



State of California—Health and Human Services Agency  
Department of Health Care Services



GAVIN NEWSOM  
GOVERNOR

**DATE:** August 12, 2019

**TO:** INTERESTED BIDDERS

**SUBJECT: REQUEST FOR INTEREST (RFI) FOR MEDICAID DENTAL MANAGED CARE CONTRACT**

**A. PURPOSE**

The Department of Health Care Services' Contracts Services Branch (DHCS/CSB) is providing the opportunity for interested dental health plans with demonstrated experience in Medicaid to participate in a Request for Interest (RFI) for the creation of a new State of California contract for Medicaid Dental Managed Care to be established in 2021. Dental Health Plans **are required** to submit a response to this RFI in order to participate in the solicitation process.

The objective of this RFI is to:

- Gather information about the current Medicaid dental managed care market condition.
- Collect information from dental health plans on their ability to provide oral health services to the Medicaid population that meet the attributes desired by the State.
- Identify prospective Medicaid dental health plans.

**B. ACQUISITION PLAN OVERVIEW**

This RFI is the first step in creating a Request for Proposal Solicitation to competitively bid for Medicaid Dental Managed Care contract services to be assumed once existing Prepaid Health Plan and Geographic Managed Care Medicaid contracts have operationally concluded. It is anticipated that any resulting contract from the competitive solicitation will have a duration for three (3) years, with two (2) optional one (1) year extensions.

The solicitation is expected to be released in February 2020.

**C. ATTACHMENTS**

There is one (1) attachment to this RFI:

- 1) Attachment A – RFI Dental Health Plan Response Form.

#### **D. RESPONDING TO THE RFI**

Interested dental health plans, with demonstrated experience administering an oral health benefit for Medicaid, are requested to complete Attachment A – RFI Dental Health Plan Response Form that includes:

- Section I (Dental Health Plan's Information) – Provide contact information.
- Section II (Narrative Questions) – Provide responses to questions.
- Section III (Feedback) – Provide any additional comments, suggestions, or concerns.

All interested in being placed on a list for potential contracts need to fill out the attached questionnaire – attachment A via e-mail, or U.S. Mail, no later than 5:00 PM (PST)

**09/13/19** to:

DHCS/CSB

Attn: Kevin Morrill

1000 G Street, 4<sup>th</sup> Floor

Sacramento, CA 95814

CSBRFP0@dhcs.ca.gov

Telephone: (916) 552-8006

*Note: The cost for developing a response to this RFI is entirely the responder's responsibility and shall not be chargeable to the State of California. Dental Health Plans **are required** to submit a response to this RFI in order to participate in the solicitation process.*