

STATE OF CONNECTICUT  
OFFICE OF HEALTH STRATEGY

REQUEST FOR QUALIFICATIONS (RFQ)

#24OHS0002

COST AND MARKET IMPACT REVIEW

SECOND Addendum

RELEASE DATE – May 15, 2024

The Office of Health Strategy’s official responses to questions submitted as of 5:00 PM, May 10, 2024, are as follows:

1. **Question:** How will the State determine if the contractor makes a “good-faith effort” to set aside a portion of this contract for a small, minority or women’s business enterprise as a subcontractor?

**Answer:** All such determinations shall be in accordance with the provisions of Conn. Gen. Stat. § [4a-60g](#).

2. **Question:** How many qualified firms have contracts with OHS today?

**Answer:** None.

3. **Question:** If OHS selects a firm that identifies a potential conflict of interest on a specific hospital acquisition application, how does OHS expect to mitigate this conflict of interest? What options will OHS provide the firm?

**Answer:** OHS will not select a firm that has a conflict of interest with a CON application. If a conflict is determined to exist, another firm will be chosen to perform the CMIR for that application.

4. **Question:** Is prior experience working with the FTC in evaluating competitive effects of provider mergers sufficient to satisfy the requirement that a consultant have prior experience performing CMIRs?

**Answer:** Such FTC experience may be acceptable. OHS will evaluate a proposer’s qualifications to perform CMIRs based upon the proposer’s submission. Please indicate in the proposal how the FTC experience mirrors the analysis that would be performed under a CMIR.

5. **Question:** Is \$200,000 the maximum budget amount for a CMIR transaction?  
**Answer:** Yes. Please see subsection (j) of Conn. Gen. Stat. §[19a-639f](#) which provides that:

“The unit shall retain an independent consultant with expertise on the economic analysis of the health care market and health care costs and prices to conduct each cost and market impact review, as described in this section. The unit shall submit bills for such services to the purchaser, as defined in subsection (d) of section [19a-639](#). Such purchaser shall pay such bills not later than thirty days after receipt. Such bills shall not exceed two hundred thousand dollars per application.”

6. **Question:** What period of performance (contract start and end dates) should bidders use for the budget template?

**Answer:** The period of contract performance will be indicated by each individual CON application requiring a CMIR. Conn. Gen. Stat. § [19a-639f](#) provides the required timeline for each CMIR based upon the date of application.

7. **Question:** Where should bidders include other direct costs?

**Answer:** Proposers should prepare their Budget to include personnel who will be involved in working on the CMIR and their hourly rates along with any other expenditures they see fit with the understanding that, in accordance with Conn. Gen. Stat. § [19a-639f](#), the maximum charge by the vendor cannot exceed \$200,000.

8. **Question:** What level of travel, if any, should bidders include?

**Answer:** Generally, travel will not be required as meetings with OHS will occur remotely via Microsoft Teams or Zoom and data and reports will be transmitted electronically.

9. **Question:** Will more than one contractor be selected to provide these services (i.e., a vendor pool)?

**Answer:** OHS may select more than one contractor to be qualified for performance of CMIRs, but it is expected that for any individual CON application, only one contractor would be engaged.

10. **Question:** If more than one contractor is selected, how will OHS request work when reviews are required?

**Answer:** OHS may select more than one contractor to be qualified for performance of CMIRs, but it is expected that for any individual CON application, only one contractor would be engaged. When reviews are required, one of the qualified contractors will be selected based upon an initial determination of whether a

contractor has a conflict of interest. Beyond that, OHS will utilize its discretion in selecting a contractor who is available for the timeline required by the CON application.

**11. Question:** If there is a vendor pool, is a vendor obligated to perform tasks as directed by OHS, or may the vendor determine their participation (with an option to decline) based on the scope of services and timeline required at the time of task order development?

**Answer:** A vendor will not be able to decline based upon scope of services, as the services are statutory and the same in each instance. Timeline or conflict of interest issues may be causes for a vendor to decline in OHS' discretion.

**12. Question:** Will the finalist or selected respondent be offered the opportunity to request revisions to the "Mandatory Terms and Conditions" document?

**Answer:** No. The Mandatory Terms and Conditions are required by the Office of the Attorney General and must be included in the contractor's contract without modification.

**13. Question:** Will OHS reconsider allowing respondents to submit an appendix along with its proposal submission for requested changes to the Mandatory Terms and Conditions document?

**Answer:** No.

**14. Question:** Will OHS please provide the updated link, as the current one appears to be broken?

**Answer:** See link below:  
[http://www.healthreform.ct.gov/ohri/lib/ohri/sim/mandatory\\_terms\\_and\\_conditions.pdf](http://www.healthreform.ct.gov/ohri/lib/ohri/sim/mandatory_terms_and_conditions.pdf)

**15. Question:** Would OHS further clarify what the following means: Add statement and statutory reference indicating that the transacting parties and not OHS will be paying for the proposer's services to a maximum of \$200,000?

**Answer:** Proposer must include a statement in its proposal that it understands the requirements of subsection (j) of Conn. Gen. Stat. § [19a-639f](#), which provides that a consultant hired to perform a CMIR will be paid by the purchaser, and not OHS, to a maximum amount of two hundred thousand dollars.

**16. Question:** Can you confirm whether this affidavit is only required if there is a consulting agreement existing at the time of submission?

**Answer:** Please refer to subsection (b) of Conn. Gen. Stat. § [4a-81](#), which provides that the representation being made is to whether any consulting agreement has been entered into in connection with the contract which is the subject of this RFQ.

**17. Question:** Does this affidavit requirement apply to technical consultants as part of the proposed research team under a master agreement with an organization?

**Answer:** This affidavit does not generally apply to technical consultants, but rather to consultants hired for the purposes set forth in Conn. Gen. Stat. § [4a-81](#).

**18. Question:** Can bidders submit two versions of their proposal, a confidential version and a redacted version that removes trade-secret information?

**Answer:** Yes. The confidential version must be submitted to [OHS.Confidential@ct.gov](mailto:OHS.Confidential@ct.gov). For purposes of such a filing, “Confidential Material” is defined as any information and/or documentation that may be exempt from public disclosure under the state’s Freedom of Information Act (FOIA) pursuant to Connecticut General Statutes (“C.G.S.”) § [1-210\(b\)](#).

**19. Question:** If a partner on our team has CMIR experience, is that sufficient to be considered qualified to submit a proposal?

**Answer:** Yes, if such partner will oversee and participate in preparation of the CMIR.

**20. Question:** Is it permissible to provide contacts within the bidder’s organization, as staff do not always have client contact?

**Answer:** References should be from clients of the bidding organization.