

# Long-Term Care Procurement

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# Agenda

- A. Background
- B. Solicitation Timeline
- C. Solicitation Approach
- D. Proposals Comparison
- E. Independent Assessment
- F. Transition/Implementation Overview
- G. Questions and Comments



## Background

- LTC Program inception in 1995
- Current enrollment is approximately 130,000 participants
- Four blocks of product series
- Currently offer comprehensive & partnership plans
- Solicitation No. 2016-8180 for a long-term care third-party administrator is in accordance with Government Code Section 21663



# Solicitation Timeline

2017												2018						
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Evaluate Phase II Submissions																		
					Select Vendor													
						CHCS Services Transition and Implementation											New Contract	
						LTCG Implementation					New Contract							



## Solicitation Approach

- Released on June 28, 2016, Phase I certified bidders' minimum qualifications
- Released on September 19, 2016, Phase II consisted of:
  - Confidential Discussions with Each Bidder
  - Evaluation of Submitted Proposals
  - On-Site Visits to Six Locations
  - Competitive Negotiations with Each Bidder



# Proposals Comparison

SOLICITATION ATTACHMENTS	CHCS Services	LTCG
Firm's Capabilities	★★★★	★★★★
Management Plan	★★★★	★★★
Work Plan	★★★★	★★★★
Staffing Plan	★★★★	★★★★
Financial Plan – Administrative Services Fees	★★★★★	★★★★★
Financial Plan – Fraud Detection Services Fees*	★★★★★	★★★★★
Financial Plan – Performance Measures	★★★★★	★★★★★
<b>Overall Total</b>	★★★★	★★★★



# Independent Assessment





# Transition/Implementation Overview







# Questions and Comments

