

New Jersey Department of Banking and Insurance
Response to Bidder's Questions Regarding DOBI Solicitation 2019-001 (State Based Exchange)

Section	Sub Section	Page	Question	Answer
Exhibit 5_Price Sheet			<p>Original Question (9/27/19)</p> <p>Would the State confirm if cost element 3.7.3 should be calculated using a 48 month total as indicated or 45 months? The 45 months period is assumed to commence on Jan 1, 2020 after completion of Consumer Assistance Transition phase. If the contract period is 5 years total for base and option period and commences on Sept 30, 2019, this means end of the contract period would be Sept 29, 2024. From Jan 1, 2020 to Sept 29, 2024 represents 45 months. Costs associated with the Consumer Assistance Transition phase are already covered in elements 3.7.2 A / B / C. Alternatively, the State could extend the contract period through December 31, 2024 and preserve 48 months.</p>	<p>Original Answer (9/27/19):</p> <p>The contract will commence upon execution of an approved contract and including two 1 year extensions will continue until 20 days after Open enrollment 2024. For purposes of pricing section 3.7.3, bidders should calculate cost using 48 months.</p>
			<p>Follow-up Question 1 (10/1/19):</p> <p>The amended pricing sheet 'Price Sheet update 9-27-19' formula for section 3.7.3 uses 24 months, which conflicts with the client response to question #11 "The contract will commence upon execution of an approved contract and including two 1 year extensions will continue until 20 days after Open enrollment 2024. For purposes of pricing section 3.7.3, bidders should calculate cost using 48 months." We respectfully request the State to send an amended pricing sheet with 48 months as the period of performance for section 3.7.3.</p>	<p>Corrected Answer (10/1/19):</p> <p>The contract will commence upon execution of an approved contract and including two 1 year extensions will continue until 20 days after Open enrollment 2024. For purposes of pricing section 3.7.3, bidders should calculate cost using <u>24 months</u>.</p>
Exhibit 5_Price Sheet			<p>Follow-up Question 2 (10/1/19):</p> <p>Does the price sheet include the optional two one-year extensions described in section 3.1 of the RFP?</p>	<p>No, the price sheet does not include the two one-year extensions. Section 3.1 of the RFP states the following:</p> <p style="padding-left: 40px;">"SOW Part 1 Contract DOBI will administer the contract resulting from Part 1 of this RFP. The resulting contract will specify an initial contract term of 5 years and 4 months, anticipated to begin September 30,</p>

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				<p>2019 with an option to renew for two (2) one-year extensions, if agreed upon by Vendor and DOBI.”</p> <p>“SOW Part 2 Contract DOBI will administer the contract resulting from Part 2 of this RFP. The resulting contract will specify an initial contract term of 3 years, anticipated to begin September 30, 2019 with an option to renew for two (2) one-year extensions, if agreed upon by Vendor and DOBI.”</p> <p>To be more specific, for SOW Part 1, the initial contract term will be 5 years and approximately 2 to 3 months depending on the date of contract commencement. For SOW Part 2, the initial contract term will be 3 years and approximately 2 to 3 months depending on the date of contract commencement.</p> <p>Unfortunately, Section 3.7.3 of the RFP incorrectly states that “Operations is anticipated to last four years.” This is incorrect because the initial contract term for SOW Part 2 is 3 years and 2 to 3 months. While DOBI anticipates the contract may be extended for the optional extension periods, this is not guaranteed. Therefore, the pricing for the optional extension periods are not included in the price sheet and will not be evaluated by DOBI.</p> <p>Therefore, for purposes of pricing section 3.7.3, relating to SOW Part 2, bidders should calculate cost using <u>24 months</u> to reflect the 3 year initial contract term.</p> <p>For purposes of pricing section 3.4.3, relating to SOW Part 1, bidders should calculate cost using <u>48 months</u> to reflect the 5 year initial contract term.</p>
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