

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000421

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of Request for Proposal No. 240000000343 – Healthcare Third-Party Reviewer and has recommended an award to Health Management Associates, Inc. in the amount of \$3,272,853, pending State Administrative Board approval, if applicable. More information on the State Administrative Board can be found at: [State Administrative Board](#).

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

Jordana Sager, Solicitation Manager.
 SagerJ2@michigan.gov
 517-896-1903

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Healthcare Third-Party Reviewer Services - Michigan Department of Corrections. The term of this contract is three-years with up to five additional one-year renewal options.

Bidders:

The RFP was posted on SIGMA VSS on Thursday, January 18, 2024, for 28 days. The following bidder submitted proposals by the published due date of February 15, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Health Management Associates, Inc. (HMA)	120 North Washington Square, Suite 705 Lansing, MI 48933	No	YES

*SDVOB: Service-Disabled Veteran Owned Business

**GDBE: Geographically Disadvantaged Business Enterprise

EVALUATION SYNOPSIS

I. Evaluation Process

A Responsible Vendor is a vendor 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.

Proposal Instructions: Evaluation Process

	Technical Evaluation Criteria	Weight
1.	Product Quality – Schedule A, Statement of Work, Sections 1- 3	51
2.	Service Capabilities – Schedule A, Statement of Work, Sections 4 - 5	22
3.	Delivery Capabilities – Schedule A, Statement of Work, Section 6 - 10	7
4.	Vendor Questions Worksheet (except Experience)	5
5.	Vendor Questions Worksheet - Experience	15
	Total	100

Proposals receiving 80 or more technical evaluation points will have pricing evaluated and considered for award. The full evaluation process is stated in the RFP Proposal Instructions.

II. Evaluation Method

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

Voting	Advisory
Sharene Johnson State Administrative Manager MDOC	Loren Hilts Financial Specialist MDOC
Joshua Buskirk Assistant Chief Medical Officer MDOC	Heather Reece Contract Monitor MDOC
Lisa Lehnert Buyer MDOC	
Jordana Sager Category Analyst DTMB	

III. Evaluation Results

A. Health Management Associates, Inc.

The Evaluation Team determined that Health Management Associates based on a score of 93, did meet the requirements of this RFP. This determination was accomplished by evaluating their responses to the Technical Evaluation Criteria.

- 1. Schedule A, Statement of Work, Sections 1 – 3 46/51

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

- a. 1.1.A.2. The Bidder did not provide a complete explanation on how they assisted with the Cook County project.
- b. 1.1.C. The Bidder did not provide an explanation of the approach to exploring models of treatment currently in place in the community that could be adapted and applied in the corrections setting.
- c. 1.1.D. The examples provided by the Bidder did not fit what was requested in the solicitation.

- 2. Schedule A, Statement of Work, Sections 4 – 5 22/22
 The Evaluation Team determined that overall, the responses were satisfactory.

- 3. Schedule A, Statement of Work, Sections 6 – 10 7/7
 The Evaluation Team determined that overall, the responses were satisfactory.

- 4. Vendor Questions Worksheet 4/5
 The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Experience 3 – The Bidder did not provide responses to questions regarding the organizational restructuring.

- 5. Vendor Questions Worksheet - Experience 14/15
 The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiencies were noted:

- a. Experience 3 – The JEC determined the experience was not comparable in size.

Total Score: 93/100

IV. Technical Evaluation Summary

Selection Criteria		HMA
1	Schedule A, Statement of Work, Sections 1- 3	46
2	Schedule A, Statement of Work, Sections 4 - 5	22
3	Schedule A, Statement of Work, Section 6 - 10	7

4	Vendor Questions Worksheet (except Experience)	4
5	Vendor Questions Worksheet - Experience	14
	Total	93

V. Pricing Summary

Pricing was evaluated for the bidders who passed technical. The following is a summary of their price proposals:

Deliverable		HMA
1	Year 1	\$ 1,138,541
2	Year 2	\$ 1,195,386
3	Year 3	\$ 1,238,126
	Total Price	\$ 3,572,054

VI. Negotiations

Health Management Associates was asked to submit second round pricing and provided the following:

Deliverable		HMA
1	Year 1	\$ 1,044,763
2	Year 2	\$ 1,088,618
3	Year 3	\$ 1,139,473
	Total Price	\$ 3,272,853

VII. Award Recommendation

Award recommendation is made to the responsive and responsible Bidder who offers 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 the factors stated in the *Proposal Instructions Evaluation Process* section, and price.

Health Management Associates provided the best value to the State. Best value factors for Award Recommendation include experience with the State, response time, and price.

As part of the best value determination, overall economic impact to the State of Michigan was considered and is not a determinative factor in making this award.

Award Recommendation is made to Health Management Associates in the amount of \$ 3,272,853.