

Offerors'/Bidders' Conference:

Program of All-Inclusive Care for
the Elderly (PACE)
Request for Proposals

Ezeomo Akhirome
Issuing Officer
Financial Management/
Office of Procurement Services

Date: 4/11/2025





AGENDA



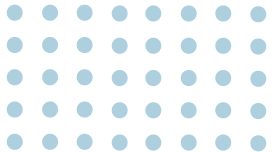
1. Welcome
2. Meeting Rules
3. Agency Overview
4. PACE eRFP Overview
5. Schedule of Events
6. Required Documents
7. How to Register and Respond to a Bid
8. Closing Remarks
9. Questions and Answers



GEORGIA DEPARTMENT
OF COMMUNITY HEALTH

Our Purpose

Shaping the future of *A Healthy Georgia* by improving access and ensuring quality to strengthen the communities we serve.





Purpose: To provide a general overview of the eRFP and to provide instructions for entering proposals in the Team Georgia Marketplace procurement tool.

This Offeror's conference is Optional.

Please include your organization or company name in any communication.

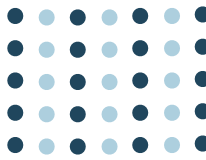
The information in this presentation will be recorded and will be uploaded as a reference.

Ezeomo Akhirome, Issuing Officer
Department of Community Health
Division of Financial Services, Floor 17
2 Martin Luther King Jr. Drive SE, East Tower
Atlanta, GA 30334

PACE.eRFP@dch.ga.gov



MEETING RULES



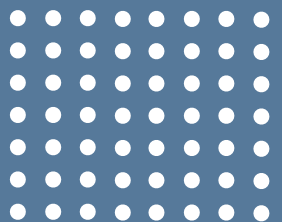
- It is imperative you respect the process of this procurement and not speak with staff members other than the Issuing Officer (Ezeomo Akhirome) regarding this solicitation.
- We ask State of Georgia staff, other than the Issuing Officer, not to speak to Suppliers regarding this Sourcing Event.
- All questions must be directed to the Issuing Officer.
- The State will attempt to answer questions relative to the RFP process during this meeting. However, responses may be deferred and provided pursuant to the Schedule of Events in the Questions & Answers document.
- If you have questions, please type them in the chat and include your name and the Supplier you represent.



AGENCY OVERVIEW



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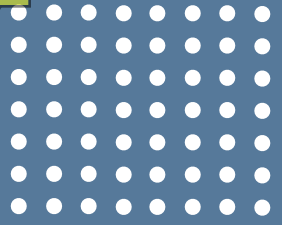




The Department of Community Health (DCH) is the lead agency for health care planning, purchasing and oversight in Georgia.

The Department's Division of Medical Assistance Plans is responsible for the administration of Georgia's Medical Assistance Plans (Medicaid), a jointly funded cooperative venture between the federal government and the State which enables the State to provide medical assistance to low-income individuals.

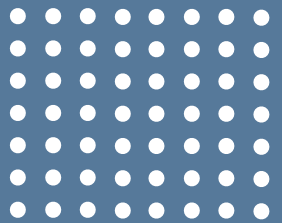
As the Department's largest division, Medicaid/ CHIP serves approximately 2.7M Georgians, and oversees program administration and funding for all Georgia Medicaid/Children's Health Insurance Program services.



PACE eRFP OVERVIEW

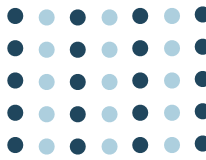


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PACE eRFP OVERVIEW



The Georgia Department of Community Health (DCH) seeks to establish a Program of All-Inclusive Care for the Elderly (PACE) in multiple Service Regions in the State of Georgia. This RFP seeks prospective PACE organizations to partner with DCH. The goal of this RFP is to obtain responses from the most qualified organizations that will be awarded a specified Service Region and will be expected to begin the application process with Centers for Medicare and Medicaid Services (CMS).

Awarded Suppliers will be granted permission to begin the PACE application process with CMS that will result in a three-way agreement for PACE in Georgia. The successful applicants will be expected to immediately initiate the PACE application process with CMS for approval of a PACE site covering the population of the awarded service region(s). Subject to CMS approval, it is intended that services (“operational readiness”) would begin on or after nineteen (19) months after contract award.

The Awarded Supplier will have to provide financing to establish a fully operational PACE center with all the required professional resources at their own expense until they receive approval from CMS to start receiving payment from CMS/DCH.

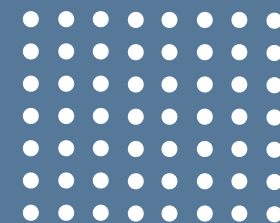
This procurement solicits proposals for Service Regions and permits submission for Special Health Focus Service Regions. Service Regions are based on thirteen (13) regions of Georgia, including those in select zip codes in Bibb County, Chatham County, Dekalb County, and Fulton County.



SCHEDULE OF EVENTS



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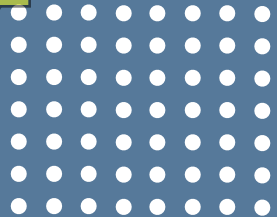




SCHEDULE OF EVENTS



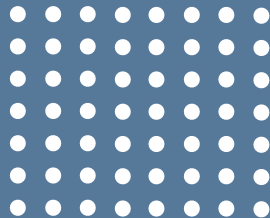
Description	Date	Time
RFP Posting Date	April 4, 2025	3:00 p.m. ET
Offerors' Conference: Online Event is Optional	April 11, 2025	1:00 p.m. ET
Due Date for Written Questions	April 17, 2025	5:00 p.m. ET
Response to Written Questions	May 2, 2025	5:00 p.m. ET
Proposals Due/Close Date and Time	May 16, 2025	5:00 p.m. ET



REQUIRED DOCUMENTS

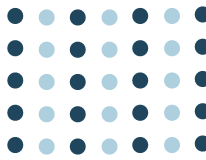


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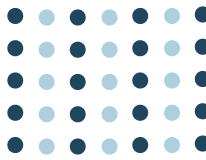
Please Refer To Attachment N – Attachment Submission Checklist



Mandatory Response Worksheet:

- Must respond to all questions with a “Yes” to qualify
- Any “No” responses will result in the disqualification of the proposal
- Questions include general capabilities, support, and experience
- Upload requested attachments to the procurement system using the attachment file name provided
- **Please be sure to note where attachment files are required***

Mandatory Questions				
These questions are Pass/Fail. To be considered responsive, responsible and eligible for award, you must answer all questions in this section with a "YES" to pass.				
<u>Any questions you answer with a "NO" will fail the technical requirements and results in disqualification of the proposal.</u>				
By answering "Yes," you indicate that you meet the individual requirements in the response block provided. ONLY upload documents if there is a Yes in the "Upload Attchs with Additional Information?" column, to provide additional information about specific questions. Documents not requested in this column will not be evaluated.				
DO NOT INCLUDE ANY COST INFORMATION IN YOUR RESPONSE TO THIS WORKSHEET.				
Question #	Questions per Proposal Factors/Categories	Response by Offeror. Only Yes or No Answers	Upload Attchs with Additional Information ?	Attachment File Name
Proposal Factors				
1	The Supplier must agree that they will have and maintain good standing with all applicable Federal, State and Local regulatory agencies. The Supplier must acknowledge this agreement by indicating "Yes".			
2	The Supplier must agree that they understand PACE participant cost-sharing and the financial responsibility. The Supplier must acknowledge this agreement by indicating "Yes".			
3	The Supplier must acknowledge that preliminary Amount that Would Otherwise been Paid (AWOP) is subject to change and upload a completed Attachment G, "Attestation".		Yes	Attachment G- AWOP Attestation
4	The Supplier must provide three (3) different client references (for those who have agreed to give a reference) for the Supplier, utilizing the reference form provided as Attachment H, Client Reference Form. The Supplier may only submit client references where Supplier is the Prime Contractor and continues to have current and active client contracts. References where Supplier is providing services under grants, demonstrations or pilot programs or initiatives or where Supplier's contract to provide services is terminated or no longer active will not be considered. The Supplier may consider the experience of subsidiaries of the		Yes	Attachment H- Client Reference Form



Mandatory Scored Response Worksheet:

- In their response, the Supplier must indicate whether they will meet the individual requirements and provide a supporting narrative, and any requested supplemental attachments as specified.
- To be considered Responsive, Responsible, and Eligible for Award, Suppliers must meet the requirements identified in the Mandatory Scored Response Worksheet.

Attachment E Mandatory Scored Questions	
Supplier must answer all questions in this document in the space provided.	
Failure to answer these questions will result in disqualification of the proposal	
<p>Offerors must indicate whether their proposal meets the individual requirement and provide a supporting narrative in the space provided. The narrative description, along with any required supporting materials, will be evaluated and awarded points in accordance with Section 6, Proposal Evaluation and Award. ONLY upload documents if there is a Yes in the "Upload Attachment with Additional Information?" column, to provide additional information about specific questions. Documents not requested in this column will not be evaluated. A PACE organization may be awarded more than one (1) Service Region. The Supplier must indicate in its proposal what Core Service Region or Special Health Focus Service Region it is interested in providing PACE organization services. If a PACE organization is interested in serving more than one (1) Service Region, then a proposal must be submitted for each region of interest.</p> <p>Please provide name of Service Region associated with this proposal: _____</p>	
DO NOT INCLUDE ANY COST INFORMATION IN YOUR RESPONSE TO THIS WORKSHEET.	
1	<p>A. The Supplier must describe in detail the milestones and timeframe(s) that it anticipates will be required for it to begin PACE operations. Provide a comprehensive timeline outlining the key milestones and timeframes required to initiate PACE operations. Timelines must adhere to Section 3.1 of Attachment B-Scope of Work. Your plan should include, but not be limited to:</p> <ul style="list-style-type: none">a. CMS Application Process<ul style="list-style-type: none">i. Timeline for initiating the PACE application with CMSii. Key steps in the application processiii. Anticipated approval timeframeb. Facility Preparation<ul style="list-style-type: none">i. Site selection and acquisitionii. Renovation or construction timelineiii. Equipment procurementc. Staffing<ul style="list-style-type: none">i. Recruitment timelineii. Training scheduled. Provider Network Development<ul style="list-style-type: none">i. Timeline for establishing contracts with required providers

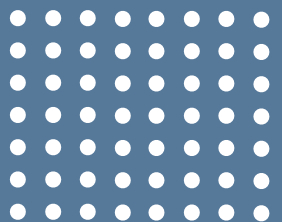


HOW TO REGISTER AND RESPOND TO A BID

Presented by: Osborne Johnson, Department of Administrative Services (DOAS)



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CLOSING REMARKS

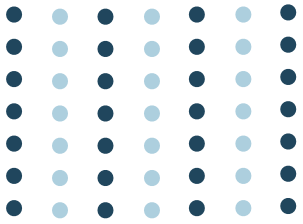


Only communicate with the Issuing Officer

Ezeomo Akhirome, Category Manager

PACE.eRFP@dch.ga.gov

- **Submit your bid response early.**
- **Written Questions are due May 2nd, 2025, 5:00pm ET.**
- **Proposal Due Date: May 16th, 2025, 5:00 p.m. ET.**
- For technical issues or assistance, please contact the Team Georgia Marketplace Help Desk at 404-657-6000



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THANK YOU!

QUESTIONS /

COMMENTS?

