

PRIMARY A/B MEDICARE ADMINISTRATIVE CONTRACTOR (MAC) ACQUISITION PROCESS



Kathy Markman
Medicare Contracting Officer
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Primary A/B MAC Acquisition Process

- SOW Request for Information (RFI)

- Purpose

- ▶ CMS is Soliciting Feedback from Industry
 - ▶ Our Goal is to Develop a Request for Proposal (RFP) Sufficient for Current Medicare and Non-Medicare Contractors to Successfully Compete

Primary A/B MAC Acquisition Process

- Procurement Strategy
 - Full & Open Competition with Awards Based on Best Value
 - Anticipate One Contract Award for the Primary A/B Jurisdiction
 - Anticipate Cost-Reimbursement with Award-Fee or Incentive-Fee Provisions
 - Period of Performance (Mandated by Legislation) Not to Exceed 5 Years

Primary A/B MAC Acquisition Process

- Anticipated Areas of Interest
 - Teaming/Partnering
 - Conflict of Interest (COI)
 - Responsibility Determination
 - Limitations on Number of Awards
 - CAS Compliance
 - Options
 - Evaluation Criteria

Primary A/B MAC Acquisition Process

- Conflict of Interest (COI)
 - COI Requirements will be Incorporated into the RFP
 - COI Determinations will be Reviewed on a Case-by-Case Basis
 - Offerors will be Required to Submit a Mitigation Plan with their Proposal

Primary A/B MAC Acquisition Process

- Responsibility Determination
 - Special Standards for MAC Procurements
 - ▶ Capitalization & Financial Capability
 - ▶ Working Capital
 - ▶ Contractor Integrity
 - ▶ Internal Controls

Primary A/B MAC Acquisition Process

- Cost Accounting Standards (CAS)
 - Offerors Must Submit a Disclosure Statement with their Proposal
 - It is Anticipated that all MAC Contractors Will be Required to be CAS Compliant
 - CMS may Conduct Pre-Award Surveys

Primary A/B MAC Acquisition Process

- Options – (Two Types)
 - Mandatory – Offeror Must Propose
 - Non-Mandatory – Offeror May Elect to Propose
 - ▶ Medicare Specialty Activities
 - ▶ Data Centers
 - ▶ MMA Demonstrations

Primary A/B MAC Acquisition Process

- Proposal Evaluation
 - Overall Best Value
 - Cost will be Evaluated for Cost Realism
 - Oral Presentations will be Required

Primary A/B MAC Acquisition Process

- Preliminary Evaluation Criteria

- Understanding the Transition Process and Requirements
- Risk Mitigation Strategies for Minimizing Medicare Claims Processing and Service Disruptions to Ensure a Smooth Transition
- Approach to Ongoing Operations Including Interactions with Functional and Specialty Contractors
- Past Performance, Including Key Transition Personnel and Corporate Experience
- Ability to Develop, Manage and Comply with Quality Assurance, Security, Compliance, and Internal Control Plans

Primary A/B MAC Acquisition Process

- 3/16/05 MAC A/B Town Hall
- 3/28/05 Due Date for RFI Feedback
- 4/19/05 ODF- Performance Measures
- May/June 05 ODF- Specialty Activities/Evaluation Criteria
- 6/1/05 MAC A/B Synopsis Posted
- 9/19/05 RFP Posted to FEDBIZOPPS
- 9/26/05 Pre-Proposal Conference
- 11/3/05 Proposals Due
- 6/30/06 Contract Award

Primary A/B MAC Acquisition Process

- Request for Feedback
 - CMS is Requesting Feedback by March 28th
 - Please Submit Feedback to the Following Address:

AB-MAC@CMS.HHS.GOV