



STATE OF MICHIGAN

Michigan Department of Health and Human Services

235 South Grand Avenue; Grand Tower Building
PO Box 30037; Lansing, MI 48909

Recommendation of Award

The Michigan Department of Health and Human Services (MDHHS) has completed the evaluation of the Request for Information (RFI) for the Section 298 Pilots and has recommended awards to the following pilot partners pending State Administrative Board approval, if applicable:

- Pilot #1: Muskegon County CMH (dba HealthWest) and West Michigan Community Mental Health
- Pilot #2: Genesee Health System
- Pilot #3: Saginaw County Community Mental Health Authority

More information on the State Administrative Board can be found at: [State Administrative Board](#).

Applicants who were not recommended for the award are encouraged to schedule a debriefing session with the Solicitation Manager. The debriefing session will provide the applicant with the State's rationale on why the applicant was not recommended for the award. The Solicitation Manager may be contacted as follows:

Lance Kingsbury, Solicitation Manager
kingsburyl@michigan.gov
517.335.8170

Background Information:

MDHHS issued this RFI to solicit responses for the selection of pilot partners to implement up to three pilot projects. The purpose of the pilots is to achieve full financial integration of Medicaid-funded physical health and behavioral health benefits. The pilots shall use single contracts between the State and each licensed Medicaid Health Plan (MHP) that is currently contracted to provide Medicaid services in the geographic area of the pilot project.

Applicants:

The RFI was posted on SIGMA VSS on December 20, 2017. The following applicants submitted proposals by the published due date of February 20, 2018.

Bidder	Address City, State Zip	SDVOB*
Muskegon County CMH (dba HealthWest)	376 East Apple Ave., Muskegon, MI 49442	No
Genesee Health System	420 W. Fifth Avenue, Flint, MI 485050	No
Kalamazoo Community Mental Health and Substance Abuse Services (KCMHSAS)	2030 Portage Street, Kalamazoo, MI 490001	No
Saginaw County Community Mental Health Authority	500 Hancock Street, Saginaw, MI 48602	No
West Michigan Community Mental Health (WMCMH)	920 Diana Street, Ludington, MI 49431	No

*SDVOB: Service-Disabled Veteran Owned Business

Evaluation Synopsis

I. Evaluation Process

A Responsible partner is a partner that demonstrates it has the ability to successfully perform the duties identified by the solicitation. A Responsive proposal is one that is submitted in accordance with the solicitation instructions and meets all mandatory requirements identified in the solicitation.

Request for Information Instructions, Section 5, Mandatory Minimum Requirements.

If the following mandatory minimums are not fulfilled the State reserves the right to disqualify an informational response:

- a. The applicant is a Community Mental Health Service Program (CMHSP).
- b. The applicant has submitted a signed memorandum of support (Attachment A) from at least fifty-percent of the Medicaid Health Plans (MHPs) within the proposed pilot region, which demonstrates their engagement in pre-planning activities.
- c. The applicant has submitted a plan demonstrating full financial integration as required under Section 298 of Public Act 107 of 2017.

Solicitation Instructions, Section 6, Evaluation Process.

The State will evaluate each informational response that meets all of the mandatory minimum requirements based on the factors described below. In the event MDHHS receives more than three applications that meet the mandatory minimum requirements identified, the State reserves the right to evaluate and select the applicant(s) demonstrating preferred pilot potential.

	Evaluation Criteria	Points
1.	Miscellaneous (Sections 3, 4, 5)	15
2.	Public Policy (Section 6)	50
3.	Service Array and Delivery (Section 7)	35
4.	Financial Model and Considerations (Section 8)	35
5.	Managed Care Functions (Section 9)	50
6.	Pilot Project Evaluation (Section 10)	15
	Total	200

Proposals receiving 160 evaluation points will be considered for award.

The full evaluation process is stated in the Instructions.

II. Evaluation Method

Responses to this solicitation were reviewed by a Joint Evaluation Committee (JEC) which consisted of the following individuals:

Voting	Advisory
Lance Kingsbury, Buyer (Non-Voting) MDHHS/Bureau of Grants and Purchasing	Erin Emerson, Chief of Staff MDHHS, Medical Services Administration
Phil Kurdunowicz, Analyst MDHHS, Policy, Planning, and Legislative Services Administration	Jon Villasurda, State Assistant Administrator MDHHS, Behavioral Health and Developmental Disabilities Administration
Dave Schneider, Behavioral Health Specialist MDHHS, Medical Services Administration	Leslie Asman, Manager MDHHS, Bureau of Legal Affairs

Voting	Advisory
Nancy Miller, Consultant MPH for MDHHS Behavioral Health and Developmental Disabilities Administration	Bill Ruddock, Project Manager Michigan Public Health Institute
Kristen Jordan, Manager MDHHS, Behavioral Health Section Manager	

III. Evaluation Results

A. Muskegon County CMH (dba HealthWest)

The Evaluation Team determined that Muskegon County CMH (HealthWest) based on a score of 179, did meet the requirements of this RFI. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. RFI Sections 3, 4, and 5 – Miscellaneous (15 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.
2. RFI Section 6 – Public Policy (43 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. HealthWest’s planned approach for assuring compliance with established public policies lacked detail (Section 6a).
 - b. HealthWest’s response did not assure compliance with Section 330.1287 (sub paragraph 5) of the Michigan Mental Health Code (Public Act 258 of 1974 as amended) regarding the SUD oversight Policy Board (Section 6c).
3. RFI Section 7 – Service Array and Delivery (31 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. HealthWest did not adequately describe their planned approach for ensuring access to individuals with intellectually and/or developmental disabilities (Section 7a).
 - b. HealthWest did not address the role of the MHPs as a partner in meeting capacity and competency requirements for care coordination and service relative to new pilot members (Section 7f).
4. RFI Section 8 – Financial Model and Considerations (35 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.
5. RFI Section 9 – Managed Care Functions (40 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. HealthWest did not describe their proposed plan for utilization management (Section 9f).
 - b. HealthWest did not address the necessity for MHPs to conduct ongoing monitoring for all delegated functions (Section 9h).

6. RFI Section 10 – Pilot Project Evaluation (15 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.

Total Score: 179/200

B. Genesee Health System

The Evaluation Team determined that Genesee Health System (GHS) based on a score of 178, did meet the requirements of this RFI. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. RFI Sections 3, 4, and 5 – Miscellaneous (8 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. GHS did not describe the relationship of the MHPs to support successful pilot implementation (Section 4). Successfully defining the roles and relationship between the MHPs and the awardee in the Pilot Region(s) is a major component of having a successful pilot implementation.
 - b. GHS's response did not include a summary of pre-planning and engagement efforts inclusive of the region's MHPs (Section 5).
2. RFI Section 6 – Public Policy (50 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.
3. RFI Section 7 – Service Array and Delivery (31 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. GHS did not include current or proposed coordination with Michigan Tribal Nations (Section 7g).
 - b. GHS did not adequately describe how they will promote interoperability in clinical processes (Section 7i).
4. RFI Section 8 – Financial Model and Considerations (33 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. GHS did not adequately address how they would work with the region's MHPs to support various pooled funding arrangements for various "community benefit" functions (Section 8d).
5. RFI Section 9 – Managed Care Functions (41 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. GHS did not adequately address quality management functions as specified in current contracts (Section 9e)
 - b. GHS did not address how physical and behavioral health parity compliance will be maintained for the pilot region (Section 9f).

- c. GHS did not address the necessity for MHPs to conduct ongoing monitoring for all delegated functions (Section 9h).

6. RFI Section 10 – Pilot Project Evaluation (15 points)

The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. None.

Total Score: 178/200

C. Kalamazoo Community Mental Health and Substance Abuse Services (KCMHSAS)

KCMHSAS did not meet the requirements of being responsive as they failed to meet the following mandatory minimum requirements:

- b. The applicant has submitted a signed memorandum of support (Attachment A) from at least fifty-percent of the Medicaid Health Plans (MHPs) within the proposed pilot region, which demonstrates their engagement in pre-planning activities; and
- c. The applicant has submitted a plan demonstrating full financial integration as required under Section 298 of Public Act 107 of 2017.

D. Saginaw County Community Mental Health Authority

The Evaluation Team determined that Saginaw County Community Mental Health Authority (SCCMHA) based on a score of 189, did meet the requirements of this RFI. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. RFI Sections 3, 4, and 5 – Miscellaneous (15 points)

The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. None.

2. RFI Section 6 – Public Policy (45 points)

The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. SCCMHA's response did not assure compliance with Section 330.1287 (sub paragraph 5) of the Michigan Mental Health Code (Public Act 258 of 1974 as amended) regarding the SUD oversight Policy Board (Section 6c).

3. RFI Section 7 – Service Array and Delivery (31 points)

The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. SCCMHA did not adequately describe their planned approach for ensuring access to individuals with intellectually and/or developmental disabilities (Section 7a)
- b. SCCMHA did not address the role of MHPs as a partner in meeting capacity and competency requirements for care coordination and service relative to new pilot members (Section 7f).

4. RFI Section 8 – Financial Model and Considerations (35 points)

The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. None.

5. RFI Section 9 – Managed Care Functions (48 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. SCCMHA did not address the necessity for MHPs to conduct ongoing monitoring for all delegated functions (Section 9h).
6. RFI Section 10 – Pilot Project Evaluation (15 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.

Total Score: 189/200

E. West Michigan Community Mental Health (WMCMH)

The Evaluation Team determined that West Michigan Community Mental Health (WMCMH) based on a score of 179, did meet the requirements of this RFI. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

1. RFI Sections 3, 4, and 5 – Miscellaneous (15 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.
2. RFI Section 6 – Public Policy (43 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. WMCHM planned approach for assuring compliance with established public policies lacked detail (Section 6a).
 - b. WMCHM response did not assure compliance with Section 330.1287 (sub paragraph 5) of the Michigan Mental Health Code (Public Act 258 of 1974 as amended) regarding the SUD oversight Policy Board (Section 6c).
3. RFI Section 7 – Service Array and Delivery (31 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. WMCHM did not adequately describe their planned approach for ensuring access to individuals with intellectually and/or developmental disabilities (Section 7a).
 - b. WMCHM did not address MHP as a partner in meeting capacity and competency requirements for care coordination and service relative to new pilot members (Section 7f).
4. RFI Section 8 – Financial Model and Considerations (35 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:
 - a. None.
5. RFI Section 9 – Managed Care Functions (40 points)
The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. WMCHM did not describe their proposed plan for utilization management (Section 9f).
- b. WMCHM did not address the necessity for MHPs to conduct ongoing monitoring for all delegated functions (Section 9h).

6. RFI Section 10 – Pilot Project Evaluation (15 points)

The Evaluation Team determined that overall the responses were mostly satisfactory, but the following deficiencies were noted:

- a. None.

Total Score: 179/200

IV. Technical Evaluation Summary

	Selection Criteria	Muskegon County CMH	GHS	SCCMHA	WMCMH
1.	Miscellaneous (Sections 3, 4, 5)	15	8	15	15
2.	Public Policy (Section 6)	43	50	45	43
3.	Service Array and Delivery (Section 7)	31	31	31	31
4.	Financial Model and Considerations (Section 8)	35	33	35	35
5.	Managed Care Functions (Section 9)	40	41	48	40
6.	Pilot Project Evaluation (Section 10)	15	15	15	15
	Total	179	178	189	179

V. Oral Presentations/Demonstrations: Oral Presentations were held on Friday, March 2, 2018, for the four applicants who passed the Mandatory Minimum Requirements and the technical scoring threshold of the RFI.

VI. Pricing Summary: Pricing was not a component of this RFI.

VII. Award Recommendation:

Award recommendation is made to the responsive and responsible applicants who offer the best value to the State of Michigan. Best value is based on the proposal meeting the minimum point threshold and offering the best combination of factors stated in Technical Evaluation Criteria, Section 6, Evaluation Process. Award Recommendations are made to the following applicants:

- Pilot #1: Muskegon County CMH (dba HealthWest) and West Michigan Community Mental Health*
- Pilot #2: Genesee Health System
- Pilot #3: Saginaw County Community Mental Health Authority

The Applicants in this process were the CMHSPs. The contracts for implementation of the pilots will be between the State of Michigan and the MHP operating in the geographic area served by the selected CMHSPs. The RFI required that the Applicant provide information regarding how the CMHSP anticipates working with the MHPs within its region to meet the requirements of the pilots. Once this award is made, MDHHS will work with the selected CMHSPs and MHPs within the pilot regions to finalize the structure of the pilots. Consequently, the final structure of the pilots may differ from the models that were described in the RFI responses.

Notes:

*Muskegon County CMH (HealthWest) and West Michigan Community Mental Health are awarded one 298 pilot region together.

Successful completion of implementation of the pilot regions will require addressing deficiencies noted in this document.