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**Amendment #10 to Request for Proposals (RFP)**  
**NO. F10B6400005R**  
**Department of Budget & Management**  
**Pharmacy Benefit Management Services and Pharmacy Benefits**  
**Purchasing Pool Management**  
**October 20, 2016**

This Amendment is being issued to amend and clarify certain information contained in the above named RFP. All information contained herein is binding on all Offerors who respond to this RFP. Specific parts of the RFP have been amended. The following changes/additions are listed below. New language has been double underlined and marked in bold (ex. **new language**), and language deleted has been marked with a strikethrough (ex. ~~language deleted~~).

The Department is issuing the below extension to allow for its consideration of and response to additional vendor questions related to the RFP specifications.

1. AMEND RFP Section 1.2.5 “Brand Drug” definition as follows:

A drug that is approved by the U.S. Food and Drug Administration (FDA), and is produced and distributed under an original new drug application (NDA) or marketed by a cross-licensed producer/distributor operating under the NDA, and which excludes authorized generic drugs. **Discount guarantees will be reconciled based on the above definition. In instances where the brand or generic status of a drug, as determined by the Contractor relying on an independent published source, differs from this definition, the Contractor may rely on its standard drug classification system for the purposes of claim adjudication.**

2. AMEND RFP Section 1.2.39 “Generic Drug” definition as follows:

A single-source or multi-source drug rated as therapeutically equivalent to the brand/reference drug, per FDA Orange Book. It is produced, and marketed under an abbreviated new drug application (ANDA) approved by the FDA. Authorized generics marketed under the original brand NDA are classified as generics for purposes of pricing and Participant copay purposes. **Discount guarantees will be reconciled based on the above definition. In instances where the brand or generic status of a drug, as determined by the Contractor relying on an independent published source, differs from this definition, the Contractor may rely on its standard drug classification system for the purposes of claim adjudication.**

3. AMEND RFP Section 4.4.2.15 “Economic Benefits” as follows:

#### 4.4.2.15 Economic Benefit Factors (Submit under TAB N)

The Offeror shall submit with its Proposal a narrative describing benefits that will accrue to the Maryland economy as a direct or indirect result of its performance of this Contract. Proposals will be evaluated to assess the benefit to Maryland's economy specifically offered. The economic benefit offered should be consistent with the Offeror's Total Proposal Price from Attachment F, the Financial Proposal Form. See COMAR 21.05.03.03A(3).

Proposals that identify specific benefits as being contractually enforceable commitments will be rated more favorably than Proposals that do not identify specific benefits as contractual commitments, all other factors being equal.

Offerors shall identify any performance guarantees that will be enforceable by the State if the full level of promised benefit is not achieved during the Contract term.

As applicable, for the full duration of the Contract, including any renewal period, or until the commitment is satisfied, the Contractor shall provide to the Procurement Officer or other designated agency personnel reports of the actual attainment of each benefit listed in response to this section. These benefit attainment reports shall be provided ~~quarterly~~ **upon the Procurement Officer's request but not more frequently than quarterly**, unless elsewhere in these specifications a different reporting frequency is stated.

Please note that in responding to this section, the following do not generally constitute economic benefits to be derived from this Contract:

- a. generic statements that the State will benefit from the Offeror's superior performance under the Contract;
- b. descriptions of the number of Offeror employees located in Maryland other than those that will be performing work under this Contract; or
- c. tax revenues from Maryland based employees or locations, other than those that will be performing, or used to perform, work under this Contract.

Discussion of Maryland-based employees or locations may be appropriate if the Offeror makes some projection or guarantee of increased or retained presence based upon being awarded this Contract.

Examples of economic benefits to be derived from a contract may include any of the following. For each factor identified below, identify the specific benefit and contractual commitments and provide a breakdown of expenditures in that category:

- a. The Contract dollars to be recycled into Maryland's economy in support of the Contract, through the use of Maryland subcontractors, suppliers and joint venture partners. Do not include actual fees or rates paid to subcontractors or information from your Financial Proposal;
- b. The number and types of jobs for Maryland residents resulting from the Contract. Indicate job classifications, number of employees in each classification and the aggregate payroll to which the Offeror has committed, including contractual commitments at both prime and, if applicable, subcontract levels. If no new

positions or subcontracts are anticipated as a result of this Contract, so state explicitly;

- c. Tax revenues to be generated for Maryland and its political subdivisions as a result of the Contract. Indicate tax category (sales taxes, payroll taxes, inventory taxes and estimated personal income taxes for new employees). Provide a forecast of the total tax revenues resulting from the Contract;
- d. Subcontract dollars committed to Maryland small businesses and MBEs; and
- e. Other benefits to the Maryland economy which the Offeror promises will result from awarding the Contract to the Offeror, including contractual commitments. Describe the benefit, its value to the Maryland economy, and how it will result from, or because of the Contract award. Offerors may commit to benefits that are not directly attributable to the Contract, but for which the Contract award may serve as a catalyst or impetus.

**4.** AMEND the FA1 Technical Proposal Attachment P for Functional Areas 1 and 2 as indicated in the separately attached document “FA1 Attachment P Pharmacy Technical Proposal Amendment 10.” Offerors are to confirm their compliance with each change. Changes include the following:

- Revision of CC-7 to state meetings may be held less frequently than quarterly at the discretion of the Contract Monitor.
- Deletion of a portion of CC-76, Annual Reports, (c) items i and ii, to eliminate required submission of the projection of incurred claim costs for the renewal year and IBNR reports.
- Revision of CC-88(c) to correspond to PG-22.
- Revision of PG-8 to correspond to CC-76.

Issued and authorized by

<signed>  
Rachel Hershey  
Procurement Officer