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## 2019-20 – Therapy Services- Sunny Hill Nursing Home Addendum #1 – August 12, 2019

We received the following questions regarding this RFP:

Question #1 Is there an opportunity to tour/meet with Sunny Hill leadership prior to the bid submission?

**Answer #1:** Due to the time frame involved, we are unable to schedule a site tour for this bid

Question #2: The data provided indicate that all therapy residents either had Medicare Part A or Medicare Part B. Does Sunny Hill have any Managed care for Part A short term residents or Part B?

**Answer #2:** Yes, we do have a few. Most of our residents are MMCP and have regular Medicare.

Question #3: Can you provide insight into how many true outpatients are on caseload?

**Answer #3:** There is very little outpatient service provided at this time.

Question #4: The pricing sheet asks for a Part A Per Diem of the PDPM Case Mix Group, however the chart is looking like a %. Does Sunny Hill have a preference of how Part A pricing is charged – per diem or % of therapy reimbursement?

**Answer #4:** The per diem is the percentage

Question #5: For Part B, does Sunny Hill want both a per 15 min use cost and a % of the fee schedule or either/or? Also for the MPPR adjustment, is the assumption that that is a full adjustment or a 50/50 split?

**Answer #5:** This is a full adjustment, is absorbed by the therapy company.

Question #6: with regard to the timeline, Sunny Hill is to award the contract at the September 19<sup>th</sup> board meeting with services to begin on October 1<sup>st</sup>. Should Sunny Hill select anyone other than the incumbent, the new provider would have less than two weeks to prepare for a transition. That said, is Sunny Hill bound to any non-solicitation/non-compete of the therapy staff in their current therapy contract?

**Answer #6:** The only way to transition to a new company and maintain continuous service to the residents would be to have both companies present during this time.

Question #7: The bidder's qualifications states that bidders must be servicing as a vendor for a minimum of five (5) years and references must be provided.

Although our company would not fit the criteria at this time; we would certainly target our efforts to find clinicians with 5+ years of experience and professional references instead.

Is this something your team would be willing to entertain? I want to make sure we will be considered for this bid before we start working on our proposal.

Answer #7: The 5 years required shows the stability of a company, must remain in place without exception

Question #8: Just wanted to get clarification on the due date for the therapy services bid. August 20<sup>th</sup> or September 4<sup>rd</sup>?

Answer #8: The due date is August 20, 2019 as specified in the Bid.

Question #9: Sunny Hill is not included in CMS' Provider-specific PDPM impact file, do you have any data/information related to how Sunny Hill is projecting to be affected by PDPM from an overall reimbursement standpoint (and how that breaks down between nursing and therapy)? Can you share any PDPM analysis you've completed with more current MDS'?

Answer #9: Sunny Hill is truly a long term care facility that specializes in geriatrics. Our Medicare A census is not the majority of services rendered. We do have more Medicare B services than A, therefore the impact of PDPM will be less for our therapy and nursing services delivery. Please review the numbers in the original bid request documents for more detail.

Question #10: I believe you have 2 bonds, one is the Bid Bond for \$20,000 and the other is the Performance Bond. On the Bid Bond for \$20,000 is that returned after the bid process or what happens to that Bond either if you win the bid or lose? For the Performance Bond, what is the exact amount you are asking for?

Answer #10: The \$20,000.00 Bid Bond will be returned to all non-winning bidders. The winning bidder's Bid Bond will be held until the Performance Bond is received. The Performance Bond will be for 100% of the contract, as listed in the original Bid.

Question #11: We have never been asked to secure a bid bond. What is the purpose of this and what is it that is securing or guaranteeing?

Answer #11: A Bid Bond is a guarantee that the winning bidder will undertake the contract under the terms in which they bid.