

AWARD RECOMMENDATION

Notice of Intent to Award Number: 240000000872

Notice of Intent to Award Date: 6/5/2024

The Department of Technology, Management, & Budget’s Procurement office has completed the evaluation of RFP 240000001827 – Statewide Medicaid Long Term Services and Supports Eligibility and Quality Reviews for MDHHS and has recommended an award to Michigan Peer Review Organization dba iMPROve Health in the amount of \$1,203,185.00, 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:

Marissa Gove, Solicitation Manager.

Govem1@michigan.gov

517-449-8952

Background Information:

This Request for Proposal (RFP) was to solicit responses for selection of a Contractor to provide Statewide Medicaid Long Term Services and Supports Eligibility and Quality Reviews for MDHHS. The term of this contract is two (2) years, with up to three (3) renewal options.

Bidders:

The RFP was posted on SIGMA VSS on April 4, 2024 for 28 days. The following bidder submitted a proposal by the published due date of May 2, 2024.

Bidder	Address, City, State, Zip Code	SDVOB*	GDBE**
Michigan Peer Review Organization dba iMPROve Health	625 Kenmoor Ave SE, Suite 350, Grand Rapids, MI 49546	No	No

*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

The State will evaluate each proposal based on the following factors:

	Technical Evaluation Criteria	Weight
1.	Schedule A, Statement of Work, Section 1	51
2.	Schedule A, Statement of Work, Sections 2-3	16
3.	Schedule A, Statement of Work, Section 4-9	21
4.	Vendor Questions Worksheet (Excluding Experience)	7
5.	Vendor Questions Worksheet (Experience)	30
	Total	125

Proposals receiving **100** 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
Marissa Gove, Category Specialist DTMB-CPS	Danielle Walsh, Department Analyst DHHS
Michelle Martin, Division Director DHHS	Kristina Cope, Departmental Specialist RN DHHS
Elaina Brown, State Administrative Manager DHHS	Kevin Mills, ITS-14 Business Analyst Specialist DTMB
Ian Lowers, Nursing Facility Analyst DHHS	
Laurie Ehrhardt, Section Manager (SAM) DHHS	

III. Evaluation Results

A. Michigan Peer Review Organization dba iMPROve Health

The Evaluation Team determined that Michigan Peer Review Organization dba iMPROve Health based on a score of 122, 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, Section 1** **48/51**
 The Evaluation Team determined that overall, the responses were mostly satisfactory, but the following deficiency was noted:
 - a. The bidder failed to provide a disaster recovery plan.
- 2. Schedule A, Statement of Work, Sections 2-3** **16/16**
 The Evaluation Team determined that overall, the responses were satisfactory.
- 3. Schedule A, Statement of Work, Sections 4-9** **21/21**
 The Evaluation Team determined that overall, the responses were satisfactory.
- 4. Vendor Questions Worksheet (Excluding Experience)** **7/7**
 The Evaluation Team determined that overall, the responses were satisfactory.
- 5. Vendor Questions Worksheet (Experience)** **30/30**
 The Evaluation Team determined that overall, the responses were satisfactory.

Total Score: 122/125

IV. Technical Evaluation Summary

Selection Criteria		Michigan Peer Review Organization dba iMPROve Health
1	Schedule A, Statement of Work, Section 1	48
2	Schedule A, Statement of Work, Sections 2-3	16
3	Schedule A, Statement of Work, Section 4-9	21
4	Vendor Questions Worksheet (Excluding Experience)	7
5	Vendor Questions Worksheet (Experience)	30
	Total	122

V. Pricing Summary

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

Table 1 - Initial Pricing:

	Deliverable	Unit Price	One Year Pricing	Three Year Pricing
1	Verification Review	\$150	\$120,000	\$369,075
2	Secondary Review	\$225	\$83,700	\$257,430
3	Verification/Secondary Review Appeals	\$75/per half hour	\$7,500	\$23,067
4	Home Help EHHS Review	\$75/per half hour	\$18,000	\$55,361
5	Home Help Quality Review	\$75/per half hour	\$162,000	\$498,251
	Total Price		\$391,200	\$1,203,185

Table 2 - Final Pricing:

	Deliverable	Year One Unit Price	Year One Total	Year Two Unit Price	Year Two Total	Year Three Unit Price	Year Three Total
1	Verification Review	\$37.50/ quarter hour	\$120,000	\$38.44 /quarter hour	\$123,000	\$39.40 /quarter hour	\$126,075
2	Secondary Review	\$37.50/ quarter hour	\$83,700	\$38.44 /quarter hour	\$85,793	\$39.40 /quarter hour	\$87,937
3	Verification/Secondary Review Appeals	\$37.50/ quarter hour	\$7,500	\$38.44 /quarter hour	\$7,688	\$39.40 /quarter hour	\$7,880

Deliverable		Year One Unit Price	Year One Total	Year Two Unit Price	Year Two Total	Year Three Unit Price	Year Three Total
4	Home Help EHHS Review	\$37.50/ quarter hour	\$18,000	\$38.44 /quarter hour	\$18,450	\$39.40 /quarter hour	\$18,911
5	Home Help Quality Review	\$37.50/ quarter hour	\$162,000	\$38.44 /quarter hour	\$166,050	\$39.40 /quarter hour	\$170,201
	Total Price		\$391,200		\$400,980		\$411,005

VI. Negotiations

The State proposed an alternative pricing structure to capture pricing by the quarter hour as opposed to the per review and half hour structures outlined in the original pricing structure. This was agreed upon by Michigan Peer Review Organization dba iMPROve Health which is reflected in Table 2 – Final Pricing above.

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.

Michigan Peer Review Organization dba iMPROve Health provided the best value to the State. Best value factors for Award Recommendation include: Documented knowledge, understanding, and experience of contract activities and processes.

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 Michigan Peer Review Organization dba iMPROve Health in the amount of \$1,203,185.00.