

AMENDMENT: RFP#080410082710

AWARD & AMENDMENTS FIRST PAGE.

CHANGE TO READ...Intent to Award will be posted on 09/07/2010 and becomes a contract on 09/22/2010.

QUESTIONS FROM PRE-BID PRESENTATIONS August 17, 2010

- 1) Question: Contract period is from 9/13/2010 to 9/13/2015. How do you plan to handle Medicare Competitive Bidding as it effects this contract?

Answer: The contract is for one year with an annual renewal option to extend, not to exceed five years. This is DDSN's competitive bid for the contract.

- 2) Question: What exactly are we bidding on as Medicare "allowables" are pre-determined by CMS? No "rebates", etc. are allowed by Medicare to anyone.

Answer: Description of RFP. The purpose of this Request for Proposal is to contract with a fully accredited provider of medical supplies and billing services for eligible Medicare Part B Durable Medical Equipment, Prosthetics, Orthotics and Supplies (DMEPOS) to Medicare Part B eligible consumers served by the South Carolina Department of Disabilities & Special Needs (DDSN). The contractor will bill Medicare for all items under this contract.

- 3) Question: Sleep support services are not listed.

Answer: The list is not all inclusive. DDSN will depend on the provider to bring to its attention any item that is not listed, may be added or deleted at any time.

- 4) Question: Wheelchairs are listed. Does this include custom wheelchairs and custom wheelchair seating?

Answer: See previous answer.

- 5) Question: Please explain how the State will pay any taxes that are required to be paid by the Contractor?

Answer: This is a no fee, no cost to DDSN contract.

6) Question: Has anyone with the state checked with CMS to make sure it is legal for the State to decide for a beneficiary, which Medicare approved supplier they must use?

Answer: Most of our consumers are incapacitated and we stand in their stead and have authority to engage necessary providers. The purpose of this solicitation is to ensure that whomever we engage is equipped and capable of meeting our consumer needs.

7) Question: What are the most needed equipment and /or supply at the Facilities?

Answer: Feeding tubes, bags and supplements.

8) Question: How many estimated clients will be served in this program?

Answer: There are approximately 500 consumers throughout the state that are eligible for Medicare Part B. All do not require supplies / equipment at this time.

9) Question: Who is the payor if the consumer does not qualify per Medicare guidelines?

Answer: Items of interest that involve the selected vendor are only those items for consumers that “do” qualify for Part B services. Items for consumers that “do not” qualify for Part B will be procured through normal procurement practices.

10) Question: Regarding initial evaluations, do you want a general overview of the intake process or detailed for each product and service?

Answer: We will leave that to the vendor’s discretion to determine the best approach as you describe your ability to meet and satisfy the business needs of SC DDSN and the medical needs of DDSN’s consumers.

11) Question: What products are being supplied currently? What is the present equipment utilized?

Answer: Current supplies and equipment may not be Medicare Part B approved. The winner of this contract will provide and bill Medicare for approved Medicare Part B products **Only.**

12) Question: How long to switch out equipment?

Answer: Three days after receipt of orders for supplies and seven calendar days for equipment.

- 13) Question: How have these consumers been billed to Medicare before?
Answer: N/A
- 14) Question: Does this include repairs on existing equipment that another company may own?
Answer: N/A
- 15) Question: What dollar amount of revenue/previous orders is the RFP bid?
Answer: N/A. DDSN has no intimate knowledge of Medicare Part B remuneration amounts / policies.
- 16) Question: Does the SCDDSN have any current usage reports?
Answer: Due to the fact that DDSN is **not familiar** with Medicare Part B, an authorized list of supplies and equipment are not available.
- 17) Question: Can the offeror make site visits to the locations prior to bid submission?
Answer: Scheduled visits must be approved in advance to any facility. Contact Allen Mance at (803)898-9750.
- 18) Question: Are there specific product lines requested?
EX: Kangaroo Feeding Pump?/Covidan
Oxygen Concentrator Type?
Hospital Beds?
Wound care dressings?
Answer: The decision to accept specific or comparable products (that are Medicare Part B approved) is strictly that of DDSN.