



PRE-PROPOSAL CONFERENCE

RFP-18-34925, RFP-18-34926,
RFP-18-34928, and RFP-18-34927

Medical (PPO/EPO And Staff Model HMO), Dental,
And Prescription Drug Benefit Plans

January 24, 2019, 10 AM
Conference Room 5A/B



Agenda

| Item | Presenter | Time |
|---|---|------------|
| Introductions | Scott Jimmo, Contracts Manager, Corporate Goods and Services | 5 minutes |
| | | |
| Solicitation Information and Requirements | Scott Jimmo, Contracts Manager, Corporate Goods and Services | 10 minutes |
| | | |
| Statement of Work | William “Randy” Caldwell, Benefits and Compensation Manager | 15 minutes |
| | | |
| Questions and Answers | All | 15 minutes |



Disclaimer

The information contained in this presentation is for informational purposes only.

In the event of a discrepancy between the information contained herein and the RFP documents, the RFP documents will take precedence.



Summary of Solicitation

- Procurement Method: Request for Proposals (RFP) – Best Value.
- Zero (0%) percent LDBE participation requirement, however LDBE participation is encouraged
- Performance Period: Three (3) year base period from the effective date of the contract
- Option Years: Three (3) one-year unpriced options, exercised at the discretion of the Authority



Summary of Solicitation

- Anticipated Contract Award: July 2019
- Contract Type: Firm Fixed Unit-Price
- Contractors are encouraged to ask questions or get clarifications to the Terms and Conditions or Specification Checklist during the Q&A period. *Any exceptions to the Terms and Conditions must be submitted on the Exceptions to this Solicitation Form (Section X – Attachment 05). Any additional agreements/forms Contractors wish to be incorporated in the Contract must be submitted with the proposal.*



Proposal Requirements

Proposals are due February 20, 2019, NLT 2:00 PM Local Time at following addresses which are also stated in the solicitation:

USPS

Metropolitan Washington Airports Authority
Procurement and Contracts Department
1 Aviation Circle
Washington, DC 20001-6000

Hand Delivery & Private Carrier

Metropolitan Washington Airports Authority
Procurement and Contracts Department
2733 Crystal Drive
Arlington, VA 22202



On-Line Resources

- All questions must be submitted through the Airports Authority website by 3 PM on January 28, 2018.
- Answers to all questions received will be posted online, and all registered Planholders will be notified.
- The Pre-Proposal Conference Attendees List and this presentation will be posted to the Airports Authority website.



Planholder List – Self-Insured Medical

PLANHOLDER LIST FOR SOLICITATION RFP-18-34925 SELF-INSURED PREFERRED PROVIDER OPTION MEDICAL BENEFITS PLAN

| CONTRACTOR NAME | PRIMARY CONTACT | STREET ADDRESS | CITY, STATE, ZIP | PHONE NUMBER | FAX NUMBER | HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION | | | | |
|---|-----------------|--|----------------------|--------------|--------------|---|------|-----|------|-------|
| | | | | | | PRIME | J.V. | SUB | SUPL | OTHER |
| 1. CIGNA | JOHANNA AGUEDA | 111 S. CALVERT STREET, SUITE 1600 | BALTIMORE, MD 21202 | 410-864-1906 | | X | | | | |
| 2. COMPREHENSIVE BENEFIT SERVICES, INC. | LEE BETHEL | 5568 GENERAL WASHINGTON DRIVE #A-217 | ALEXANDRIA, VA 22312 | 703-813-5551 | 703-813-6170 | | X | | X | |
| 3. QUEST BENEFITS, INC. dba QUEST INSURANCE | SAMI SATOURI | 4433 BROOKFIELD CORPORATE DRIVE, SUITE A | CHANTILLY, VA 20151 | 703-961-8886 | | X | | | | |
| 4. QUEST BENEFITS, INC. dba QUEST INSURANCE | CHRIS COLBERT | 4433 BROOKFIELD CORPORATE DRIVE, SUITE A | CHANTILLY, VA 20151 | 703-961-8886 | | | X | | | |
| 5. UNITEDHEALTHCARE | MELISSA CRAIG | 12018 SUNRISE VALLEY DRIVE, SUITE 400 | RESTON, VA 20191 | 571-262-2259 | | X | | | | |



Planholder List – Staff Model HMO

**PLANHOLDER LIST FOR SOLICITATION RFP-18-34926
STAFF MODEL HEALTH MAINTENANCE ORGANIZATION MEDICAL BENEFIT PLAN**

| CONTRACTOR NAME | PRIMARY CONTACT | STREET ADDRESS | CITY, STATE, ZIP | PHONE NUMBER | FAX NUMBER | HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION | | | | |
|---|-----------------|--|---------------------|--------------|------------|---|------|-----|-------|-------|
| | | | | | | PRIME | J.V. | SUB | SUPPL | OTHER |
| 1. KAISER PERMANENTE MID ATLANTIC | CARLA BRADFORD | 2101 E. JEFFERSON STREET, 6th FLOOR - ACCOUNT MANAGEMENT | ROCKVILLE, MD 20852 | 703-403-8539 | | | | | | X |
| 2. QUEST BENEFITS, INC. dba QUEST INSURANCE | ELSA GLORIOSO | 4433 BROOKFIELD CORPORATE DRIVE, SUITE A | CHANTILLY, VA 20151 | 703-961-8886 | | | | | | |



Planholder List – Prescription Drug

PLANHOLDER LIST FOR SOLICITATION RFP-18-34927 PRESCRIPTION DRUG BENEFITS PLAN

| CONTRACTOR NAME | PRIMARY CONTACT | STREET ADDRESS | CITY, STATE, ZIP | PHONE NUMBER | FAX NUMBER | HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION | | | | |
|---|------------------|--|----------------------|--------------|--------------|---|------|-----|------|-------|
| | | | | | | PRIME | J.V. | SUB | SUPL | OTHER |
| 1. BRITT'S INDUSTRIES, INC. | ELIZABETH BRITT | 40 HUDSON STREET, SUITE 112 | ANNAPOLIS, MD 21401 | 410-266-8100 | 410-224-3960 | | | | | X |
| 2. CVS HEALTH | JEREMIAH OCONNOR | 695 GEORGE WASHINGTON HIGHWAY | LINCOLN, RI 02865 | 401-305-9077 | 401-335-7019 | | X | | | |
| 3. EXPRESS SCRIPTS | EMILY DAILEY | ONE EXPRESS WAY | ST. LOUIS, MO 63121 | 314-585-7878 | | X | | | | |
| 4. OPTUMRX, INC. | LUC HENKE | 1600 MCCONNOR PARKWAY | SCHAUMBURG, IL 60173 | 651-485-2289 | | | | | | |
| 5. QUEST BENEFITS, INC. dba QUEST INSURANCE | MARC PAULINA | 4433 BROOKFIELD CORPORATE DRIVE, SUITE A | CHANTILLY, VA 20151 | 703-961-8886 | | | | | | X |



Planholder List – Dental

PLANHOLDER LIST FOR SOLICITATION RFP-18-34928 DENTAL BENEFIT PLAN

| CONTRACTOR NAME | PRIMARY CONTACT | STREET ADDRESS | CITY, STATE, ZIP | PHONE NUMBER | FAX NUMBER | HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION | | | | |
|---|-----------------|--------------------------------------|----------------------|--------------|--------------|---|------|-----|-------|-------|
| | | | | | | PRIME | J.V. | SUB | SUPPL | OTHER |
| 1. COMPREHENSIVE BENEFIT SERVICES, INC. | LEE BETHEL | 5568 GENERAL WASHINGTON DRIVE #A-217 | ALEXANDRIA, VA 22312 | 703-813-5551 | 703-813-6170 | | X | | X | |
| 2. DELTA DENTAL OF VIRGINIA | BRIAN KRAINER | 107 S. WEST STREET, SUITE 778 | ALEXANDRIA, VA 22314 | 804-839-6175 | | | | | | |
| 3. THE STANDARD | STEVE CHIPOURAS | 888 BESTGATE ROAD, SUITE 410 | ANNAPOLIS, MD 21401 | 410-571-1017 | | | | | | |
| 4. UNITED CONCORDIA DENTAL | ELLEN CORBETT | 4401 DEER PATH ROAD | HARRISBURG, PA 17110 | 717-302-7509 | | | X | | | |



Proposal Submissions

Envelope 1 – Representation Package

Submit an original and one (1) copy of the following documents:

- Solicitation Offer and Award Page (Section I)
- Representations and Certifications (Section IV)
- LDDB Certification Exhibits as applicable:
 - Exhibit A, Voluntary Efforts to Obtain MBE/WBE Participation
- Conflict of Interest Statement, if applicable (Section VI.07)
- Completed Exceptions to this Solicitation Form (Section X – Attachment 05)
- Information Security Certification (Section VI.04)
- Additional Terms and Conditions, if applicable (i.e., HIPAA forms, Medicare Advantage Agreements, EGWP Agreements)



Proposal Submissions

Envelope 2 – Financial Proposal

Submit an original and one (1) copy of the following documents:

- Financial Proposal, Section III
- Contract Participation Form, Exhibit D



Proposal Submissions

Envelope 3 – Technical Proposal

Submit an original and four (4) copies:

- Do not include any reference to price.
- Submit on typewritten 8 ½ x 11” plain white paper.
- Assemble in a three ring binder or staple. No other binding methods are acceptable.
- Do not exceed fifty (50), double-spaced, single sided pages for any explanations required in response of the questionnaire. The Questionnaire is not included in the 50-page limit.



Proposal Submissions

Envelope 4 – Electronic USB Package

Submit a USB Flash Drive containing an electronic copy of the following in the Electronic USB Package.

- PDF of Representation Package
- Microsoft Excel Format of Financial Proposal (PDF may be included)
- Microsoft Excel Format of Technical Proposal (PDF may be included)

In case of a discrepancy between the hard copy and the electronic copy, the hard copy will take precedence.



Evaluation Criteria

Evaluation criteria is detailed in Section X, Attachment 2 of each solicitation.

- Criterion 1 Network Access and Management
- Criterion 2 Organizational Qualifications and Capabilities
- Criterion 3 Member Services and Claims Administration
- Criterion 4 Care and Wellness
- Criterion 5 Performance Guarantees/Standards



Statement of Work – Self-Insured Medical

- Contractor Requirements
- Plan Design And Provider Network
- Plan Eligibility
- Transitions; At Commencement and at Contract Conclusion
- Administrative Service Expectations And Performance Guarantees
- Deliverables
- Technical Questionnaires
 - Includes Commercial Medical and Medicare Advantage
 - Note specific areas of evaluation within each Criterion.



Statement of Work – Staff Model HMO

- Contractor Requirements
- Plan Design And Provider Network
- Plan Eligibility
- Transitions; At Commencement and at Contract Conclusion
- Administrative Service Expectations And Performance Guarantees
- Deliverables
- Technical Questionnaires
 - Includes Commercial Medical and Medicare Advantage
 - Note specific areas of evaluation within each Criterion.



Statement of Work – Prescription Drug

- Contractor Requirements
- Plan Design And Provider Network
- Plan Eligibility
- Transitions; At Commencement and at Contract Conclusion
- Administrative Service Expectations And Performance Guarantees
- Deliverables
- Technical Questionnaires
 - Includes Commercial Drug and EGWP
 - Note specific areas of evaluation within each Criterion.



Statement of Work – Dental

- Contractor Requirements
- Plan Design And Provider Network
- Plan Eligibility
- Transitions; At Commencement and at Contract Conclusion
- Administrative Service Expectations And Performance Guarantees
- Deliverables
- Technical Questionnaire
 - Note specific areas of evaluation within each Criterion.



QUESTIONS?



METROPOLITAN
WASHINGTON
AIRPORTS AUTHORITY
MWAA.COM



@Reagan_Airport

@Dulles_Airport

@Dulles_Toll_Road



reaganairport

FlyDulles

dullestollroad

