

Answers to Questions Regarding RFP 005-2022: Prosthetic and Orthotic Services

1. Will all questions asked by participants and answers to those questions be shared with the all organizations?
 - a. Yes.

2. To understand scope of services to be provided, can we obtain a 2021 utilization report by Lcodes?
 - a. We are not able to run a report by L codes.

3. What is expected payor mix for services to be provided at the 2 locations?
 - a. The 2019 payor mix was 53% Medicaid, 26% Medicare, 17% Commercial, and 2% Other.

4. What is the percentage breakdown of services provided at Nassau University Medical Center and A. Holly Patterson Extended Care Facility?
 - a. This contract is 100% for NUMC patients in our care.

5. If awarded the agreement, what is the expected term of the agreement?
 - a. The term, including options to renew, is subject to the approval of the NHCC Board of Directors.

6. Is there an opportunity to partner with NHCCs GPO or distributors to resolve identified pain points?
 - a. No, we could not partner with vendor on our GPO.

7. How many current suppliers provide O&P services to NHCC and what is the preferred goal as far as number of partners to provide this clinical care? Who are the current suppliers of O&P services?
 - a. We currently use Mark Goldberg, Orthotics and Prosthetics.

8. Rates for O&P services are based on the Medicare Fee Schedule. The Medicare fee schedule changes year to year. Are prices firm for the term of the agreement based off the offered discount on the prevailing Fee Schedule?
 - a. Our fee schedule is based on Medicare and Medicaid rates for the current year services are provided.

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9. To be successful in billing the patients' insurance plans for services provided, will full EMR/EHR access be provided to the awarded supplier?
 - a. The Prosthetic and Orthotics provider does not have access to the NUMC EMR.

10. Is the RFP for inpatient and outpatient services?
 - a. Yes.

11. Is NHCC interested in a shared risk program for the indigent and uninsured patient population?
 - a. We have not done so in the past but feel free to submit a proposal on this and it would have be approved by the board of directors, NUMC legal department and our purchasing office to ensure it does not violate any public contract issues.