



Florida Healthy Kids Corporation

**INVITATION TO NEGOTIATE 2018-300-01
for
Medical Services and Coverage**

**ADDENDUM 7
June 20, 2019**

In accordance with subsection 3.P, Addendum 7 to ITN 2018-300-01 is as follows:

1. The Calendar of Events in subsection 1.F is replaced in its entirety as follows:

Event	Anticipated Date	Time (Eastern)
FHKC releases this ITN	08-08-18	
Respondent deadline to submit Letter of Intent and Attachment 5 Confidentiality and Nondisclosure Agreement	08-15-18	3:00 p.m.
Round 1 technical questions: Respondent deadline to submit questions regarding the ITN and attachments posted with the ITN via email to the issuing officer	08-20-18	3:00 p.m.
FHKC provides Attachments 2: FHK Databook, 3: FHK CDPS Acuity Study File, and 4: FHK Member Demographic Summary to Respondents comply with Section 3.E	08-23-18	
FHKC posts answers to Respondents' round 1 questions at https://www.healthykids.org/itn	08-27-18	

Event	Anticipated Date	Time (Eastern)
Round 2 data questions: Respondent deadline to submit questions related to Attachments 2: FHK Databook, 3: FHK CDPS Acuity Study File, and 4: FHK Member Demographic Summary via email to the issuing officer	08-29-18	3:00 p.m.
FHKC posts answers to Respondents' round 2 questions at https://www.healthykids.org/itn	09-07-18	
Respondent proposals due to FHKC	09-26-18	3:00 p.m.
Evaluations	09-26-18 - 11-02-18	
Respondent deadline to submit revised proposal, limited to responding to the ITN amendments set forth in Addendum 6, to the extent Respondent determines such revised proposal is necessary for consideration. See ITN subsection 3.P.	12-10-18	3:00 p.m.
Negotiations	12-17-18 - June 2019	
Respondent deadline to submit a revised best and final offer (BAFO), limited to responding to the ITN amendments set forth in Addendum 7, to the extent Respondent determines such revised BAFO is necessary for consideration. See ITN subsection 3.P.	06-21-19	4:30 p.m.
Notice of Contract Award – Board Meeting	07-12-19	TBD
Contract Effective Date	01-01-20	12 midnight

2. Subsection 1.B.2 of the ITN specifications is replaced in its entirety as follows:

2. Award Intent

In the event approval and funding to blend rates are approved, FHKC intends to recommend the award of Contracts for blended coverage to two Respondents per Region in Regions 1-8 and two or three Respondents per Region in Regions 9-11; any or none of which may be statewide.

If approval and funding to blend rates are not approved, FHKC intends to recommend the award of Contracts for subsidized coverage to two Respondents per Region in Regions 1-8 and two or three Respondents per Region in Regions 9-11; any or none of which may be statewide. FHKC intends to recommend the Full-pay Plan award for either one Contract

statewide or one Contract for each regional cluster (see Section 7 of this ITN for more information). An award incentive is available for the most competitive Full-pay Plan rate proposals (see Section 8 of this ITN for more information). FHKC may award the subsidized and/or Full-pay Plan on a statewide basis.

All award recommendations must be approved by the FHKC Board of Directors.

3. Subsection 1.B.4 is replaced in its entirety as follows:

4. Enrollee Assignment at Transition

FHKC intends to minimize enrollee disruption during the Contract transition phase. Consequently, FHKC has established the following auto assignment process for the transition; however, enrollees will be permitted to change Insurers without cause through January 31, 2020. In all situations, children in the same family are assigned to the same Insurer, unless otherwise requested. Because the number of children in a family differs, exact allocation percentages may not be possible. Subsidized enrollee assignment to Insurers at Contract transition will occur approximately as follows:

In the event of an award to two plans per Region:

- **Two incumbents:** If incumbent insurers are awarded Contracts under this ITN for the same Region they serve under their current contracts with FHKC, all enrollees in that Region will remain enrolled with their respective incumbent Insurer.
- **One incumbent (fifty percent enrollment or higher) and one new Insurer:** If one incumbent insurer and one new Insurer are awarded Contracts under this ITN for the same Region and the incumbent has fifty percent (50%) or higher of the enrollment for that Region, the incumbent's enrollees will remain enrolled with their incumbent Insurer and all remaining enrollees will be assigned to the new Insurer.
- **One incumbent (less than fifty percent enrollment) and one new Insurer:** If one incumbent insurer and one new Insurer are awarded Contracts under this ITN for the same Region and the incumbent has less than fifty percent (50%) of the enrollment for that Region, the incumbent's enrollees will remain enrolled with their incumbent Insurer. Enrollees will be assigned to the new Insurer in the Region until enrollment reaches the same percentage as the incumbent. All remaining enrollees will be assigned on a one-to-one basis to each Insurer.
- **Two new Insurers:** If neither Insurer in a Region is the incumbent, all enrollees will be

assigned on a one-to-one basis to each Insurer.

In the event of an award to three plans per Region:

- **Three incumbents:** If incumbent Insurers are awarded Contracts under this ITN for the same Region they serve under their current contracts with FHKC, all enrollees in that Region will remain enrolled with their respective incumbent Insurer.
- **Two incumbents and one new Insurer in a Region with three current insurers:** If two incumbent Insurers are awarded Contracts under this ITN for the same Region they serve under their current contracts with FHKC, enrollees of the incumbents in that Region will remain enrolled with their respective incumbent Insurer and enrollment will be allocated as follows:
 - **Two incumbents, each with thirty-three and one-third percent (33 1/3 %) or more of the enrollment for that Region:** The new Insurer will receive the remaining enrollment.
 - **One incumbent with more than thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region and one incumbent with less than thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region:** The new Insurer will receive the remaining enrollment; however, in the event the remaining enrollment exceeds the existing enrollment of the incumbent with less than thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region, the remaining enrollment will be distributed so that the new Insurer and such incumbent Insurer will have an equal percentage of the enrollment for that Region.
 - **Two incumbents, each with less than thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region:** All Insurers will have thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region.
- **Two incumbents and one new Insurer in a Region with only two current insurers:** If two incumbent Insurers are awarded Contracts under this ITN for the same Region they serve under their current contracts with FHKC, all enrollees in that Region will remain enrolled with their respective incumbent Insurer. The new Insurer would not be allocated enrollment as a part of the transition. All Insurers would then receive new enrollees on a one-to-one allocation basis beginning with new enrollment for January 1, 2020.

FHKC does not anticipate recommending an award that would result in this outcome.

- **One incumbent and two new Insurers:** If one incumbent Insurer and two new Insurers are awarded Contracts under this ITN for the same Region, the incumbent's enrollees will remain enrolled with their incumbent Insurer and enrollment will be allocated as follows:
 - **Incumbent with more than thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region:** The new Insurers will receive equal amounts of the remaining enrollment for that Region.
 - **Incumbent with thirty-three and one-third percent (33 1/3 %) or less of the enrollment for that Region:** All Insurers will receive thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region.
- **Three new Insurers:** If no Insurer in a Region is an incumbent, all enrollees will be assigned thirty-three and one-third percent (33 1/3 %) of the enrollment for that Region.

In the case of a blended rate scenario, Full-pay Plan enrollees will be assigned on a one-to-one basis to the two or three Insurers in a Region, regardless of whether one is the incumbent.

4. Paragraphs 2 and 3 of subsection 8.C of the ITN specifications are replaced in their entirety as follows:

In the event approval and funding to blend subsidized and Full-pay Plan rates are approved (scenario 1), FHKC intends to recommend the award of Contracts for blended coverage to two Respondents per Region in Regions 1-8 and two or three Respondents per Region in Regions 9-11; any or none of which may be statewide.

If approval and funding to blend rates are not approved, FHKC intends to recommend the award of Contracts for subsidized coverage (scenario 2) to two Respondents per Region in Regions 1-8 and two or three Respondents per Region in Regions 9-11; any or none of which may be statewide. FHKC may award subsidized on a statewide basis.

Any party who is substantially affected by FHKC's intended decision as reflected in the issuance of specifications in this procurement or in any addenda must file a written notice of intent to protest with FHKC within seventy-two (72) hours after the posting of the procurement specifications document, or any addenda, excluding weekends and state holidays.