



Public Private Insurance Partnership

NEW MEXICO HEALTH INSURANCE ALLIANCE

New Mexico Health Insurance Exchange

May 17, 2013

www.nmhia.com

Agenda

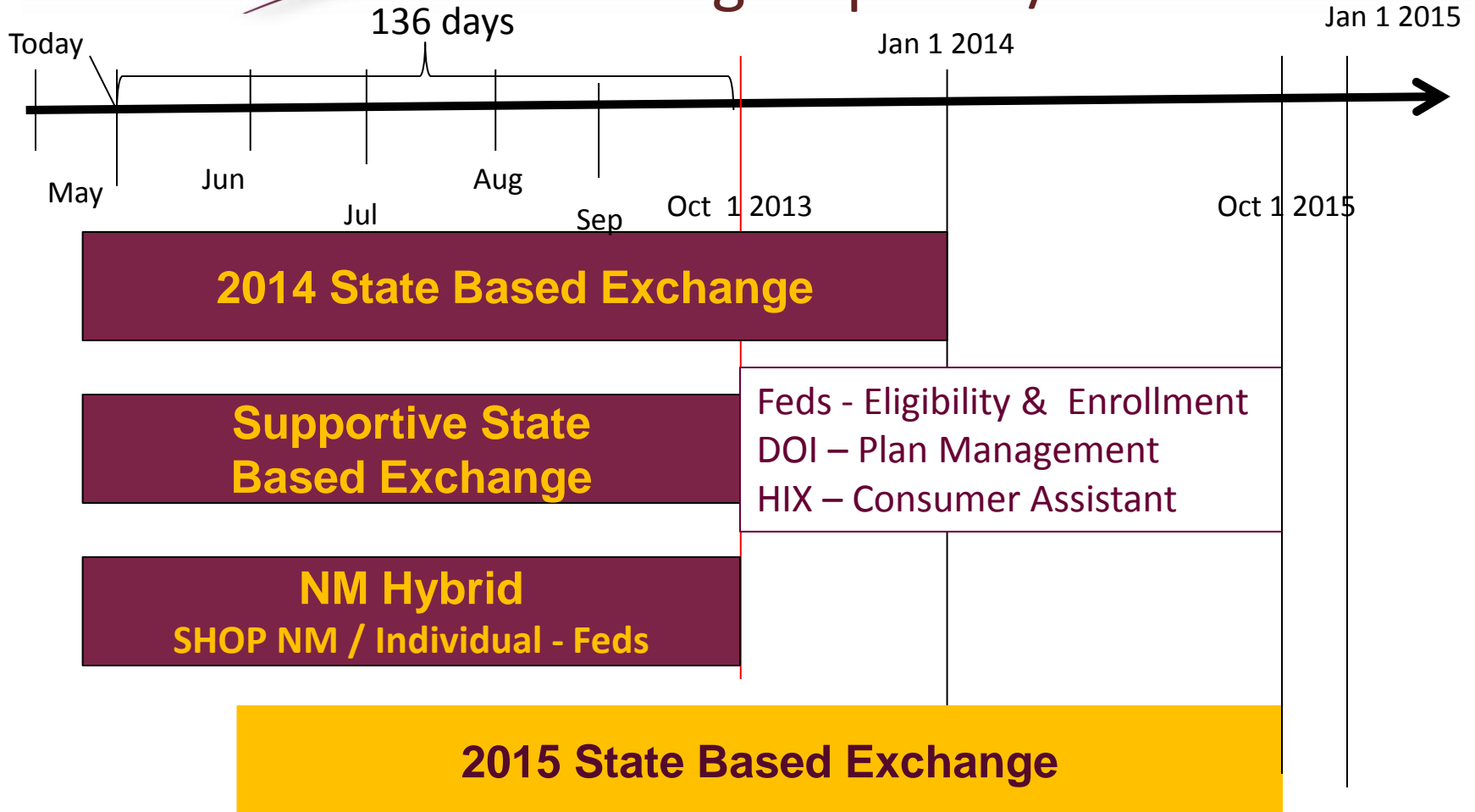
- 1) Call to Order and Introductions
- 2) Chairman's Remarks
- 3) Executive Session (personnel discussion)
- 4) Interim Executive Director discussion
- 5) Exchange model discussion
- 6) Preliminary Plan of Operations
- 7) Project Management Vendor
- 8) IT Systems Integrator Vendor
- 9) Public Comments
- 10) Next Meeting Date – Friday, June 7, 2013,
(Location to be determined)
- 11) Adjournment

CHAIRMAN'S REMARKS

EXECUTIVE SESSION

INTERIM EXECUTIVE DIRECTOR DISCUSSION

Exchange Options/Timeline



PRELIMINARY NMHIX PLAN OF OPERATIONS

Project
Management
Services
RFP

NEW MEXICO HEALTH INSURANCE ALLIANCE

REQUEST FOR PROPOSALS

Project Management Services

New Mexico Health Insurance Exchange (NMHIX)

Addendum # 3
RFP Update & Revised Scope of Work

Revised Schedule of Events

Action	Responsibility	Date
Issuance of RFP	NMHIA	11/2/12
Acknowledgement of Receipt Form	Offerors	11/7/12
Bidders Conference	NMHIA, Offerors	11/9/2012
Deadline to Submit Questions	Potential Offerors	11/12/2012
Response to Written Questions/RFP Amendments	NMHIA	11/15/2012
Submission of Proposal	Offerors	11/21/2012
Submission of Revised Cost Proposal	Offerors	12/6//2012
Proposal Evaluation & Selection of Finalists	Evaluation Committee	12/7/2012
Vendor Interviews	Evaluation Committee	12/14/12
Best and Final	NMHIA, Offerors	12/17/12
Finalize Contract	NMHIA, Offerors	12/28/12
Contract Award	NMHIA	1/2/2013
Dates of award are subject to change.		

Project Management Proposals

- **Six Proposals received**
 - Cambria, Dewpoint, First Data, Kemtah, PCG Consulting & West Monroe Partners
- **Evaluation Criteria**
 - 40% Cost, 15% PM Approach, 30% Company and client references, & 15% PM Staff client references

PM Evaluation Committee

- **Evaluation Committee**
 - Celia Ameline (Board member & Medical billing software engineer)
 - Dan Jones (Retired IT Infrastructure Manager)
 - Mike Wallace – Delta Dental
 - John Atkins – CPO New Mexico Health Connections
 - Steve Chreist – (Retired Employee Benefit Consultant)
 - Carla Walton – (IT and Benefit Consultant)
 - Cory Hennek – BCBS Financial Manager
 - Mike Nunez - NMHIA

PM Evaluation Focus

- **Leveraging Company PM and HIX experience**
- **Evaluating company resources and subject matter expertise**
- **Based on Evaluation Committee review of proposals, Cambria, First Data, & PCG Consultants were asked to Vendor Interviews**

Interview Presentation Format

- **Present project management capabilities, to ensure NMHIX is operational by the Federal mandate of October 1, 2013.**
- **Introductions**
- **Vendor's project management experience with health related projects**
- **Knowledge of PPACA**
- **Knowledge of and experience with SI Vendors working on State Exchanges**
- **Presentation of project management approach and strategies to manage QAT, requirements verification and UAT processes to ensure operational readiness on October 1, 2013.**
 - Executive management team/ Project management team
 - Resource availability / existing demands on current projects
 - Project management reporting
 - Proposed Costs for Project Management Services
- **Questions and Answers**

PM Best & Final IT Committee Recommendations

Evaluation Criteria	%	First Data	Cambria	PCG Cons
Cost	40%	19.1	17.7	40.0
Company Resources	30%	22.6	22.0	27.7
Approach	15%	15.0	15.0	15.0
Staff References	15%	13.0	15.0	13.0
Total	100%	69.7	69.7	95.7
Cost				
Cost	Min	\$3,890,400	\$3,777,260	\$ 1,706,100
	Max	\$4,236,000	\$5,000,000	\$ 2,176,315
Total		\$8,126,400	\$8,777,260	\$ 3,882,415
	Average	\$4,063,200	\$4,388,630	\$ 1,941,208



PCG re-evaluated proposal based on Supportive Exchange Model and reduced fees by approximately \$300K; IT Committee approved use of consumer assistance services on a time and materials basis; IT Committee Recommendation - PCG



INFORMATION TECHNOLOGY AND SYSTEMS INTEGRATOR VENDOR

IT & Systems Integration RFP



NEW MEXICO HEALTH INSURANCE ALLIANCE

REQUEST FOR PROPOSALS

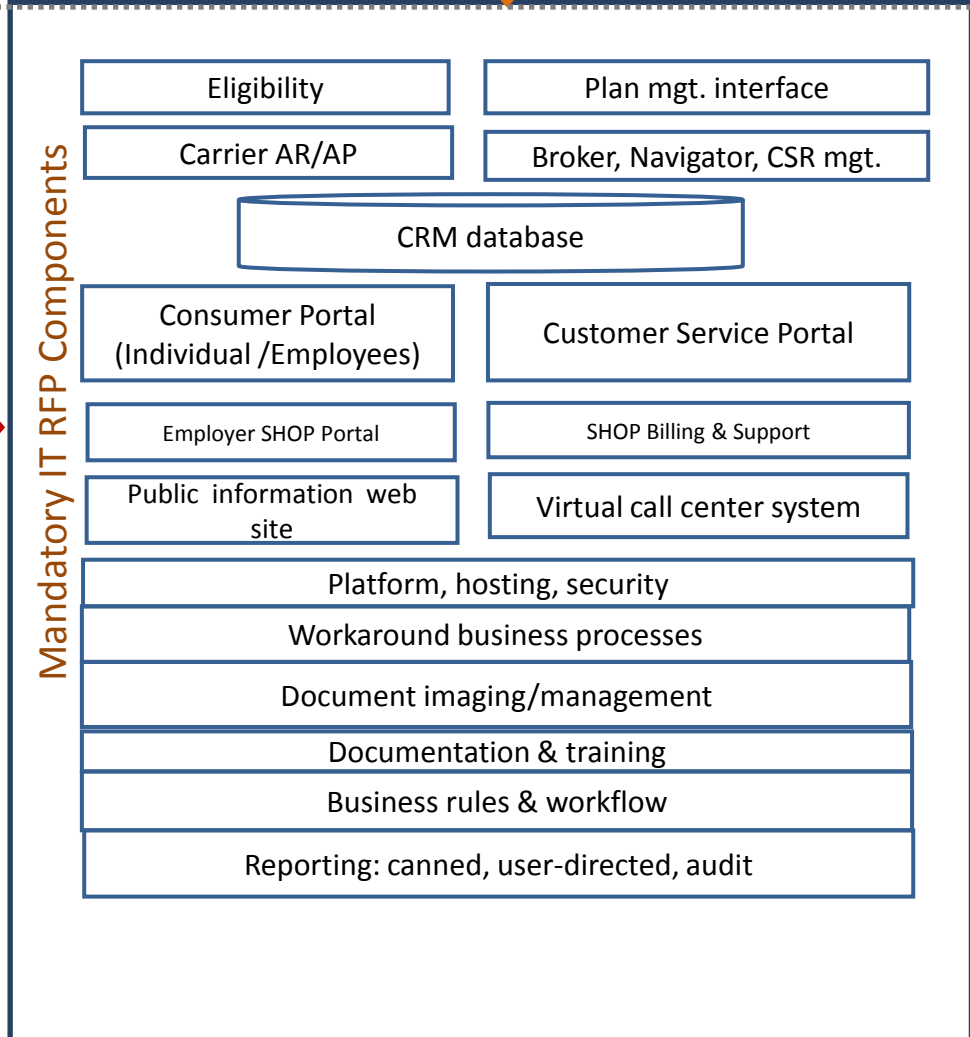
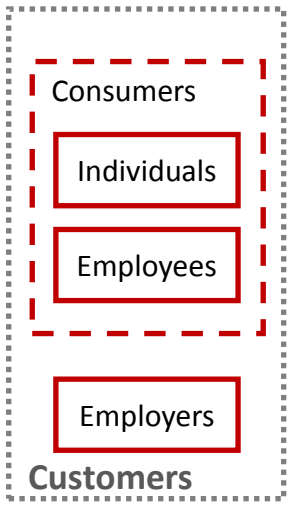
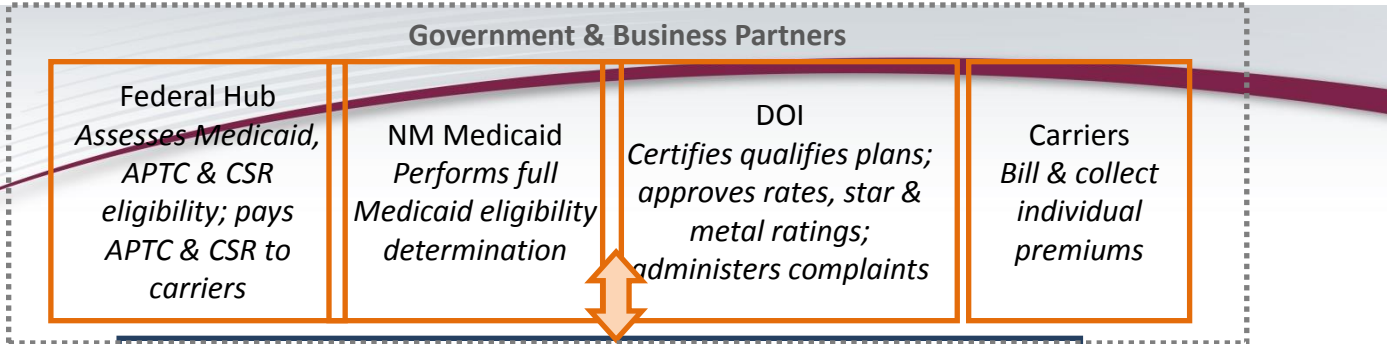
For Information Technology and Integrated Services
New Mexico Health Insurance Exchange

Addendum #5 RFP CLARIFICATIONS

Submit Preliminary Response By: December 17, 2012
Revised Proposal Due Date: December 28, 2012

www.nmhia.com/nmhix

NMHIX Vision



Systems Integration Services Evaluation Committee

- **Evaluation Committee**
 - Celia Ameline (Board member & Medical billing software engineer)
 - Jones (Retired IT Infrastructure Manager)
 - Sean Pearson – HSD CIO
 - Aaron Ezekiel, DOI attorney
 - Karthik Valluri, DOI IT Manager
 - John Atkins – CPO New Mexico Health Connections
 - Carla Walton – (IT and Benefit Consultant)
 - Bob Drelick – Lovelace CIO
 - Mike Wallace – Delta Dental
 - Raj Shethia – Lovelace
 - Steve Christ – (Retired Employee Benefit Consultant)
 - Cory Hennek – BCBS Financial Manager
 - Claudia Vargas-Sitrick – NMHIA
 - Mike Nunez - NMHIA

Vendor Interview/Presentation Format

- **Introductions - project management team, and key subcontractors.**
- **Describe project management and/or integration experience (including identified subcontractors).**
- **Identify staff dedicated to NMHIX vs. the core HIX platform staff**
- **Demonstrate your solution**
- **Demonstrate your approach and capability to interface with Medicaid, SERFF/carriers, and Federal Data Hub.**
- **Describe your models to prove the identity of the member interacting with the Exchange.**
- **Describe options for setting up back-office operations such as premium aggregation, broker fees, and Exchange user fees or assessments.**
- **Discuss your cost assumptions and thought processes used in the development of your cost proposal for year 1, 2 and operational years 3-5.**
- **Discuss thoughts about deliverable work products and deadlines.**
- **Discuss thoughts about performance penalties, access to source code, and other proposed contractual provisions.**
- **Discuss key differentiators that NMHIA should consider in selecting its Exchange vendor.**
- **Close with your business plan and value proposition for NMHIA.**

NMHIX Positioning for BAFOs

“Must Haves”

- Lower cost
- Reliability
- Depth of Bench and Subject matter experts
- Team
- Defined Contributions
- Strong CRM
- Predictable Cost of Out Years

“Would Like to Have”

- Flexibility
- Choice

Final Instructions to Vendors

- Leverage other state's documentation, artifacts, and system development to the greatest extent possible.
- Propose long term maintenance and operation scenarios that minimize NMHIX IT support effort
- Request a "Bucket of hours" for unanticipated system changes
- Contract efficiently and timely

Final Pricing to IT Committee (Hybrid Exchange Model)

Get Insured							
Exchange Model		2013	2014	2015	2016	2017	Five Year Total
Hybrid Exchange		\$ 15,268,129	\$ 13,737,334	\$ 5,112,643	\$ 3,303,643	\$ 2,506,144	\$ 39,927,893
Deloitte							
Exchange Model		2013	2014	2015	2016	2017	Five Year Total
Hybrid Exchange		\$ 11,883,550	\$ 28,714,754	\$ 6,578,703	\$ 6,577,497	\$ 6,577,497	\$ 60,332,001

GetInsured.Com

- **12,000 Health Plans**
- **\$150,000,000 in premiums**
- **Over 2 million serviced**
- **Exchange Platform:**
 - **ACA compliant**
 - **Meets 14,400 requirements**
 - **Implemented in CA**

Final Scoring Grid Hybrid Model

Final Description	Points	Deloitte	Get Insured
Proposal Solution	300	225	275
Experience of Dedicated Team	200	175	180
Demonstration of Existing Capabilities	200	125	150
Performance Guarantees	100	90	100
Cost Proposal	200	132	200
Total	1,000	747	905

PUBLIC COMMENTS

**NEXT MEETING DATE
JUNE 7, 2013
(LOCATION TBD)**

Final Pricing to IT Committee (Supportive SBE Model)

Get Insured							
Exchange Model	2013	2014	2015	2016	2017	Five Year Total	
Hybrid Exchange	\$ 10,035,476	\$ 18,415,487	\$ 5,134,644	\$ 3,314,643	\$ 2,511,643	\$ 39,411,893	
Deloitte							
Exchange Model	2013	2014	2015	2016	2017	Five Year Total	
Hybrid Exchange	\$ 7,652,810	\$ 23,789,202	\$ 5,391,270	\$ 5,390,064	\$ 5,390,064	\$ 47,613,410	

Final Scoring Supportive SBE

Final Description	Points	Deloitte	Get Insured
Proposal Solution	300	225	275
Experience of Dedicated Team	200	175	180
Demonstration of Existing Capabilities	200	125	150
Performance Guarantees	100	90	100
Cost Proposal	200	166	200
Total	1,000	781	905

GetInsured.Com

- **California -- Getinsured's Exchange platform powers CA Exchange. System currently in Integration testing.**
- **Mississippi -- Getinsured's Exchange platform was selected by the state of MS to power its exchange. Project is currently frozen because of policy and politics in the state but the same platform being used in CA.**
- **Idaho -- Getinsured intends to respond to the upcoming Idaho RFP for an Exchange technology platform.**
- **Private national consumer exchange -- Getinsured operates an Exchange platform in the private market. Includes support for United Healthcare, Humana, Aetna, Wellpoint, HCSC and a range of other carriers.**
- **Getinsured is in the early stages of discussions with other state's looking to implement a state based exchange.**