



Department of Public Safety and Correctional Services

Office of the Secretary

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Amendment #10 To Request For Proposals (RFP) Pharmacy Services Solicitation No. Q0016025 December 11, 2017

Ladies and Gentlemen:

This Addendum is being issued to amend and clarify certain information contained in the above named RFP. All information contained herein is binding on all Offerors who respond to this RFP. Specific parts of the RFP have been amended. The following changes/additions are listed below. New language has been underlined and marked in bold (ex. **new language**), and language deleted has been marked with a ~~strikeout~~ (ex. ~~language deleted~~).

1. AMEND RFP Attachment F – Financial Proposal Form Instructions Tab by replacing the Instructions Tab as follows:

~~The Financial Proposal Form is used to calculate the Offeror's TOTAL PROPOSAL PRICE. Offerors shall submit their Financial Proposal on the Financial Proposal Form in accordance with these instructions. Do not alter the Financial Proposal Form or the Proposal may be determined to be not reasonably susceptible of being selected for award. The Financial Proposal Form is to be signed and dated, where requested, by an individual who is authorized to bind the Offeror to the prices entered on the Financial Proposal Form.~~

~~A) Prices may not be contingent on any other factor or condition in any manner.~~

~~B) Any goods or services required through this RFP and proposed by the Offeror at No Cost to the State must be clearly entered as \$0 in the Unit Price.~~

~~C) Enter information in only the "yellow" fields in the Financial Proposal Form. All other fields are locked. The Financial Proposal Form will automatically calculate extended pricing.~~

~~D) Except as instructed on the Financial Proposal Form, nothing shall be entered on or attached to the Financial Proposal Form that alters or proposes conditions or contingencies on the prices. Alterations and/or conditions may render the Proposal to be not reasonably susceptible of being selected for award.~~

E) On the Pharmaceuticals & Supplies Tab, in Column F, provide the AAC per Unit of Measure DPSCS would pay (per tab, cap, vial, inhaler, syringe, can, bottle, kit, etc.) for each Brand and Generic Pharmaceutical or Supply as of June July 2017, based upon Offeror's manufacturer/wholesaler/specialty pharmacy vendor invoicing for the month of June July 2017.

If the Offeror did not purchase a particular Pharmaceutical or Supply during the month of June July 2017, the most recent invoice prior to that month should be used to establish pricing. the Offeror shall provide the AAC per Unit of Measure DPSCS would pay (per tab, cap, vial, inhaler, syringe, can, bottle, kit, etc.) for each Brand and Generic Pharmaceutical or Supply supported by an invoice from the 90 days prior to June 2017. If the Offeror has not purchased a particular Pharmaceutical or Supply in June 2017 or within 90 days prior, then the Wholesale Acquisition Cost (WAC) for the Pharmaceutical or Supply shall be provided supported by the Offeror's wholesaler's records.

F) On the Pharmaceuticals & Supplies Tab, Offerors may propose a Discount off of the AAC for Brand Pharmaceuticals & Supplies for each year of the base Contract term and the two year renewal option and a Discount off of the AAC for Generic Pharmaceuticals & Supplies for each year of the base Contract term and the two year Renewal Option.

G) On the Annual Management Fee Tab, provide the Monthly Management Fee for Pharmacy Services. The Annual Management Fee is to include all Pharmacy Services including those related to 340B Drugs, Interfacing with the EMR, and the Covered Entity's 340B Macro Helix Tracking and Management Software. The Annual Management Fee for Pharmacy Services will then autopopulate in the Summary Tab under Column C.

H) On the Annual Management Fee Tab, a column has been provided allowing the Offeror to propose a percentage reduction in the Annual Management Fee in the event that the 340B Program is terminated for any reason. The percentage reduction in the Annual Management Fee will be applied monthly to the Monthly Management Fee.

J.) The TOTAL PROPOSAL PRICE will be comprised of: the Grand Total for Brand & Generic Pharmaceuticals & Supplies, and the Total Annual Management Fee for Pharmacy Services.

K.) Sign and date the Summary Tab in the yellow highlighted section.

L.) Include with the Financial Proposal: Provide a copy or copies of a manufacturer/wholesaler/ specialty pharmacy vendor invoice(s) that documents the AAC per Unit of Measure for all (100%) of the Pharmaceuticals & Supplies included in the Pharmaceuticals Tab as of June July 2017. If the Offeror did not purchase a particular Pharmaceutical or Supply during the month of June July 2017, then provide a copy of the manufacturer/wholesaler/specialty pharmacy vendor invoice for the most recent purchase prior to June 2017. for each Brand and Generic Pharmaceutical or Supply from the 90 days prior to June 2017. If the Offeror has not purchased a particular Pharmaceutical or Supply in June 2017 or within 90 days prior, then the Wholesale Acquisition Cost (WAC) for the Pharmaceutical or Supply shall be provided supported by the Offeror's wholesaler's records. Invoices shall be organized consistent with DPSCS' Pharmaceuticals List as provided on the Pharmaceuticals & Supplies Tab.

M.) Information Related to 340B Drugs: The 340B drugs on the Pharmaceuticals & Supplies Tab are highlighted in green. The Annual Estimated Quantity of Pharmaceuticals for the 340B drugs on the Pharmaceuticals & Supplies Tab have been scaled down to 5% of the quantity purchased during Calendar Year 2016 because DPSCS expects to make occasional purchases of these drugs throughout the Contract term from the Pharmacy Contractor for inmates not under the 340B Program. However, the Annual Estimated Quantity of Fills represents the total estimated number of fills for Calendar Year 2016 for these drugs.

N.) The % Reduction in Monthly Management Fee if 340B Program is Terminated (see Annual Management Fee Tab) is a discount in the Monthly Management Fee that will be applied monthly if the 340B Program is terminated by DPSCS.

O.) The WAC shall be supported by the Offeror's wholesaler's or the manufacturer's records on the wholesaler's or the manufacturer's letterhead quoting the price at which it will be invoiced to DPSCS.

The Financial Proposal Form is used to calculate the Offeror's TOTAL PROPOSAL PRICE. Offerors shall submit their Financial Proposal on the Financial Proposal Form in accordance with these instructions. Do not alter the Financial Proposal Form or the Proposal may be determined to be not reasonably susceptible of being selected for award. The Financial Proposal Form is to be signed and dated, where requested, by an individual who is authorized to bind the Offeror to the prices entered on the Financial Proposal Form.

A) Prices may not be contingent on any other factor or condition in any manner.

B) Any goods or services required through this RFP and proposed by the Offeror at No Cost to the State must be clearly entered as \$0 in the Unit Price.

C) Enter information in only the "yellow" fields in the Financial Proposal Form. All other fields are locked. The Financial Proposal Form will automatically calculate extended pricing.

D) Except as instructed on the Financial Proposal Form, nothing shall be entered on or attached to the Financial Proposal Form that alters or proposes conditions or contingencies on the prices.

Alterations and/or conditions may render the Proposal to be not reasonably susceptible of being selected for award.

E) On the Pharmaceuticals & Supplies Tab, in Column F, provide the AAC per Unit of Measure DPSCS would pay (per tab, cap, vial, inhaler, syringe, can, bottle, kit, etc.) for each Brand and Generic Pharmaceutical or Supply as of June 2017, based upon and supported by Offeror's manufacturer/wholesaler/specialty pharmacy vendor's invoicing for the month of June 2017.

F) If the Offeror did not purchase a particular Pharmaceutical or Supply during the month of June 2017, the Offeror shall provide the AAC per Unit of Measure DPSCS would pay (per tab, cap, vial, inhaler, syringe, can, bottle, kit, etc.) for each Brand and Generic Pharmaceutical or Supply based upon and supported by Offeror's manufacturer/wholesaler/specialty pharmacy vendor's invoicing from the 90 days prior to June 2017.

G) If the Offeror has not purchased a particular Pharmaceutical or Supply in June 2017 or within 90 days prior, then the Wholesale Acquisition Cost (WAC) for the Pharmaceutical or Supply shall be provided supported by the Offeror's manufacturer/wholesaler/specialty pharmacy vendor's records for June 2017. The WAC shall be supported by the Offeror's manufacturer/wholesaler/specialty pharmacy vendor's records on the manufacturer/wholesaler/specialty pharmacy vendor's letterhead quoting the price at which it will be invoiced to DPSCS.

H) If a Pharmaceutical or Supply listed on the Financial Proposal Form has been discontinued by the manufacturer as of the time of proposal submission, Offerors shall provide \$0 as the AAC per Unit of Measure in Column F on the Pharmaceuticals & Supplies Tab of Attachment F - Financial Proposal Form.

I) For all new generic Pharmaceuticals and Supplies added to the Financial Proposal Form via Amendment #10, provide the AAC per Unit of Measure DPSCS would pay (per tab, cap, vial, inhaler, syringe, can, bottle, kit, etc.) for each Brand and Generic Pharmaceutical or Supply as of October 2017, based upon Offeror's manufacturer/wholesaler/specialty pharmacy vendor's invoicing for the month of October 2017. If the Offeror did not purchase a particular Pharmaceutical or Supply during the month of October 2017, then the WAC for that Pharmaceutical or Supply shall be provided supported by the Offeror's manufacturer/wholesaler/specialty pharmacy vendor's records for October 2017.

J) Invoices shall be organized consistent with DPSCS' Pharmaceuticals List as provided on the Pharmaceuticals & Supplies Tab.

K.) Information Related to 340B Drugs: The 340B drugs on the Pharmaceuticals & Supplies Tab are highlighted in green. The Annual Estimated Quantity of Pharmaceuticals for the 340B drugs on the Pharmaceuticals & Supplies Tab have been scaled down to 5% of the quantity purchased during Calendar Year 2016 because DPSCS expects to make occasional purchases of these drugs throughout the Contract term from the Pharmacy Contractor for inmates not under the 340B Program. However, the Annual Estimated Quantity of Fills represents the total estimated number of fills for Calendar Year 2016 for these drugs.

L.) The % Reduction in Monthly Management Fee if 340B Program is Terminated (see Annual Management Fee Tab) is a discount in the Monthly Management Fee that will be applied monthly if the 340B Program is terminated by DPSCS.

2. AMEND Attachment F - Financial Proposal Form by replacing it with 3rd Revised Attachment F – Financial Proposal Form.
3. AMEND RFP Section 3.2.14 as follows:

~~3.2.14 The Contractor shall fill medication orders for a maximum of 120 days in 30 day blister packages.~~

3.2.14 Patient medications shall be obtained from the Pharmacy Contractor unless exceptional conditions exist as outlined in Chapter 3 Section S of the DPSCS Office of Clinical Services/Inmate Health Pharmacy Services Manual. Medications shall be supplied (whenever possible) in “blister” card packaging on an individual patient prescription basis, in a maximum quantity of a thirty (30) day supply, unless otherwise specified by contract. Some medications will be dispensed in bulk bottles when repackaging is limited by stability.

3.2.14.1 All medication orders entered into the EMR will be automatically transmitted to the Pharmacy Contractor via the EMR-Pharmacy Interface.

3.2.14.2 Medication orders for stable, chronic conditions may be written for 120 days. The 120 day order length is to provide an extra 30 days of medication coverage for patients in the event that their 90 day chronic care visit medication renewal is delayed.

Issued and authorized by

<signed>
Rachel J. Cruse
Procurement Officer