com'; 'AnnualStatContact@shelterinsurance.com'; 'lfath@bcsgroup.com'; 'proctor@ushg.cc'; 'bweb3@Allstate.com'; 'Katherine.Wade@cigna.com'; 'sengleman@fslins.com'; 'bhobbs@fslins.com'; 'rmontgomery@gmicinc.com'; 'JKAMPEN@PANAMERICANLIFE.COM'; 'Irma.behrle@everstre.com'; 'Margaret\_Ruddock@aigag.com'; 'jkoser@aegisfirst.com'; 'corporate@iai-online.com'; 'COMPLIANCE@ANICO.COM'; 'gary.rotenbury@acegroup.com'; 'ruptney@unum.com'; 'JMOSER@UNUM.COM'; 'DENNISC@heartland-health.com'; 'Alan.Tracy@Healthmarkets.com'; 'iana\_vu@aigag.com'; 'ed\_bacon@aigag.com'; 'jan.ribando@zurichna.com'; 'StefanB@aetna.com'; 'CMCARTHY@METLIFE.COM'; 'DAVE.A.PARKER@AEXP.COM'; 'wfweems@ampublic.com'; 'DANIEL.HEFFERNAN@KOFC.ORG'; 'infor@kofc.org'; 'leslie.gelpi@hminsurancegroup.com'; 'TASHA.RUDDER@WELLPOINT.COM'; 'COMPLIANCE@ANICO.COM'; 'steven.ritter@thrivent.com'; 'tbottoms@markelcorp.com'; 'cpowell@berkelyah.com'; 'robinsr7@nationwide.com'; 'bev.wright@trustmarkins.com'; 'KSANDOVAL@TORCHMARKCORP.COM'; 'John\_Recanatini@glic.com'; 'adam.reed@chartinsurance.com'; 'gnwlyngovtregulation@genworth.com'; 'bbailey@aegisfirst.com'; 'skerr@lifesecond.ltc.com'; 'rick.mapes@mutualofomaha.com'; 'cboyd@uaac.com'; 'ccochrane@uaac.com'; 'Katie.gurnett@physiciansmutual.com'; 'Robert.reed@physiciansmutual.com'; 'controllers@axa-equitable.com'; 'jim\_crafton@consecos.com'; 'Chegger@metlife.com'; 'pkeairnes@gomedico.com'; 'tracy.crosby@cigna.com'; 'dconnell@perkinsinsurance.com'; 'WINFIELD@nalc.org'; 'jlfax@metlife.com'; 'accounting@utgins.com'; 'vcommodore@aillife.com'; 'llewis@aillife.com'; 'GARY.SUSSMAN@AKSTEEL.COM'; 'gilbert\_salas@swissre.com'; 'lawdept@sfgmenbers.com'; 'john\_roelker@ohonational.com'; 'Alan.Tracy@HealthMarkets.com'; 'Steven.Hendrich@genworth.com'; 'Nancy.Liu@ge.com'; 'Janice.burns.@ge.com'; 'JFRITSCH@JEFFNAT.COM'; 'mrixey@unifiedlife.com'; 'LDEAN@AFLAC.COM'; 'jim\_crafton@consecos.com'; 'scott.bennet@thehartford.com'; 'laurol@vsp.com'; 'doug.wendt@combined.com'; 'james\_schalago@medco.com'; 'MCLIC@medco.com'; 'Lydia.lourenco@prudential.com'; 'asiddique@nglic.com'; 'lynn.rhode@cunamutual.com'; 'Robert.grob@cna.com'; 'Ray.Kingett@rsli.com';

**Bcc:** 'Linda\_Stebor@allianzlife.com'; 'info@cont-life.com'; 'gdarrough@shipltc.com'; 'acctdept@familyheritagelife.com'; 'financial@equilife.com'; 'dgeron@abilityre.net'; 'fyosua@abilityre.net'; 'tsnyder@emcnl.com'; 'slai@newerlife.com'; 'hbonine@csco.com'; 'Steve.Stahly@FBLFinancial.com'; 'rsmart@csco.com'; 'mgarcia@penntreaty.com'; 'JOE\_KEILTY@BOSTONMUTUAL.COM'; 'Cheryl\_furey@bostonmutual.com'; 'paul\_petry@bostonmutual.com'; 'mgipe@humana.com'; 'Jodie.Simon@securian.com'; 'CWELSH@ASSURITY.COM'; 'Imparise@securitylife.com'; 'frank.palmieri@medamericaltc.com'; 'lorin.m.engquist@healthnet.com'; 'roupen.berberian@health.net'; 'mheath@ameritas.com'; 'jlucas@ameritas.com'; 'svalerius@ameritas.com'; 'regulatorycommunicationonly@protection.com'; 'echoate@atlam.com'; 'RSERIANNI@AFL LTC.COM'; 'BIACOVETTI@AFL LTC.COM'; 'norbersr@royalneighbors.org'; 'checker@uct.org'; 'T.LAFOUNTAIN@MONARCHLIFE.COM'; 'K.MCADOO@MONARCHLIFE.COM'; 'kcrawford@usablelife.com'; 'parogers@smrome.com'; 'slbosshar@smrome.com'; 'dchilders@lowchilders.com'; 'Connie.Ainsley@agla.com'; 'Barry.Hopkins@agla.com'; 'clam@onebeacon.com'; 'moloughlin@onebeacon.com'; 'LIZ\_LUCAS@conseco.com'; 'mstephens@usa-cal.com'; 'united@usa-cal.com'; 'Tim.Speed@WSlife.com'; 'compliance@WSlife.com'; 'insaccounting@slfs.com'; 'MILO.Staff.Services@farmersinsurance.com'; 'StatRpt@farmerinsurance.com'; 'gsmaules@envisionrx.com'; 'amhuffman@sterlinginvestors.com'; 'pknox@bestlife.com'; 'compliance@reniassancefamily.com'; 'gwoodard@oldsurety.com'; 'susan@bnlac.com'; 'pepiscopo@pfia.net'; 'pattyH@e-hfg.com'; 'kwells@nationallife.com'; 'tim.emerson@ozark-national.com'; 'SHARON.HARTUNG@WPSIC.COM'; 'gmary@vtaig.com'; 'pstoner@nstci.com'; 'ADMIN@NTALIFE.COM'; 'barbmorris@financial.wellsfargo.com'; 'tmcgonigal@ullico.com'; 'james\_knapp@cinfin.com'; 'bramey@metlife.com'; 'wfinnigan@jhancock.com'; 'pcurran@nstates.com'; 'andrew.weissert@axiscaptial.com'; 'laura.russo@axiscaptial.com'; 'lfath@bcsgroup.com'; 'alm@gpmlife.com'; 'JIM@KSKJLIFE.COM'; 'sfwalstad@captiolindemnity.com'; 'accounting@denverwoodman.com'; 'mdonnelly@amhomlife.com'; 'gwheeler@denverwoodmen.com'; 'ORRR@scottsdaleins.com'; 'FinRpt@nationwide.com'; 'Jeannine.phillips@phoenixwm.com'; 'patricia.fontana@phoenix.com'; 'info@balltlife.com'; 'Robert.Grob@cna.com'; 'stephanieg@starmountlife.com'; 'kspicer@cblnet.com'; 'denis.prior@modern-woodmen.org'; 'lbonine@bancinsure.com'; 'Jodie.Simon@securian.com'; 'mark.wray@fla-life.com'; 'Richard.hemmings@fla-life.com'; 'BCHELCHOWKSI@GEICO.COM'; 'BIROBINSON@GEICO.COM'; 'dwondra@woodmen.com'; 'silvergood@woodmen.com'; 'THOMPSONg@MutualTrust.com'; 'fbarth@federallife.com'; 'mhunt@afba.com'; 'cspassialis@cvty.com'; 'bruce.bell@wellpoint.com'; 'cmoore@fhp.org'; 'dmanson@phsystems.com'; 'csmail@symetra.com'; 'linda.steinke@wellpoint.com'; 'heather.lorenzi@citizensinc.com'; 'doug.wolff@securitybenefit.com'; 'todom@presidentitalife.com'; 'estate@sslco.com'; 'judy@gachesbraden.com'; 'bfinuf@fhp.org'; 'bbridgewater@4tginc.com'; 'mpendola@studentresources.com'; 'elizabeth\_cabot@uhc.com'; 'Kari Bruffett', Combs, Gary A [KHPA]

The State of Kansas issued a bid for Medicaid and CHIP Capitated Managed Care Services for the Kansas Department of Health and Environment, Division of Health Care Finance (KDHE-DHCF), EVT0001028, available for viewing at the following link:

<http://www.da.ks.gov/purch/EVT0001028.htm>

**Also, please be sure to read the attached documents for important information about this Bid Event:**

1. A letter from Lt. Governor Jeff Colyer.
2. Information about the Non-Mandatory Pre-bid Conference:
  - a. Date and Time: **November 17<sup>th</sup>, 2011 @ 10:00AM**
  - b. Location: Memorial Auditorium Hall, 120 SW 10<sup>th</sup> Ave., 2<sup>nd</sup> Floor, Topeka, KS
  - c. Conference Call Information:
    - 1) Dial-in: 866-620-7326
    - Conference Code: 2887443018

If interested in this bid opportunity, it is imperative that you register your business with the Division of Purchases, for the following reasons:

- To bid on events, registered bidders must be invited in SMART by the Procurement Officer BEFORE the bid closes.
- If invited, registered bidders will be able to receive bid event documents via e-mail.
- If not invited by the Procurement Officer, registered bidders will receive notification of bid events based on their category code registration. If interested in bidding, these notification recipients must contact the Procurement Officer at least 24 hours PRIOR to the bid closing to be invited.

*To register please go to the following website:* <http://www.surveymonkey.com/s/ksbiddersurvey>

**Be sure to select 8510 in the 8000 Series of the survey.**

Please feel free to email me so that I may answer any questions you may have about our bid process. Lastly, if you are not interested in this bid opportunity, please email me so that you do not receive any future notifications concerning this Bid Event.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

**Sherley, Tami [PU]**

---

**From:** Swartz, Christiane [KDHE] [CSwartz@kdheks.gov]  
**Sent:** Wednesday, November 09, 2011 3:31 PM  
**To:** Nawaz Jadavji  
**Cc:** Combs, Gary [KDHE]; Sherley, Tami [PU]  
**Subject:** RE: Thank-you

For the month of October, the enrollment numbers into the managed care program are as follows:

Total enrolled 184,606

Unicare: 57,189

CMFHP: 127,417

Please send your question regarding the RFP info to the department of purchase. They manage the procurement process.

Thank you.

Christiane Swartz  
Deputy Medicaid Director  
Director, Medicaid Operations  
Division of Health Care Finance  
Kansas Department of Health and Environment

785-368-6296  
[cswartz@kdheks.gov](mailto:cswartz@kdheks.gov)

KHPA is now part of the Kansas Department of Health and Environment (KDHE) s the Division of Health Care Finance (HCF). Visit our website at <http://www.kdheks.gov/hcf/>.

---

**From:** Nawaz Jadavji [<mailto:nawaz.jadavji@db.com>]  
**Sent:** Wednesday, November 09, 2011 3:19 PM  
**To:** Swartz, Christiane [KDHE]  
**Subject:** Thank-you

Classification: Public

Chris,

Thanks for taking the time to speak with me today about the current Medicaid market. As we had discussed, if you could provide some additional detail on HealthWave I'd greatly appreciate it. You mentioned that Children's Mercy



provides services in 2 regions and accounts for 2/3 of the current managed care population of ~170K. The other Managed Care Organization, Unicare, accounts for the remaining 1/3 and is statewide. The program currently focuses on Moms and Kids.

Just wanted to confirm the enrollment numbers, believe you have more specifics. The RFP (page 19) states that there are roughly 238K in the HealthWave program, 75K in the disabled group, and 30K in the aged group. I know you can't specifically discuss the RFP, but wanted to make sure I wrote down the right membership numbers as they conflict with what the RFP states (or I'm missing something).

Thanks again,

Nawaz.

---

**Nawaz Jadavji**

Equity Research, Managed Care

Deutsche Bank Securities Inc.

Tel: 212.250.9081

Mobile: 770.480.8242

[nawaz.jadavji@db.com](mailto:nawaz.jadavji@db.com)

*Assumptions, estimates and opinions expressed constitute the author's judgment as of the date of this communication and are subject to change without notice. Past performance is not necessarily indicative of future results. This communication is based upon information that Deutsche Bank or one of its affiliates (collectively "Deutsche Bank") considers reliable as of the date hereof, but Deutsche Bank does not represent that it is accurate and complete. Deutsche Bank does not render legal or tax advice, and the information contained in this communication should not be regarded as such.*

---

This communication may contain confidential and/or privileged information. If you are not the intended recipient (or have received this communication in error) please notify the sender immediately and destroy this communication. Any unauthorized copying, disclosure or distribution of the material in this communication is strictly forbidden.

Deutsche Bank does not render legal or tax advice, and the information contained in this communication should not be regarded as such.

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message

and accompanying documents are covered by the Electronic

Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health

Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d,

*et seq.*, and contain information intended for the specified

individual(s) only. This information is confidential.



Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612-1286



Phone: (785) 296-2376  
Fax: (785) 296-7240  
chris.howe@da.ks.gov  
www.da.ks.gov/purch

Dennis R. Taylor, Secretary  
Chris Howe, Director

Sam Brownback, Governor

The following procurement schedule represents the State's best estimate of the *anticipated* schedule that will be followed. Unless otherwise specified, the time of day for the following events will be between 8:00 a.m. and 5:00 p.m., Central Time.

MCS PROCUREMENT SCHEDULE		
NOTICE: The State reserves the right, at its sole discretion, to adjust this schedule as it deems necessary.		
1.	State Releases MCS RFP	November 8, 2011
2.	Pre-Bid Vendor Conference (Not Mandatory)	November 17, 2011 10:00 AM Central Time
3.	Deadline for Submitting Written Questions Requesting Clarifications	November 30, 2011 12:00 noon Central Time
4.	A mandatory pre-bid Conference/Teleconference will be held in late November or early December with the State's Actuaries. Information will be issued to Interested Parties prior to the Conference/Teleconference	Late November to early December
5.	Deadline for State to Post Final Responses to Written Questions	December 9, 2011 or at a date to be announced following the Vendors/State Actuaries Conference
6.	Deadline for Submitting Follow-up Written Questions Requesting Clarifications	December 30, 2011 12:00 noon Central Time
7.	Deadline for State to Post Final Responses to Follow-up Written Questions	January 13, 2012
8.	Proposal Submission Deadline (RFP Closing Date)	<b>January 31, 2012</b> 2:00 pm Central Time
9..	Old MCO Contracts Expire	December 31, 2012 12:00 Midnight Central Time
10..	New Contracts take Effect and Services Rendered Under New CONTRACT(S)	January 1, 2013 12:00:01 AM Central Time

**Sherley, Tami [PU]**

---

**From:** Combs, Gary [KDHE] <GCombs@kdheks.gov>  
**Sent:** Wednesday, November 16, 2011 12:52 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swanson, Effie [KDHE]; Swartz, Valerie [KDHE]  
**Subject:** RE: KanCare implementation timeline 11-2011(V2).xlsx  
**Attachments:** Outline for 11-17-11 PreBid Conference v2.docx

Yes, it will be in the first amendment. I am attaching the script that Kari Bruffett will be speaking from for your reference. She will be doing the agency presentation. The key personnel are listed below and the PNC committee that is being submitted.

Tami Sherley – Procurement Officer

Chris Howe – Kansas Director of Contracts and Procurements

Robert Moser MD – Secretary, Kansas Department of Health and Environment

Robert Siedlecki – Secretary, Kansas Social and Rehabilitation Services

Shawn Sullivan – Secretary, Kansas Department on Aging

Andy Allison – Director of Health Care Finance

Kari Bruffett – Assistant Secretary for Policy and External Affairs Kansas Department of Health and Environment and will be the Acting Director of Health Care Finance on November 22<sup>nd</sup>

Barbara Langner – Medicaid Director, Health Care Finance

Christiane Swartz – Deputy Medicaid Director and Director of Medicaid Operations, Health Care Finance

Paul Endacott – Managed Care Program Manager

PNC Committee members are:

Brad Ridley, Department on Aging

Paul Endacott, Department of Health and Environment

Tami Sherley, Division of Purchases, Department of Administration

Gary

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Wednesday, November 16, 2011 11:45 AM  
**To:** Combs, Gary [KDHE]  
**Subject:** RE: KanCare implementation timeline 11-2011(V2).xlsx

So I venture to guess this needs to be an Amendment to the RFP?

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Combs, Gary [KDHE] [<mailto:GCombs@kdheks.gov>]  
**Sent:** Wednesday, November 16, 2011 11:42 AM  
**To:** Sherley, Tami [PU]  
**Subject:** FW: KanCare implementation timeline 11-2011(V2).xlsx  
**Importance:** High

Tami

The attached time line will change some of your dates in your agenda for tomorrow.

Gary

---

**From:** Swartz, Christiane [KDHE]  
**Sent:** Wednesday, November 16, 2011 11:15 AM  
**To:** Combs, Gary [KDHE]  
**Cc:** Dixon, John [KDHE]  
**Subject:** KanCare implementation timeline 11-2011(V2).xlsx  
**Importance:** High

Procurement timeline in the RFP need to be updated with attached. Tami needs to get a copy to have the correct timeline for the meeting tomorrow.

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Swanson, Effie [KDHE] [ESwanson@kdheks.gov]  
**Sent:** Thursday, May 17, 2012 10:40 AM  
**To:** Sherley, Tami [PU]  
**Subject:** Additional Follow-Up Questions for Amerigroup

1. Thinking about the array of activities that will be necessary to help the I/DD service system and members using that system in readiness for a comprehensive managed care approach, please identify the type of activities that you think would be more effectively conducted in a full-court-press approach with the state and all three MCOs collaborating; vis-à-vis the type of activities you think would be more effectively conducted in other ways (please give examples and how they would be operationalized).
2. Considering the issue of early adopters helping to bring KanCare members who use I/DD services along the path of comfort/confidence in a comprehensive managed care system, what ideas do you have to demonstrate the benefit for those members related to increased access to/coordination of physical and/or behavioral health services they may need? Please give specific examples, how you would operationalize them, including data points and timelines.
3. As to the use of pilot projects, can you give a little more thought and input as to effective strategies for implementing such projects, particularly in a dynamic where a CSP may be ready to participate but the CDDO in their service area is not as ready?

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Thursday, May 17, 2012 10:45 AM  
**To:** 'McSorley, Mary'; 'Carino, Joe'  
**Subject:** FW: Additional Follow-Up Questions for Amerigroup

These are the additional questions that were discussed in today's meeting. Please have the group add these questions to the list of 7 provided yesterday.

Tami

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Swanson, Effie [KDHE] [<mailto:ESwanson@kdheks.gov>]  
**Sent:** Thursday, May 17, 2012 10:40 AM  
**To:** Sherley, Tami [PU]  
**Subject:** Additional Follow-Up Questions for Amerigroup

1. Thinking about the array of activities that will be necessary to help the I/DD service system and members using that system in readiness for a comprehensive managed care approach, please identify the type of activities that you think would be more effectively conducted in a full-court-press approach with the state and all three MCOs collaborating; vis-à-vis the type of activities you think would be more effectively conducted in other ways (please give examples and how they would be operationalized).
2. Considering the issue of early adopters helping to bring KanCare members who use I/DD services along the path of comfort/confidence in a comprehensive managed care system, what ideas do you have to demonstrate the benefit for those members related to increased access to/coordination of physical and/or behavioral health services they may need? Please give specific examples, how you would operationalize them, including data points and timelines.
3. As to the use of pilot projects, can you give a little more thought and input as to effective strategies for implementing such projects, particularly in a dynamic where a CSP may be ready to participate but the CDDO in their service area is not as ready?

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message  
and accompanying documents are covered by the Electronic

Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====



Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612-1286



Phone: (785) 296-2376  
Fax: (785) 296-7240  
chris.howe@da.ks.gov  
www.da.ks.gov/purch

Dennis R. Taylor, Secretary  
Chris Howe, Director

Sam Brownback, Governor

May 31, 2012

Joe Carino  
Amerigroup Corp.  
Director of Proposal Management, Business Development

Via e-mail: [icarino@amerigroupcorp.com](mailto:icarino@amerigroupcorp.com)  
[mary.mcsorely@amerigroup.com](mailto:mary.mcsorely@amerigroup.com)

SUBJECT: KanCare Capitated Managed Care  
Bid Event EVT0001028

Dear Mr. Carino:

This letter will confirm that the State of Kansas intends to award Bid Event EVT0001028 to your firm for KanCare Capitated Managed Care.

Your company's selection is conditioned upon execution of a final written contract. A contract is being prepared by the State of Kansas, and will be presented for your review in the near future. In the event a contract is not achieved, please be on notice that the State of Kansas cannot reimburse you for any expenditures made.

We are still in the confidentiality phase of this transaction and thus, all information related to this offering is to be kept confidential until all parties have signed the contract.

All parties involved wish to thank you for your assistance and discretion during this process, and we look forward to a mutually beneficial contract. If you have any questions, please feel free to contact me at 785-296-3122.

Sincerely,

Tami Sherley, Procurement Officer  
on behalf of the Procurement Negotiating Committee

cc: Gary Combs, KDHE

## **Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, May 16, 2012 12:32 PM  
**To:** 'McSorley, Mary'  
**Subject:** Bid Event EVT000128 Electronic Version of Additional KanCare Questions

**Follow Up Flag:** Follow up  
**Due By:** Tuesday, May 22, 2012 4:00 PM  
**Flag Status:** Flagged

Mary:

Below are additional questions that will be discussed during Thursday's conference. Please note that responses to these questions and a Revised Offer, if applicable, are due **NO LATER** than 4:00PM, Tuesday, May 22<sup>nd</sup>.

1. The State intends to reserve the right to conduct a supplemental (come-behind) recovery program to ensure TPL contractual provisions are met by KanCare Contractors. For example, all TPL identified and recovered by the State more than six (6) months after the date of service (DOS) of a claim would be retained by the State. Please provide any feedback on this approach.
2. Your bid documents note the use of other contractors to perform work and services for you in completion of the TPL requirements. For each vendor, please note their name, duties to be performed, and the general means for compensation (contingency fee, fee per service, set amount, etc.) If the actual 3rd party contractor is not known at this time, please still identify the duties that you intend the unnamed contractor to perform.
3. Inherent in this contract is the receipt and use of personal health information and confidential data. Similarly inherent is the sharing of such information with a subsidiary contractor. Please note how you plan on protecting the PHI and other confidential information shared with a subsidiary vendor.
4. Will you provide to KDHE any reports generated by the subsidiary vendor concerning their TPL activities?
5. Please confirm that you will provide the Payment Integrity Report, including all the information listed in the categories displaying in Exhibit 2-8.
6. Please confirm your understanding that the fee-for-service payment floor (requirement 2.3.6.6) applies to the following eye codes: 92002, 92004, 92912, and 92014.
7. The State has heard from multiple sources that some bidders are reaching out aggressively to providers in the state and that some of what is being said is erroneous (for example, regarding SUD provider requirements). The State reminds KanCare bidders of the intention that credentialing be done -- especially with non-traditional providers -- in a coordinated manner. Further the State intends to partner with selected MCO contractors and ensure a uniform approach for these providers/systems of care. Please confirm your understanding of this approach.

If you have any questions, please contact me via email immediately.

Thank you,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N

Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

## Sherley, Tami [PU]

---

**From:** Swanson, Effie [KDHE] [ESwanson@kdheks.gov]  
**Sent:** Tuesday, May 15, 2012 10:53 AM  
**To:** Sherley, Tami [PU]; Combs, Gary [KDHE]  
**Subject:** RE: question re: format for the May 17th meeting

Yes, that is fine, but understand that you must bring all the necessary equipment. You should bring your own laptop and projector, we will provide the screen and a table.

---

**From:** Sherley, Tami [PU] [mailto:Tami.Sherley@da.ks.gov]  
**Sent:** Tue 5/15/2012 7:30 AM  
**To:** Swanson, Effie [KDHE]; Combs, Gary [KDHE]  
**Subject:** FW: question re: format for the May 17th meeting

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** McSorley, Mary [mailto:Mary.McSorley@amerigroup.com]  
**Sent:** Tuesday, May 15, 2012 6:37 AM  
**To:** Sherley, Tami [PU]  
**Cc:** Lund, Megan  
**Subject:** question re: format for the May 17th meeting

Dear Ms. Sherley,

Amerigroup has a question regarding the format of the introductory session on the agenda for Thursday, May 17<sup>th</sup>. Would it be permissible during the time allocated to Amerigroup introductions for us to show a very brief video case study that is complementary to some of the answers we will present? We would not take up more time than allotted for other sections of the agenda and will strictly adhere to the times allotted throughout the session.

Please let me know at your earliest convenience. Thank you for your assistance

Sincerely,

Mary T. McSorley  
VP, Proposal Management  
Amerigroup Corporation

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Tuesday, May 15, 2012 11:39 AM  
**To:** 'McSorley, Mary'  
**Subject:** RE: question re: format for the May 17th meeting

Mary:

KDHE's response:

Yes, that is fine, but understand that you must bring all the necessary equipment. You should bring your own laptop and projector, we will provide the screen and a table.

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** McSorley, Mary [<mailto:Mary.McSorley@amerigroup.com>]

**Sent:** Tuesday, May 15, 2012 6:37 AM

**To:** Sherley, Tami [PU]

**Cc:** Lund, Megan

**Subject:** question re: format for the May 17th meeting

Dear Ms. Sherley,

Amerigroup has a question regarding the format of the introductory session on the agenda for Thursday, May 17<sup>th</sup>. Would it be permissible during the time allocated to Amerigroup introductions for us to show a very brief video case study that is complementary to some of the answers we will present? We would not take up more time than allotted for other sections of the agenda and will strictly adhere to the times allotted throughout the session.

Please let me know at your earliest convenience. Thank you for your assistace

Sincerely,

Mary T. McSorley  
VP, Proposal Management  
Amerigroup Corporation

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited.  
If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

**Sherley, Tami [PU]**

---

**From:** McSorley, Mary [Mary.McSorley@amerigroup.com]  
**Sent:** Tuesday, May 01, 2012 12:53 PM  
**To:** Sherley, Tami [PU]  
**Subject:** FW: Amerigroup KS Counts and Adequacy Reports 4\_30\_2012.xls DO NOT ENCRYPT  
**Attachments:** Amerigroup KS Counts and Adequacy Reports 4\_30\_2012.xls

---

**From:** McSorley, Mary  
**Sent:** Tuesday, May 01, 2012 1:52 PM  
**To:** 'Sherley, Tami [PU]'  
**Cc:** Lund, Megan; Carino, Joe; Baker, Kent  
**Subject:** FW: Amerigroup KS Counts and Adequacy Reports 4\_30\_2012.xls

Dear Ms. Sherley,

Attached is Amerigroup's update on network counts and adequacy due today. Please let me know if you have questions or need additional information. I can be reached at 215-380-3890 or [mary.mcsorley@amerigroup.com](mailto:mary.mcsorley@amerigroup.com).

Sincerely,

Mary T. McSorley  
VP, Proposal Management  
Amerigroup Corporation

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---



**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, April 25, 2012 8:17 AM  
**To:** 'Carino, Joe'  
**Subject:** EVT0001028 KanCare Capitated Managed Care - Notice of Invite to Vendor Negotiations

Joe:

Please accept this as notification that Amerigroup is invited to Vendor Negotiations on May 17<sup>th</sup> from 8:00AM – 12:00. I will provide additional information such as an agenda and topics of discussion no later than May 10<sup>th</sup>.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Wednesday, April 25, 2012 8:47 AM  
**To:** 'Carino, Joe'  
**Subject:** RE: EVT0001028 KanCare Capitated Managed Care - Notice of Invite to Vendor Negotiations

Please see below.

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Carino, Joe [<mailto:Joseph.Carino@amerigroup.com>]  
**Sent:** Wednesday, April 25, 2012 8:45 AM  
**To:** Sherley, Tami [PU]  
**Subject:** RE: EVT0001028 KanCare Capitated Managed Care - Notice of Invite to Vendor Negotiations

Thanks, Tami. We greatly appreciate the opportunity to participate in Vendor Negotiations on May 17<sup>th</sup>. We have a couple questions:

1. *Does KDHE still plan to communicate its intent to award on May 18<sup>th</sup>? I am not sure at this time.*
2. *Is the notification that Amerigroup is invited to Vendor Negotiations considered public information? We are conducting our Earnings Call next week and would like to communicate this invitation if it is public information. No.*

Best Regards,  
*Joe Cariño*  
Director Proposal Management, Business Development  
P. 757.769.7853

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Wednesday, April 25, 2012 9:17 AM  
**To:** Carino, Joe  
**Subject:** EVT0001028 KanCare Capitated Managed Care - Notice of Invite to Vendor Negotiations

Joe:

Please accept this as notification that Amerigroup is invited to Vendor Negotiations on May 17<sup>th</sup> from 8:00AM – 12:00. I will provide additional information such as an agenda and topics of discussion no later than May 10<sup>th</sup>.

If you have any questions or concerns, please feel free to contact me.

Thank you,

Tami

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited.

If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

**Sherley, Tami [PU]**

---

**From:** Carino, Joe [Joseph.Carino@amerigroup.com]  
**To:** Sherley, Tami [PU]  
**Sent:** Wednesday, April 25, 2012 8:24 AM  
**Subject:** Read: EVT0001028 KanCare Capitated Managed Care - Notice of Invite to Vendor Negotiations

Your message was read on Wednesday, April 25, 2012 8:23:33 AM (GMT-06:00) Central Time (US & Canada).

**Sherley, Tami [PU]**

---

**From:** Sherley, Tami [PU]  
**Sent:** Tuesday, April 17, 2012 3:15 PM  
**To:** 'Carino, Joe'  
**Subject:** Response

Joe:

Below is the response to question 2.

2. The state will invoice each MCO for their share of claims submitted through the EVV system. This amount will not be deducted from the capitation payment to the MCO. The amount will be derived from the number of claims submitted through the EVV system for the MCOs members. The range of claims level will be determined by the number of claims that have been processed statewide through the EVV system at the time of claim submission. The fee schedule (Low Range and High Range of claims) is cumulative covers the current contract period.

*Tami Sherley*

Procurement Officer

Procurement and Contracts

900 SW Jackson, Room 102N

Topeka, KS 66612

Phone (785) 296-3122

Fax (785) 296-7240

Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)

Website: <http://www.da.ks.gov/purch/default.htm>

## Sherley, Tami [PU]

---

**From:** Brad Ridley [Brad.Ridley@aging.ks.gov]  
**Sent:** Tuesday, April 17, 2012 3:13 PM  
**To:** Sherley, Tami [PU]  
**Cc:** Swanson, Effie [KDHE]; Halferty, David M [AGING]; Fout, Susan J [AGING]  
**Subject:** RE: Clarification Needed on April 19 Submission

Tami,

Please see the response below for #2.

2. The state will invoice each MCO for their share of claims submitted through the EVV system. This amount will not be deducted from the capitation payment to the MCO. The amount will be derived from the number of claims submitted through the EVV system for the MCOs members. The range of claims level will be determined by the number of claims that have been processed statewide through the EVV system at the time of claim submission. The fee schedule (Low Range and High Range of claims) is cumulative covers the current contract period.

---

**From:** Swanson, Effie [KDHE] [<mailto:ESwanson@kdheks.gov>]  
**Sent:** Monday, April 16, 2012 12:48 PM  
**To:** Brad Ridley  
**Subject:** FW: Clarification Needed on April 19 Submission  
**Importance:** High

Hi Brad-

Please address question #2 below.

Thanks.  
-Effie

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Monday, April 16, 2012 12:46 PM  
**To:** Swanson, Effie [KDHE]; Combs, Gary [KDHE]  
**Subject:** FW: Clarification Needed on April 19 Submission  
**Importance:** High

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Carino, Joe [<mailto:Joseph.Carino@amerigroup.com>]  
**Sent:** Monday, April 16, 2012 12:40 PM  
**To:** Sherley, Tami [PU]  
**Cc:** McSorley, Mary  
**Subject:** Clarification Needed on April 19 Submission

Tami,

We need further clarification on our deliverables due to KDHE on April 19:

1. In a recent email, you clarified that the Cost Proposal and Responses to Questions should be in separate binders (and proprietary information should be provided in separate binders as well). What about the Staffing Plan? Can we provide this in the same binder as our Responses to Questions, or should we place the Staffing Plan in its own binder?
2. Question 46 asks Amerigroup to confirm that we understand the payment process for the state's EVV system. Please confirm that the MCO liability to the State for EVV is a fee based on claims processed through the EVV system, as outlined in the "Cumulative Claims pricing per transaction" table of the Cost Sheet in Exhibit 8-6 EVV Contract and will be invoiced to the MCO directly rather than being deducted from the capitation payment to the MCO. What is the time period associated with the Low Range and High Range of claims? Please confirm that the fee is based on the number of actual paid claims that result from successful visits and that the fee is all inclusive.

If you could provide responses at your earliest convenience, it would be greatly appreciated.

Thanks,  
*Joe Cariño*  
Director Proposal Management, Business Development

**Amerigroup Corporation**  
4433 Corporation Lane  
Virginia Beach, VA 23462  
P. 757.769.7853  
F. 757.233.1187

[jcarino@amerigroupcorp.com](mailto:jcarino@amerigroupcorp.com)  
[www.amerigroupcorp.com](http://www.amerigroupcorp.com)



---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited.  
If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

KDHE Disclaimer

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====



## Sherley, Tami [PU]

---

**From:** Sherley, Tami [PU]  
**Sent:** Tuesday, April 17, 2012 11:13 AM  
**To:** 'Carino, Joe'  
**Cc:** McSorley, Mary  
**Subject:** RE: Clarification Needed on April 19 Submission

Joe:

Question #1, the staffing plan can be provided in the same binder as the responses to our questions, just make sure it is under its own tab

KDHE is still waiting on the response for Question 2.

Tami

*Tami Sherley*

Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Carino, Joe [<mailto:Joseph.Carino@amerigroup.com>]  
**Sent:** Tuesday, April 17, 2012 11:08 AM  
**To:** Sherley, Tami [PU]  
**Cc:** McSorley, Mary  
**Subject:** RE: Clarification Needed on April 19 Submission

Hi Tami,

I am following up on our two questions in the email below. We are hoping KDHE can address very soon, as their responses will affect parts of our deliverable to KDHE on April 19.

Best Regards,  
*Joe Cariño*  
Director Proposal Management, Business Development  
P. 757.769.7853

---

**From:** Carino, Joe  
**Sent:** Monday, April 16, 2012 1:40 PM  
**To:** 'Sherley, Tami [PU]'  
**Cc:** McSorley, Mary  
**Subject:** Clarification Needed on April 19 Submission

Tami,

We need further clarification on our deliverables due to KDHE on April 19:

1. In a recent email, you clarified that the Cost Proposal and Responses to Questions should be in separate binders (and proprietary information should be provided in separate binders as well). What about the Staffing Plan? Can we provide this in the same binder as our Responses to Questions, or should we place the Staffing Plan in its own binder?
2. Question 46 asks Amerigroup to confirm that we understand the payment process for the state's EVV system. Please confirm that the MCO liability to the State for EVV is a fee based on claims processed through the EVV system, as outlined in the "Cumulative Claims pricing per transaction" table of the Cost Sheet in Exhibit 8-6 EVV Contract and will be invoiced to the MCO directly rather than being deducted from the capitation payment to the MCO. What is the time period associated with the Low Range and High Range of claims? Please confirm that the fee is based on the number of actual paid claims that result from successful visits and that the fee is all inclusive.

If you could provide responses at your earliest convenience, it would be greatly appreciated.

Thanks,

*Joe Cariño*

Director Proposal Management, Business Development

**Amerigroup Corporation**

4433 Corporation Lane

Virginia Beach, VA 23462

P. 757.769.7853

F. 757.233.1187

[jcarino@amerigroupcorp.com](mailto:jcarino@amerigroupcorp.com)

[www.amerigroupcorp.com](http://www.amerigroupcorp.com)



**Amerigroup**  
**RealSolutions**

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

## Sherley, Tami [PU]

---

**From:** Swanson, Effie [KDHE] [ESwanson@kdheks.gov]  
**Sent:** Tuesday, April 17, 2012 11:12 AM  
**To:** Sherley, Tami [PU]; Combs, Gary [KDHE]  
**Cc:** Kari Bruffett  
**Subject:** RE: Clarification Needed on April 19 Submission

You can tell the vendors that for question #1, the staffing plan can be provided in the same binder as the responses to our questions, just make sure it is under its own tab. I will let you know as soon as I can get in touch with Aging on #2.

Sorry for the delay.

-Effie

---

**From:** Sherley, Tami [PU] [<mailto:Tami.Sherley@da.ks.gov>]  
**Sent:** Tuesday, April 17, 2012 11:09 AM  
**To:** Swanson, Effie [KDHE]; Combs, Gary [KDHE]  
**Cc:** Kari Bruffett  
**Subject:** FW: Clarification Needed on April 19 Submission  
**Importance:** High

I am still waiting on a response. The vendor is emailing me.

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Sherley, Tami [PU]  
**Sent:** Monday, April 16, 2012 12:46 PM  
**To:** 'Swanson, Effie [KDHE]'; Combs, Gary [KDHE]  
**Subject:** FW: Clarification Needed on April 19 Submission  
**Importance:** High

*Tami Sherley*  
Procurement Officer  
Procurement and Contracts  
900 SW Jackson, Room 102N  
Topeka, KS 66612  
Phone (785) 296-3122  
Fax (785) 296-7240  
Email: [tami.sherley@da.ks.gov](mailto:tami.sherley@da.ks.gov)  
Website: <http://www.da.ks.gov/purch/default.htm>

---

**From:** Carino, Joe [<mailto:Joseph.Carino@amerigroup.com>]

**Sent:** Monday, April 16, 2012 12:40 PM

**To:** Sherley, Tami [PU]

**Cc:** McSorley, Mary

**Subject:** Clarification Needed on April 19 Submission

Tami,

We need further clarification on our deliverables due to KDHE on April 19:

1. In a recent email, you clarified that the Cost Proposal and Responses to Questions should be in separate binders (and proprietary information should be provided in separate binders as well). What about the Staffing Plan? Can we provide this in the same binder as our Responses to Questions, or should we place the Staffing Plan in its own binder?
2. Question 46 asks Amerigroup to confirm that we understand the payment process for the state's EVV system. Please confirm that the MCO liability to the State for EVV is a fee based on claims processed through the EVV system, as outlined in the "Cumulative Claims pricing per transaction" table of the Cost Sheet in Exhibit 8-6 EVV Contract and will be invoiced to the MCO directly rather than being deducted from the capitation payment to the MCO. What is the time period associated with the Low Range and High Range of claims? Please confirm that the fee is based on the number of actual paid claims that result from successful visits and that the fee is all inclusive.

If you could provide responses at your earliest convenience, it would be greatly appreciated.

Thanks,

*Joe Cariño*

Director Proposal Management, Business Development

**Amerigroup Corporation**

4433 Corporation Lane

Virginia Beach, VA 23462

P. 757.769.7853

F. 757.233.1187

[jcarino@amerigroupcorp.com](mailto:jcarino@amerigroupcorp.com)

[www.amerigroupcorp.com](http://www.amerigroupcorp.com)



**Amerigroup**  
**RealSolutions**

---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include

AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited.

If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

\*\*\*\*\*

HIPAA Privacy Statement, Email Confidentiality Statement: This message and accompanying documents are covered by the Electronic Communications Privacy Act, 18 U.S.C. Secs. 2510-2521, and the Health Insurance Portability and Accountability Act, 42 U.S.C. Sec. 1320d, et seq, and contain information intended for the specified individual(s) only. This information is confidential.

If you are not the intended recipient or an agent responsible for delivering it to the intended recipient, you are hereby notified that you have received this document in error and that any review, dissemination, copying, or the taking of any action based on the contents of this information is strictly prohibited. If you have received this communication in error, please notify us immediately by E-mail, and delete the original message.

\*\*\*\*\*

=====

## Sherley, Tami [PU]

---

**From:** Carino, Joe [Joseph.Carino@amerigroup.com]  
**Sent:** Monday, April 16, 2012 4:56 PM  
**To:** Sherley, Tami [PU]  
**Cc:** McSorley, Mary  
**Subject:** RE: Amerigroup's Network Adequacy Certification Plan - do not encrypt  
**Attachments:** AGP-KS\_Network-Adequacy-Certification-Plan\_041612\_finalv2.pdf  
  
**Importance:** High

Tami,

We hope you will accept the attached revised version of our Network Adequacy Certification Plan, due to KDHE today.

Please let us know if you have any questions or would like to discuss further.

Best Regards,  
*Joe Cariño*  
Director Proposal Management, Business Development  
P. 757.769.7853

---

**From:** Carino, Joe  
**Sent:** Monday, April 16, 2012 12:38 PM  
**To:** 'Sherley, Tami [PU]'  
**Cc:** McSorley, Mary  
**Subject:** RE: Amerigroup's Network Adequacy Certification Plan - do not encrypt  
**Importance:** High

Hi Tami,

Is it possible to retract the Network Adequacy Certification Plan we sent you on Friday afternoon for a revised version? If so, what is the latest time we can submit a new document today?

Thanks,  
*Joe Cariño*  
Director Proposal Management, Business Development  
P. 757.769.7853

---

**From:** Carino, Joe  
**Sent:** Friday, April 13, 2012 3:54 PM  
**To:** 'Sherley, Tami [PU]'  
**Cc:** McSorley, Mary  
**Subject:** Amerigroup's Network Adequacy Certification Plan - do not encrypt

Tami,

Please find **Amerigroup's Network Adequacy Certification Plan** as an attachment to this email. KDHE requested that potential KanCare contractors submit this document by April 16, 2012.

Let us know if you have any questions or would like to discuss further.

Best Regards,

*Joe Cariño*

Director Proposal Management, Business Development

**Amerigroup Corporation**

4433 Corporation Lane  
Virginia Beach, VA 23462  
P. 757.769.7853  
F. 757.233.1187

[jcarino@amerigroupcorp.com](mailto:jcarino@amerigroupcorp.com)  
[www.amerigroupcorp.com](http://www.amerigroupcorp.com)



---

Confidentiality Notice: This e-mail message, including any attachments, is for the sole use of the intended recipient(s) and may include AMERIGROUP member(s) information that is legally privileged. Any unauthorized review, use, disclosure or distribution is prohibited. If you are not the intended recipient, please contact the sender by reply e-mail and destroy copies of the original message.

---

# **NETWORK ADEQUACY CERTIFICATION PLAN**

## **April 16, 2012**

*Potential contractors should submit a Network Adequacy Certification Plan by April 16, 2012 which addresses your comprehensive plan regarding provider network adequacy to ensure 100% adequacy by November 16, to include:*

- a. How many providers, by provider type, service type, number of licensed practitioner members, and geographical coverage area, with which you have executed Letters of Intent or contracts as of March 30, 2012.*
- b. Your action plan to achieve 90% network adequacy, as defined and required by the State, by October 12, 2012. .*
- c. Your action plan to obtain approval of subcontracts related to behavioral health, disabilities and long term care services.*
- d. Specific reportable benchmarks that will be certified to the State on May 1, June 1, July 2, August 1, September 4, October 12, and November 16, 2012, to demonstrate ongoing progress in achieving provider network adequacy. Those benchmarks must include these specific issues to be updated in each monthly report:*
  - i. Number of providers by provider type, service type, number of licensed practitioner members, and geographical coverage area, with whom you have executed:*
    - 1. Letters of Intent*
    - 2. Contracts*
  - ii. Of those providers with whom you have executed contracts, a demonstration of geographical coverage in each of these service categories:*
    - 1. Physical health care - inpatient*
    - 2. Physical health care - outpatient*
    - 3. Mental health care - inpatient*
    - 4. Mental health care - CMHC outpatient*
    - 5. Mental health care - non-CMHC outpatient*
    - 6. Mental health care - other services reported as identified by the State.*
    - 7. Substance use disorder services - reported by each modality identified as by the State.*
    - 8. Nursing Facility services*



*9. Each of the 7 HCBS waiver services - reported as identified by the State.*

- e. A final network adequacy certification to be submitted November 16, 2012, which demonstrates:*
  - i. Full understanding of all network adequacy requirements from the state of Kansas.*
  - ii. 100% compliance with network adequacy requirements, supported by fully executed provider contracts, effective on the KanCare program launch date of January 1, 2013.*
  - iii. An updated report of all benchmark measurements in part (d) above.*
- f. Your agreement that:*
  - i. Network adequacy demonstration remains your responsibility from the date of executing the contract with the state of Kansas, throughout the implementation readiness phase, and throughout the launching and operation of the KanCare program.*
  - ii. If the State advises you of any adjustment in target or effective dates, or in benchmark requirements, you will promptly comply with those adjusted terms.*

*The State will review and provide approval or necessary amendments to your certification plan by April 30, and final certification plans must be submitted - with adjustments based upon feedback by May 15, 2012.*

## **a. Providers with Whom We Have Executed Letters of Intent or Contracts as of March 30, 2012**

Amerigroup Kansas, Inc. ("Amerigroup") recently emailed its March 30, 2012 Network Adequacy Report to Tami Sherley, Procurement Officer. This file includes a detailed list of Providers with whom we have executed letters of intent (LOIs) or contracts. It includes the number of providers by provider type, service type, number of licensed practitioner members, and geographical coverage.

## **b. Action Plan to Achieve 90 Percent Network Adequacy by October 12, 2012**

Amerigroup will continue to recruit providers to meet or exceed the 90% network adequacy benchmark, as defined and required by the State. We will achieve this by securing executed contracts, Letters of Intent (LOIs) or Letters of Agreement (LOAs). As of the March 30 submission referenced above, Amerigroup has already demonstrated 33% overall network adequacy with providers under contract. Including LOI and LOAs we meet 107% of network adequacy and based on our provider discussions Amerigroup believes these providers will execute contracts upon formal award notification from the State.

Amerigroup has extensive experience building provider networks as a result of an RFP award, adding over 12,000 new providers to its provider network during the fourth quarter of 2011 preparing to implement new business in a number of states. Amerigroup has never failed a readiness review related to its provider network and with our success building our network in Kansas is actually ahead of our historic pace for obtaining provider contracts.

Please see Exhibit A for a detailed list of activities that have been performed and are targeted to occur between now and January 31, 2013.

Based on established provider targets created by the MCO as detailed in the RFP, we will continually monitor the number of contracts, LOIs and LOAs executed to ensure appropriate network adequacy is met for anticipated membership. Upon final award announcement, all providers who executed an LOI or LOA will be converted to a fully executed agreement. All executed agreements will then be moved through the various internal queues to ensure providers credentialed, loaded to our claims system, and pointed to our directory.

Starting in the month of April and continuing through September, Amerigroup will hold forums in various parts of the state. These forums will be open to all providers and will be conducted so the provider community will have the ability to ask questions about Amerigroup Kansas, what we will do for the state of Kansas and how we will work with the provider community serving the members that we will be assigned to Amerigroup Kansas. These face to face meeting as well as the launch of our provider web site will give the provider community the ability to experience first-hand what Amerigroup brings to the state of Kansas.

In addition to our face to face meeting and provider web site, Amerigroup will also send out a welcome packet to all providers who execute a contract. This comprehensive packet provides additional details about Amerigroup Kansas to ensure the provider is prepared for the January 1, 2013 go-live.

Upon formal award announcement our corporate team will start recruiting the staff for the Amerigroup Kansas Health Plan. It is our intent to hire local talent who know the market as well as the provider community. Upon completion of our standard training, all newly hired staff will assist our current corporate staff in the contracting phase to ensure we meet or exceed the required network adequacy standards as detailed in the RFP.

Please note that although we will continue to secure executed agreements, LOIs, or LOAs from providers, many will not move forward with executing any documents with Amerigroup (or other bidding Managed Care Organizations) until a final award notification is announced.

### **c. Action Plan to Obtain Approval of Subcontracts Related to Behavioral Health, Disabilities, and Long Term Care Services**

Providers delivering behavioral health services, disability services, and long term care services will have a direct contract with Amerigroup and it is our intention at this time to not subcontract these services through any vendor. In the unlikely event there is a need to subcontract any of these services, the providers will be required to meet the same standards as any provider who is contracted with Amerigroup on a direct basis and Amerigroup will retain full oversight of these relationships.

### **d. Reportable Benchmarks Certified to the State**

Amerigroup will present the State a series of reports demonstrating the adequacy of the network on a monthly basis. These reports will include:

1. **A Geographical Summary Report** delivered in a Microsoft Excel format exhibiting Provider Network Adequacy at a State level composed of a core mix of Acute Care, Ancillary/Allied Services, and HCBS Services. A second tab in this report will also show the count of providers under a contract along with the count of providers under a letter-of-intent.
2. **A GeoAccess Report** delivered in an Adobe PDF format that analyzes the separate service categories listed in items D.2.1-9. This report will use only contracted providers and portray the state-of-the-network in both a County and a State-Wide assessment.

<b>Deliverable Date</b>	<b>Benchmark/Target</b>
May 1, 2012	25% coverage based on Report #2 (GeoAccess)
June 1, 2012	35% adequacy based on Report #2 (GeoAccess)
July 2, 2012	50% adequacy based on Report #2 (GeoAccess)
August 1, 2012	65% adequacy based on Report #2 (GeoAccess)
September 4, 2012	80% adequacy based on Report #2 (GeoAccess)
October 12, 2012	90% adequacy based on Report #2 (GeoAccess)
November 16, 2012	100% adequacy based on Report #2 (GeoAccess)

## **e. Final Network Adequacy Certification**

Amerigroup affirms that we will submit a final network adequacy certification to the State by November 16, 2012. This network adequacy certification will demonstrate:

- Our full understanding of all network adequacy requirements from the State
- 100 percent compliance with network adequacy requirements, supported by fully executed provider contracts, effective on the KanCare program launch date of January 1, 2013
- An updated report of all benchmark measurements in part (d) above

## **f. Affirmation of Responsibility and Compliance**

Amerigroup affirms our understanding of the following:

- Network adequacy demonstration remains Amerigroup's responsibility from the date of executing the contract with the State, throughout the implementation readiness phase, and throughout the launching and operation of the KanCare program
- If the State advises of any adjustment in target or effective dates, or in benchmark requirements, Amerigroup will promptly comply with those adjusted terms

Exhibit A - Action Plan to Achieve 90 Percent Network Adequacy by Oct 12, 2012

EXHIBIT A					
Task	Status	New Market Development	Duration	Start	Finish
1A Provider Application	Completed	Coordinate with Credentialing to develop AGP provider application materials and processes.	15 days	02/01/12	02/15/12
2A Recruitment Materials	Completed	Revise provider recruitment materials (get CMAP and state approval, if needed) and contracting as applicable. (Partner with PCS)	10 days	02/07/12	02/16/12
3A Landing Page/Provider Web Site		Work with PCS & eBusiness to establish new market landing page on provider website. Amerigroup is in the process of redesigning our web site. The redesign will be launched between May 15 and June 1 and phased in by health plan. Initially, we will populate the non-secure portions of the Kansas provider web site into the new format with our general information sections being populated by August 1. We expect to have the Kansas specific sections populated by Oct 1. Contracted providers will be able to register for the secure portions of the web site in December and, once registered, will have full access to the secure site after log-in on 1/1/13.	Ongoing	04/01/12	12/31/12
4A Recruitment Strategy		Finalize network recruitment strategy and network development budget; update as needed.	Ongoing	02/01/12	Ongoing
5A Rate Sheet Development	Completed	Develop rate sheets for our assigned pool of providers/services.	18 days	02/06/12	02/24/12
6A Provider Mailings		Facilitate Provider recruitment mailings as appropriate in coordination with Provider Communications, Ricoh. Target LTSS providers	Ongoing	12/15/11	TBD
6A-1	Completed	Initial provider mailings - targeting approximately 640 providers	1 day	12/15/11	12/15/11
6A-2	Completed	Second provider mailing - targeting approximately 285 providers	1 day	12/22/11	12/22/11
6A-3	Completed	Third provider mailing - targeting CDDOs	1 day	03/29/12	03/29/12
6A-4	Completed	Fourth provider mailing - targeting CIL providers	1 day	04/05/12	04/05/12
6A-5		A comprehensive welcome packet will be sent to our providers starting in late October highlighting information that will help them prepare for the 1/1/13 go-live date. This packet will be sent to all new providers that have joined to date as well as any new providers joining the network in the coming months. In addition, this will be sent to all new providers as a standard practice beyond go-live.	Ongoing	10/22/12	Ongoing
6A-6		Information as it relates to registering for our web site and EDI /EFT capabilities will be sent to contracted providers in December. This will be a standard practice for all new providers joining the network and will be included in their Welcome Packet as a standard practice beyond go-live.	Ongoing	12/01/12	Ongoing
6A-7		Additional mailings on an as needed basis	Ongoing	TBD	TBD
7A Provider Manual		Our Kansas Provider Manual will be submitted to the state for review and approval.	30 days	09/01/12	09/30/12
8A Provider Recruitment		Provide oversight for Multiplan recruitment (MPI will focus on Acute, Practitioner (PCP's/Spec), RHCs and some Ancillary provider contracting). Multiplan recruitment is being conducted via amendments to existing agreements or newly executed agreements. Reach out to providers is being accomplished through face to face meeting and or mass mailing. This is an ongoing effort and will continue through go-live. Amerigroup will oversee all Multiplan activities to ensure state guidelines and requirements are adhered to. Multiplan is targeting providers in highly populated Medicaid counties as well as those counties with limited providers to ensure appropriate access for assigned membership.	Ongoing	01/01/12	01/31/13

Exhibit A - Action Plan to Achieve 90 Percent Network Adequacy by Oct 12, 2012

8A-1		Meet with Multiplan two times per week to review progress on contracting activity. Coordinate regular reporting/updates from Multiplan to Amerigroup to support provider data tracking and reporting needs.	Ongoing	01/01/12	01/31/13
9A	Provider Visits - Contract Delivery	Dedicated staff on the ground in Kansas conducting face to face meetings with providers. In addition to our network development partner Multiplan and specialized consultants, Amerigroup team members are also on the ground conducting face to face visits with the provider community. Our network team includes: VP Network Development, VP Med Finance Strategic Services, VP Advocacy, VP New Business Development, AVP Network Development, AVP National Accounts, 2 Directors Network Development & 2 Managers Network Development. Additional staff, included consultants will be deployed to Kansas to assist with the network build on as needed basis. Upon award, dedicated Kansas staff will be hired to assist with the contracting efforts to meet or exceed the network adequacy standards detailed in the RFP.	Ongoing	02/27/12	01/31/13
9A-1		Meet with providers in the community via face to face meetings to drop off contracts and address any questions they may have regarding Amerigroup. Focus for this effort are those providers servicing members with Long Term Support Service (LTSS) needs.	Ongoing	02/27/12	01/31/13
9A-2		Meet with providers in the community via face to face meetings to drop off contracts and address any questions they may have regarding Amerigroup. Focus - acute care hospitals (HCA, Children's Mercy Hospital, The University of Kansas Hospital, University of Kansas Physicians) assigned to Amerigroup. In addition, we are also meeting with the FQHCs, CMHCs, CDDOs, Departments of Health and CILs in the state.	Ongoing	02/27/12	01/31/13
9A-3		Ongoing outreach to providers - face to face meetings, delivery of contracts and addressing any questions providers may have about Amerigroup.	Ongoing	04/01/12	01/31/13
10A	Provider Promotions	Various provider communications/promotions/meetings/education seminars to introduce Amerigroup to the Kansas market and address any questions the provider community may have about Amerigroup.	Ongoing	04/01/12	10/01/12
11A	Network Adequacy	Develop comprehensive network adequacy, tracking, management reporting processes for ongoing network assessment and reporting as required by the state.			
11B		Monthly submission to state detailing contracting activity			
11C	Network Adequacy - New Reporting	Submit monthly report to state detailing contracting activity - report must include executed contracts, LOIs, LOAs - detailing access based on mileage requirements and patient to practitioner ratios.	Initial File to State Ongoing	09/01/11 05/01/12	03/30/12 11/16/12
11C-1	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 25% contracted based on GeoAccess.	Second Filing	09/01/11	05/01/12
11C-2	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 35% contracted based on GeoAccess.	Third Filing	09/01/11	06/01/12
11C-3	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 50% contracted based on GeoAccess.	Fourth Filing	09/01/11	07/02/12
11C-4	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 65% contracted based on GeoAccess.	Fifth Filing	09/01/11	08/01/12
11C-5	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 80% contracted based on GeoAccess.	Sixth Filing	09/01/11	09/04/12

Exhibit A - Action Plan to Achieve 90 Percent Network Adequacy by Oct 12, 2012

11C-6	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 90% contracted based on GeoAccess.	Seventh Filing	09/01/11	10/12/12
11C-7	Network Adequacy - New Reporting	Monthly submission to state detailing contracting activity. Monthly submission to the state will detail providers executing a contract vs. those providers still under a Letter of Agreement. Targeting 95% contracted based on GeoAccess.	Eighth Filing	09/01/11	11/16/12
11C-8	Final Network Adequacy Certification -	100% compliance with network adequacy requirements, supported by fully executed provider contracts, effective on the program launch date of January 1, 2013.	Ongoing	Ongoing	12/31/2012
12A	Contract Execution	As contracts are executed, coordinate contract and application intake processes with HCDS & HPS as appropriate to ensure providers are credentialed on a timely basis and loaded to systems for claims ready status as of January 1, 2013	Ongoing	Ongoing	12/31/12
13A	Readiness Review - Prep	Submit Network Plan and other readiness review materials, as assigned, to Regulatory.	10 days	TBD	TBD
13A-1		Support and participate in external readiness reviews as appropriate	30 days	TBD	TBD
13A-2		Support submission of applicable network information to state (Provider files for network adequacy, GeoAccess Reports, data for initial provider directory and state provider file, etc.).	30 days	TBD	TBD
13A-3		Milestone: Submit contracted / credentialed network that meets minimum adequacy requirements by county.	1 day	TBD	TBD
13A-4		Milestone: Submit contracted / credentialed network for Provider Directory production (hardcopy and web).	1 day	TBD	TBD
14A		Lead full recruitment process until transition to PR Lead and other PR staff may be completed (credentialing scrub, tracking in Salesforce, web leads, contracting, GEOs, etc).	Ongoing	TBD	TBD
15A	Provider Training / Orientation	Offered by webinar or hosted several times per month. Adhoc sessions will also be scheduled with large provider groups at their requested locations.	60 Days	11/01/12	12/31/12
16A	Staffing	Upon final award notification Amerigroup will start the recruitment process for staffing our Amerigroup Kansas office. It is our intent to hire from the a pool of talent residing in the state of Kansas. Amerigroup corporate employees will train new staff and this staff will then assist with the contracting process already underway to build our comprehensive network of providers to ensure we meet or exceed the access standards as outlined in the RFP.	Ongoing	5/18/2012	1/31/2012