

**Fair Market Valuations  
RFP 2017-010**

**Question-** Is there a small business set-aside for this RFP?

**Answer-**No

**Question-** How many physicians are under the employ of NuHealth currently?

**Answer-** There are 74 part time, 148 full time and 332 resident physicians.

**Question-** Are there any collective bargaining arrangements in which the physicians from NuHealth participate?

**Answer-** Yes, they are covered by the Collective Bargaining Agreement between NHCC and CSEA local 830.

**Question-** Does this project include issuing guidance for students and fellows and residents?

**Answer-** No

**Question-** How many department chairs and administrative positions are incorporated within the NuHealth structure?

**Answer-**The current structure is 10 Physician Chairs, Chairperson of Dentistry and the CEO is a Physician.

**Question-** Do the present positions all have current job descriptions and defined scope of responsibility?

**Answer-**The Physician and Chairperson of Dentistry have job descriptions.

**Question-** Is it necessary (advisable?) to have the NuHealth FMV rates articulate in some way with those established at partner institutions?

**Answer-** No

**Question-**Will the FMV team have access to previously issued FMV reports and data from HR and contract forms?

**Answer-** Data from HR and contract forms will be accessible but not previously issued FMV reports (unless specifically required for a particular project).

**Question-** Are hospital contracted departments a part of this project?

**Answer-** Yes

**Question-** Who will be the primary NuHealth contact for this project?

**Answer-** The primary contact may vary for each project.

**Question-** Will this project be conducted through counsel? Will it be subject to the rigors of attorney/client privilege?

**Answer-** To be determined on a case by case basis.

**Question-** Will the FMV assessment be on a retroactive or current (on going) basis?

**Answer-** The FMV assessment will be on a current basis.

**Question-** How many contracts are requiring a FMV assessment?

**Answer-** To be determined.

**Question-** How many specialties will be included in the universe of physician contracts needing FMV?

**Answer-** All specialties will be included in the physician FMV assessments.

**Question-** What is the required format of the proposed budget-per contract FMV or in aggregate (i.e., one price for all FMVs needed)? If an all-in budget is needed, then we will need to know the volume of FMV assessment.

**Answer-** The payment for FMV assessment will be determined per contract based on the terms and conditions of each of the proposed engagements.

**Question-**What is the desired turnaround for a deliverable?

**Answer-** To be determined on a case by case basis.

**Question-**In response to the RFP, should we include a redlined version of the standard contract clauses included in Schedule " B" or would any negotiations about the terms contained therein occur with the selected Proposer(s)?

**Answer-**The terms contained in Schedule B of the RFP will be negotiated with the selected proposer.

**Question-** When was the last FMV review conducted?

**Answer-** A review is currently in process.

**Question-** Is there a need to review compensation plans for consistency by specialty to account for changes in compensation structure or physician practice acquisitions?

**Answer-**It would depend on the proposed assessment.

**Question-**How often does NHCC intend to review physician agreements for FMV compliance?

**Answer-**On an as needed basis.

**Question-**Do you intend for the consultant to provide education to physicians to secure buy-in for plans on the newly defined administrative standards?

**Answer-**No

**Question-**Do you anticipate selecting only one firm or several firms?

**Answer-**It is anticipated that only one firm will be selected.

**Question-**Do you desire only an opinion on the FMV or also an opinion on commercial reasonableness?

**Answer-** It would depend on the proposed assessment.