

**Medi-Cal Managed Care Plan (MCP)  
Request for Proposal  
(RFP) 20-10029  
Voluntary Pre-Proposal Web Conference**

Thursday, February 24, 2022  
1:00 p.m. – 2:30 p.m.

# **Medi-Cal MCP RFP 20-10029**

## **Voluntary Pre-Proposal Web Conference**

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### **Introduction**





# Medi-Cal MCP RFP 20-10029

## *Introduction*

<b>Voluntary Pre-Proposal Web Conference Agenda Item</b>	<b>Time (minutes)</b>
Introduction	5 min.
DHCS Goals for MCP Procurement	6 min.
Overview of MCP Procurement	10 min.
RFP and MCP Contract Update Highlights	10 min.
Submitting Proposer Questions for MCP RFP 20-10029	6 min.
Review Key Dates	6 min.
Q&A Session	45 min.
Concluding Remarks	2 min.





# **Medi-Cal MCP RFP 20-10029 Voluntary Pre-Proposal Web Conference**

## **DHCS Goals for MCP Procurement**

# Medi-Cal MCP RFP 20-10029

## *DHCS Goals for MCP Procurement*

**Mission:** To provide Californians with access to affordable, integrated, high-quality health care, including medical, dental, mental health, substance use treatment services and long-term care.

**Vision:** To preserve and improve the overall health and well-being of all Californians and particularly, to address the needs of populations experiencing disparities in health outcomes.

**Procurement Objective:** To procure commercial health plans to provide high quality, accessible, and comprehensive care across all settings and levels of care with an emphasis on reducing health disparities and improving health outcomes.





# Medi-Cal MCP RFP 20-10029

## *DHCS Goals for MCP Procurement*

The number of awards for each county/plan model being procured for RFP 20-10029 is based on Medi-Cal Managed Care Models effective January 1, 2024.

<b>Plan Model</b>	<b>Counties Being Procured</b>	<b>Intended Number of Awards</b>
<b>Two Plan Commercial</b>	14 counties: Alpine, El Dorado, Fresno, Kern, Kings, Los Angeles, Madera, Riverside, San Bernardino, Santa Clara, San Francisco, San Joaquin, Stanislaus, and Tulare.	One award for a commercial health plan for each county identified in this RFP.
<b>Geographic Managed Care</b>	2 counties (no change): Sacramento and San Diego.	Two awards for commercial health plans per county.
<b>Regional</b>	5 counties: Amador, Calaveras, Inyo, Mono, and Tuolumne.	Two awards for commercial health plans per county.

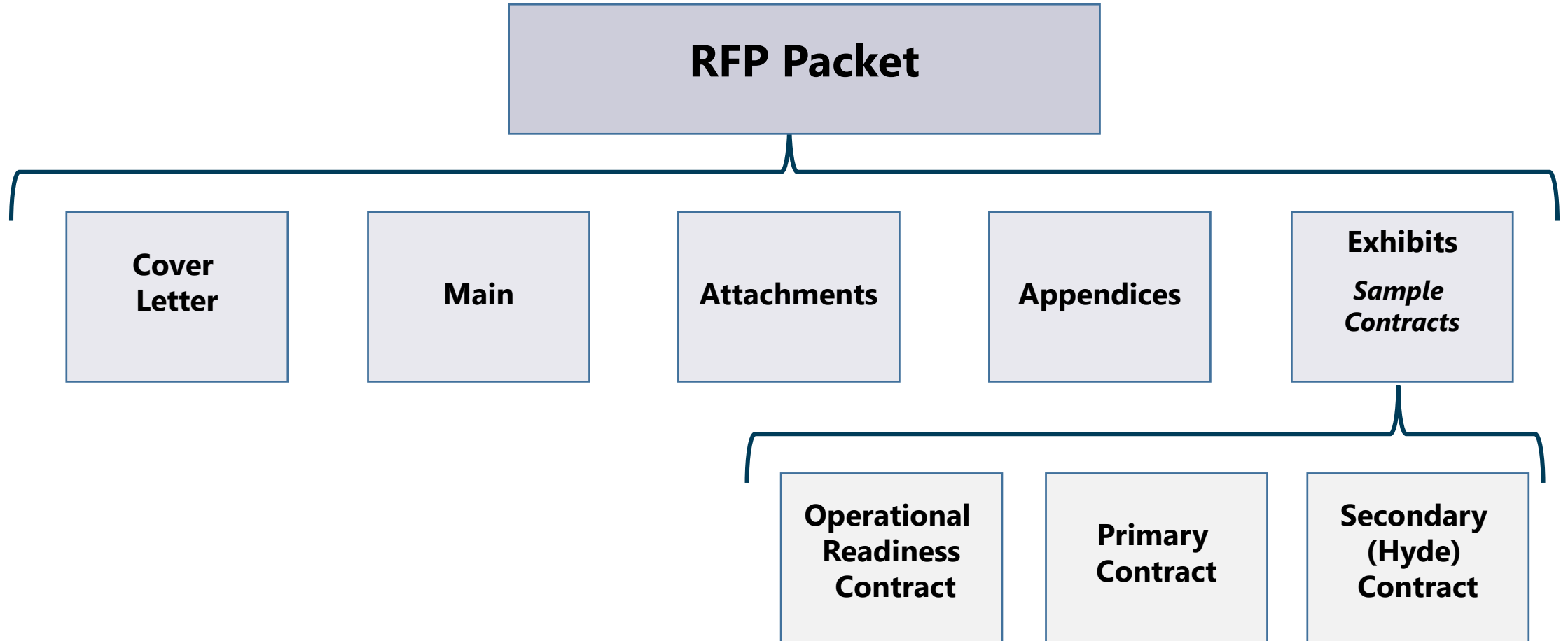


# Medi-Cal MCP RFP 20-10029 Voluntary Pre-Proposal Web Conference

## Overview of MCP Procurement

# Medi-Cal MCP RFP 20-10029

## Overview of MCP Procurement









# Medi-Cal MCP RFP 20-10029 Voluntary Pre-Proposal Web Conference

## RFP and MCP Contract Update Highlights







# Medi-Cal MCP RFP 20-10029

## *MCP Contract Update Highlights*

### Key MCP Contract Content Updates (2 of 2)

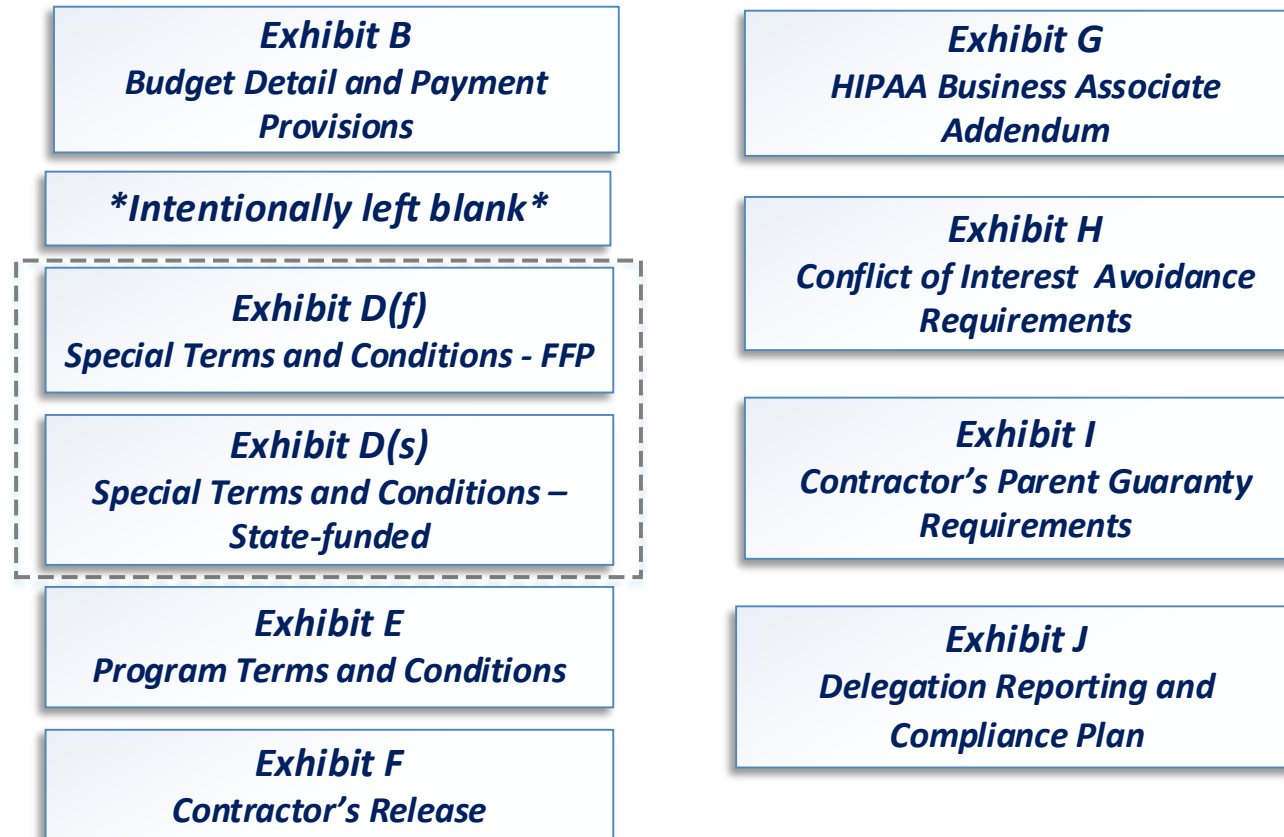
8. Stronger provisions for network providers to better understand and meet community needs through **local presence and engagement**.
9. New requirements to support enhanced **children's services**.
10. Additional requirements to expand access to evidence-based **behavioral health services**.
11. Updated requirements to ensure MCPs have robust **accountability, compliance, monitoring and oversight programs**.
12. New requirements for **emergency preparedness** to ensure delivery of care and **essential services** during and after an emergency.
13. Additional requirements that build on current **value-based payment** efforts linking provider payments to value.
14. Expanded reporting requirements and strengthened performance requirements with penalties for non-compliance to support **accountability and oversight**.



# Medi-Cal MCP RFP 20-10029

## MCP Contract Update Highlights

### Sample Contract - Other Exhibits





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**Submitting Proposer Questions for  
MCP RFP 20-10029**

# Medi-Cal MCP RFP 20-10029

## *Submitting Proposer Questions for MCP RFP 20-10029*

### How to Submit

Submit by emailing [CDRFP8@dhcs.ca.gov](mailto:CDRFP8@dhcs.ca.gov), with subject line "Proposer Questions – RFP-20-10029".

### What to Include in the Inquiry

- Inquirer information
- Description of subject or issue in question or discrepancy found.
- Document name, section number, and page number.
- Format questions using the table template. **Microsoft Excel format is mandatory.**

Please see the **RFP Main, Section H. Proposer Questions** for further instructions.

### Question Submission Due Date

Submit inquiries to DHCS [CDRFP8@dhcs.ca.gov](mailto:CDRFP8@dhcs.ca.gov) no later than March 2, 4:00 PM PT.

### DHCS Response

Following the question submission deadline, DHCS will summarize all general questions and issues raised and post the summary of Q&As on the Cal eProcure site where RFP was posted.



# Medi-Cal MCP RFP 20-10029 Voluntary Pre-Proposal Web Conference

## Review of Key Dates

# Medi-Cal MCP RFP 20-10029

## *Review of Key Dates*

Key Event	Date*
RFP Release	February 09, 2022
RFP Proposer Questions Due	March 2, 2022 4:00 PM PT
Voluntary Non-Binding Letter of Intent Due	March 2, 2022 4:00 PM PT
DHCS Responses to submitted Proposer Questions	March 23, 2022
Proposal Due Date	April 11, 2022 4:00 PM PT
Notices of Intent to Award Posted	August 9, 2022
Appeal Deadline	August 16, 2022 5:00 PM PT
Tentative Contract Award Date	August 22, 2022
Proposed Start Date of the Agreement	October 10, 2022
MCP Operational Readiness	Late 2022 – Late 2023
Implementation	January 1, 2024

\* Dates subject to change





# Medi-Cal MCP RFP 20-10029 Voluntary Pre-Proposal Web Conference

## Q&A Session

# Medi-Cal MCP RFP 20-10029

## *Q&A Session Panelists*

- » **Susan Philip, M.P.P.**, Deputy Director, Health Care Delivery Systems
- » **Lindy Harrington**, Deputy Director, Health Care Financing
- » **Bambi Cisneros**, Assistant Deputy Director, Health Care Delivery Systems
- » **Michelle Retke**, Chief, Managed Care Operations Division
- » **Rafael Davtian**, Chief, Capitated Rates Development Division
- » **Dana Durham**, Chief, Managed Care Quality Monitoring Division

# Medi-Cal MCP RFP 20-10029

## *Q&A Session Format*

1. Questions must be RFP-related.
2. DHCS statements made during this web conference are non-binding.
3. If you would like to ask a question, it must be typed into the WebEx chatbox and sent to 'All Panelists'. Chatbox questions sent to the 'Host' or any specific individual will not be addressed.



# Medi-Cal MCP RFP 20-10029 Voluntary Pre-Proposal Web Conference

## Closing Remarks

# Medi-Cal MCP RFP 20-10029

## *Closing Remarks*

1. Webinar Slide Deck will be posted to the CD website no later than **4:00 p.m. PT February 28, 2022.**
2. Email questions and comments to [CDRFP8@dhcs.ca.gov](mailto:CDRFP8@dhcs.ca.gov) by **4:00 p.m. PT March 2, 2022.**
3. RFP information is available on the CD website at:  
[https://www.dhcs.ca.gov/provgovpart/rfa\\_rfp/Pages/CSBmcodmcpHOMe.aspx](https://www.dhcs.ca.gov/provgovpart/rfa_rfp/Pages/CSBmcodmcpHOMe.aspx)

# Medi-Cal MCP RFP 20-10029

## Resources

<b>RFP 20-10029 CD website</b>	<a href="https://www.dhcs.ca.gov/provgovpart/rfa_rfp/Pages/CSBmcodmcpHOMe.aspx">https://www.dhcs.ca.gov/provgovpart/rfa_rfp/Pages/CSBmcodmcpHOMe.aspx</a>
<b>Medi-Cal Managed Care Procurement and Updated Contract</b>	<a href="https://www.dhcs.ca.gov/CalAIM/Pages/MCP-RFP.aspx">https://www.dhcs.ca.gov/CalAIM/Pages/MCP-RFP.aspx</a>
<b>CalAIM</b>	<a href="https://www.dhcs.ca.gov/CalAIM/Pages/CalAIM.aspx">https://www.dhcs.ca.gov/CalAIM/Pages/CalAIM.aspx</a>
<b>Medi-Cal Managed Care website</b>	<a href="https://www.dhcs.ca.gov/services/Pages/Medi-CalManagedCare.aspx">https://www.dhcs.ca.gov/services/Pages/Medi-CalManagedCare.aspx</a>
<b>Managed Care Plan County Model Change Information</b>	<a href="https://www.dhcs.ca.gov/services/Pages/County-Model-Change-Information.aspx">https://www.dhcs.ca.gov/services/Pages/County-Model-Change-Information.aspx</a>
<b>County Letter of Support</b>	<a href="https://www.dhcs.ca.gov/services/Documents/MMCD/Letter-of-Support-4-13-21.pdf">https://www.dhcs.ca.gov/services/Documents/MMCD/Letter-of-Support-4-13-21.pdf</a>



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***Thank you  
for your participation***