

July 3, 2013

REVISED QUESTIONS AND ANSWERS

And

CLARIFICATION OF PROPOSAL SUBMISSION DATE

REQUEST FOR PROPOSAL (RFP)

TO PROVIDE COMPREHENSIVE PHARMACY MANAGEMENT SERVICES, ELECTRONIC MEDICATION RECORD
AND COMPUTERIZATION SYSTEM

RFP #1314VF

QUESTION RESPONSES

Dr. Gale Burstein
Erie County Department of Health
Edward A. Rath County Office Building
95 Franklin Street, Room 912
Buffalo, NY 14202

June 28, 2013

Ladies and Gentlemen:

Please find answers to additional questions that were missed in the responses to questions from the County.

CLARIFICATION: Responses are due 4PM FRIDAY, JULY 19th, 2013. Previously the date was erroneously marked as the 18th.

Sincerely,

David P. Marciniak
Erie County Department of Health
Division of Correctional Health

QUESTION:

Please cite any standard or statute related to the county's preference for Joint Commission Accreditation, Verified Accredited Wholesaler Distributor status, Resident/Non-Resident Wholesaler registration for New York State, NCCHC and/or NABP standards of care guidelines, and FDA Registered Re-packer certification.

- COUNTY RESPONSE: In internal discussions regarding the level of service of a vendor these preferred certifications, designations, etc. were cited as desired to provide the very best care for the patients we serve. The level of oversight and review provided by regulatory bodies and/or agencies indicates to us an ability to provide high-quality service to our constituents, regardless of statute or prescribed standard.

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Dr. Gale Burstein
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Ladies and Gentlemen:

Please find answers to the questions posed to the County of Erie below. I appreciate your patience and anticipate that the responses below will assist you. At this time we will not entertain any further questions specific to the contents of the RFP.

The Date for RFP Responses :

Contractors must submit one original proposal and three copies to Erie County. Erie County reserves the right to request an electronic copy of the RFP response. Each proposal must be sealed and labeled on the outside of the package indicating it is a response to RFP 1314VF. Proposals must be received at the desk of David Marciniak prior to **4:00PM on Friday, July 18th, 2013**. Contractor is solely responsible for assuring delivery by the designated time. Fax responses will not be accepted.

Please note that the County has postponed the original award date of July 1st, 2013 to a date to be announced. Subsequently, the Intended Contract Implementation Date is also postponed.

Sincerely,

David P. Marciniak
Erie County Department of Health
Division of Correctional Health

QUESTIONS / COUNTY RESPONSES:

1. Is the county eligible for any 340B or other type discounted pricing, and if so, which ones?
 - COUNTY RESPONSE: The Public Health Clinic is eligible for 340B pricing.
2. What percentage of Medicaid residents would we bill for versus other insurances or the County paying the bill?
 - COUNTY RESPONSE: Approximately 30% of Public Health Clinic patients utilize Medicaid; approximately 50% do not have any insurance, 20% private insurance. All billing for ECHC, ECCF and the Juvenile Detention Center is directed to the County.
3. What is the average number of prescriptions filled per month per facility over the last 12 months?
 - COUNTY RESPONSE: ECHC: 1300
ECCF: 2000
Juvenile Detention: 30
4. How does your current vendor destroy controlled substances, as they cannot be returned?
 - COUNTY RESPONSE: Controlled Substances are destroyed via in-house policy and procedure.
5. Do you currently receive inspections, and if so, how frequently?
 - COUNTY RESPONSE: We arrange periodic Medication Room inspections.
6. Do any of your facilities have a Class 3, 3a, 3b, or 3c institutional license?
 - COUNTY RESPONSE: Our facilities are Class 3a
7. Regarding the Public Health Clinic: Is the current services provider a licensed repackager, what is the name of the vendor who currently provides this service, and what is the current cost to the County?
 - COUNTY RESPONSE: The County will not respond to these questions.
8. Regarding the Public Health Clinic: Does the County provide the medication to be repackaged or does the vendor provide both the medications and the repackaging services?
 - COUNTY RESPONSE: The County currently provides the medication to be repackaged.
9. Regarding Item 1.22 on Page 7 of the RFP, can the County provide a list of medications currently supplied to this location so vendors can determine if they can provide the services you currently receive at a lower cost?
 - COUNTY RESPONSE: Zithromax, Doxycycline, Flagyl, PZA, EMB, Rifampin, Vitamin B6, INH.
10. Are your facilities accredited by a regulatory body (NCCHC, ACA), and if not, do you anticipate seeking accreditation during the term of contract?
 - Our facilities are not currently accredited but we do anticipate seeking and achieving accreditation from NCCHC during the term of the contract.

11. What contract rate or bid rate (discount-to-AWP or cost-plus-dispensing fee/cost plus-management fee) does your current vendor charge for your pharmacy services?
 - COUNTY RESPONSE: The County will not respond to this question.
12. Is it the County's expectation that the vendor will provide an eMAR system at no cost?
 - COUNTY RESPONSE: The County will entertain responses that outline any and all costs for the implementation, maintenance and upgrades associated with an eMAR system.
13. In appendix B, line item "Bid Price Per Unit", does the County want to see the submitted price per pill or multiplied by the stated utilization?
 - COUNTY RESPONSE: Per pill.
14. In appendix B, a number of meds that were written "brand" are now available generically. Should we quote both?
 - COUNTY RESPONSE: Please quote both.
15. Does the County expect the vendors to submit their invoice cost?
 - COUNTY RESPONSE: Yes, if providing a cost-plus formula.
16. Line item "Extended Price": does the County want to see dispensing fees in this column?
 - COUNTY RESPONSE: Yes.
17. Regarding STAT utilization: Should the vendor include in their submitted bid pricing cost for STAT utilization from back-up pharmacies, including delivery? Will the County pick up their own STAT medications?
 - COUNTY RESPONSE: The County would anticipate that the vendor would arrange a back-up pharmacy arrangement AND provide delivery; any costs related to this should be in the RFP Response. The County will NOT pick up STAT medications and would expect a delivery / courier system.
18. Will the County entertain alternative pricing methodologies?
 - COUNTY RESPONSE: Yes.