

Questions
RFP No. 27-630-8000-0008
PCPR Project Management

Question Category	Section & Page	Question	Response
Organizational Reference	Appendix F, page 63	The instructions in Appendix F state, "Forms must be submitted no later than September 14, 2026, at 5 pm MST/MDT." Would HCA consider extending the deadline to ensure references have time to provide detailed comments?	An amendment to RFP 27-630-8000-0008 was done to reflect the new due date of October 5, 2026 at 5 pm MST.
General		Does this procurement represent a new body of work, or does it recompile an existing project engagement currently performed under a separate contract? If it recompiles an existing engagement, can you share the current contractor(s)?	The procurement is a recompile for project management that has been contracted with Health Management Associates/HMA to end December 31, 2026.
Data Intermediary Boundaries	Section IV.A (Contractor Responsibilities, Item F), Page 25	Can HCA clarify the exact division of labor and technical handoffs between this project management contractor and the separate data intermediary? Is the contractor expected to perform data analytics, or solely interpret aggregate reports for provider audiences?	The data intermediary work is contracted with another entity and therefore is separate from this contracted work for project management. The expectation is to work with the data intermediary to ensure overall alignment for the program and communicate with registered providers on questions regarding the data.
Provider Cohort Scale	Section IV.A (Background & Purpose), Pages 21–22	What is the current or projected number of participating primary care practices and MCOs enrolled in the PCPR program that will require direct technical assistance, recruitment outreach, and ongoing coaching?	Currently, all NM MCOs are involved in the project and will continue to collaborate with them through regular meetings. The program currently has 104 participating practices, with 1 to 81 clinic locations per practice. Recruitment outreach will need to be included as well as technical assistance as needed.

Meeting and Event Logistics	Section IV.A (Deliverables), Pages 24–25	Does HCA anticipate that stakeholder engagement meetings, learning collaboratives, and annual conferences will be held entirely virtually, or should the budget account for in-person gatherings and statewide travel across New Mexico regions?	Currently, all New Mexico MCOs are involved in the program and will continue to collaborate through regular meetings. The program currently has 104 participating practices, with 1 to 81 clinic locations per practice. Recruitment outreach and technical assistance should be included as part of the proposed work.
Incumbent Transition	Sections I.B & I.C, Page 1; Section IV.A (Transition-Out Plan), Page 25	Is this a continuation of an existing contract with a prior vendor, or a brand-new initiative? If there is an incumbent, will historical project management tools, frameworks, and communications templates be made available to the awarded contractor?	This is a continuation of current work that has been done by another vendor, HMA that is being procured to continue the work. Historical documents and templates will be shared with the awarded contractor.
Page Limits	General	The RFP does not state page limits for the proposal response other than the Proposal Summary (3-page limit) – are there page limits we should apply to the rest of our response?	There is no page limit; however, Offerors should ensure responses adequately address the specifications and are clear and concise.
Formatting	General	Could you confirm whether there are any required proposal formatting standards for the Technical Proposal, including font type, minimum font size, margins, and line spacing? The RFP specifies standard 8.5 x 11-inch page size but does not appear to provide additional formatting requirements.	Confirmed that there are no additional formatting standards such as font type, font size, margins or line spacing.
Indirect Cost Rate	Appendix D. Cost Response Form	Appendix D permits Administrative/Indirect Costs and instructs Offerors to identify the indirect cost rate or methodology used. Will HCA accept an Offeror's current federally negotiated indirect cost rate for purposes of the Cost Proposal?	HCA will accept an Offeror's current federally negotiated indirect cost rate.
VBP Experience Lookback Period	Section IV.B.3.2, Value-Based Payment Experience	The RFP requires Offerors to demonstrate VBP-related services for at least two healthcare programs within the past three years. Would HCA consider relevant VBP experience that began or was completed outside the three-year period, particularly where that experience demonstrates directly applicable expertise?	HCA will consider relevant VBP experience outside the three-year period.

Scale/Model of Technical Assistance	Section IV.A, Program Objectives and Services	The RFP requires comprehensive provider technical assistance and education. Can HCA clarify the anticipated model and level of effort for technical assistance, including whether HCA expects individualized one-on-one support for participating providers, cohort-based support, broadly available education and resources, or a combination of these approaches?	HCA anticipates that technical assistance will vary based on the needs of the provider. The project management team currently fields questions through email and during regularly scheduled virtual office hours. New information that needs to be shared broadly is communicated through trainings, webinars, website content, and email.
Staffing Expectations	Section IV.A, Contractor Responsibilities	The RFP requires sufficient staffing capacity and designation of a Project Director and Project Manager. Does HCA have any expectations regarding minimum FTE/level of effort, dedicated or full-time staffing, or staff presence in New Mexico for either of these roles or other key personnel?	HCA has no expectations regarding level of effort, full-time staffing or presence in New Mexico.
Pre-Proposal Conference	Section II.B.3, Pre-Proposal Conference	Our team attempted to join the September 10, 2026 pre-proposal conference multiple times using the Microsoft Teams information provided in the RFP but was unable to access an active meeting. Can HCA confirm whether the pre-proposal conference was held as scheduled? If so, will a recording, presentation slides, attendance materials, or other conference materials be made available to potential Offerors?	The pre-proposal conference was held as scheduled. However, no recording or presentation materials are available because the conference was unofficial. All written questions are formally answered in this document and shared with those who submitted an Acknowledgment of Receipt form.
RFP Public Release Date	Section II.A, Sequence of Events	The RFP identifies August 31, 2026 as the RFP issuance date; however, the opportunity did not appear on several public procurement tracking platforms until approximately September 7. Can HCA confirm the date the RFP was first publicly posted and made available to potential Offerors, and identify the procurement portal or public location where it was posted on that date?	The date the RFP was publicly released on the Bonfire platform and the Open RFP HCA website was August 31, 2026.
II.B.9	10	Can HCA describe what information Offerors are expected to provide for oral presentations?	The information expected from finalists will be determined before notifying Offerors regarding oral presentations, if they are held. Generally, oral presentations will focus on areas of the proposal that

			require clarification or additional questions identified by the Evaluation Committee in determining finalists.
III.B.9	23	Can HCA verify if we must complete and submit Appendix G? If so, may the State provide a copy?	Appendix G is included at the end of this document and has been uploaded to Bonfire and the Open RFP website.
III.B.10	23	Can the State verify if we must complete and submit the Standard Form LLL, Disclosure Form to Report Lobbying? If so, may the State provide a copy?	The form should be completed if any funds other than federal appropriated funds have been paid as outlined under Lobbying on page 23 of the RFP. The form can be found online at Disclosure of Lobbying Activities (SF-LLL) .
IV.B.3	30-31	For Mandatory Specification (IV.B.3), can we provide a project as an example in multiple areas?	Yes, offerors can use the same project as an example in their response in multiple areas.
Standard Question as applicable.		Does HCA have a target budget amount for this RFP? If so, can you provide this?	Offerors should propose a budget that matches the proposed work and if chosen as the finalist the budget will be negotiated.
General		What is the state's target date for submitting a VBP SDP Preprint to CMS?	The program will transition to a Value-Based Payment type in 2027; therefore, the preprint is expected to be submitted to CMS in October 2026.
Budget		What is the state agency's approximate budget for this SoW?	Offerors should propose a budget that matches the proposed work and if chosen as the finalist the budget will be negotiated.
General		What is the state's expectation in terms of vendor's work being performed onsite in New Mexico?	There is no expectation that the project management team be onsite in New Mexico except for in-person events.
General		Can the state share with us whether the state's evaluators will use AI tools to review and score proposals?	HCA will not be using AI tools to review or score proposals.
Section I.B (Background Information)		Is there an incumbent vendor that has been supporting the PCPR program?	The current vendor providing project management is Health Management Associates/HMA.

Section I.B (Background Information); Section IV.A. (Detailed Scope of Work - Program Objectives)		“As the PCPR program continues to mature, participating organizations will transition to more advanced value-based payment arrangements.” Additionally, the Scope of Work includes “Support[ing] HCA in advancing primary care value-based transformation,” “strategic planning and program design support” and “develop[ing] recommendations that support program evolution.” Is the State envisioning that the selected vendor will support the State with a re-design of the PCPR value-based payment methodology? If so, is the State seeking technical analytic and actuarial support to develop the value-based payment rates and specifications for the model?	No, the state is not seeking a redesign.
Appendix D – Cost Response Form		What is the estimated budget for this engagement?	Offerors should propose a budget that matches the proposed work and if chosen as the finalist the budget will be negotiated.
Appendix F – Organizational Reference Questionnaire		Please confirm whether the 9/14 due date is an artifact from a prior solicitation. If so, please provide the applicable submission deadline.	An amendment to RFP 27-630-8000-0008 was done to reflect the new due date of October 5, 2026 at 5 pm MST.
General		Will the contractor be responsible for technical analysis to support compliance with applicable and federal state requirements related to State Directed Payments, such as the percent of Medicare calculation?	No. The contractor will be supported by the State’s actuary and State Directed Payment team regarding federal and state requirements.
Scope of Work		What type of technical assistance (individual provider TA, group TA, training sessions, etc.) is expected and how many hours of technical assistance should be considered in the cost schedule?	HCA anticipates technical assistance will vary based on the need of the provider. The project management team currently fields questions through emails and during regularly scheduled office hours. While new information that needs to be shared broadly is done through trainings, webinars, website content and emails.

On Site Requirements		Can the state clarify expectations about on-site requirements for TA and workshops/trainings? How many should be conducted in person versus online, and will the contractor be obligated to secure locations and other logistical requirements associated with on-site events?	There is no expectation for the contractor to be onsite for all technical assistance or workshops/trainings. In-person attendance should be limited to events that all participating providers are expected to attend in person or as otherwise agreed upon with HCA. The contractor will work with HCA to secure HCA locations as needed; however, for larger events, the contractor may be required to secure a venue for an in-person event.
Staffing		To help determine appropriate staffing, can the state describe the typical topics for technical assistance? Is the anticipated technical assistance to support model compliance and reporting, or should the bidder anticipate providing clinical technical assistance?	Technical assistance topics are highly variable and may include issues that can be handled by HCA staff, program requirements, reporting, or other topics related to the program. Any technical expertise provided should be related to the PCPR program.
Performance Bond		Does the State anticipate requiring a performance bond under the resulting contract, and, if so, what bond amount or percentage of the contract value will be required?	No, the state doesn't anticipate a performance bond for this contract.
Offshore Use		Does the State permit the Offeror to use offshore resources to perform a portion of the services?	The State of New Mexico permits the use of offshore resources to perform a portion of the services.
General		Can the state share how the scope of this contract will differ from the contract currently held by HMA in relation to the PCPR VBP Program?	The scope of work and deliverables will be similar to the current contract with HMA.
Section II.B.3		Amendment 1 to the RFP changed the Pre-Proposal Conference time by pushing it back 2 hours, yet the change was not clearly identified in the RFP. This caused our firm to miss the Pre-Proposal Conference. Could HCA please provide a recording or at least a slide deck of the Conference, if available?	The pre-proposal conference was not recorded, and no slide deck is available to share. Attendance was not a requirement for submitting a proposal or formal questions.
General		Can HCA provide the anticipated annual budget, funding ceiling, or historical expenditure level for PCPR project management and program support services to assist	As this is a competitive process, HCA will not be sharing budget details at this time. Offerors should propose a budget that matches the proposed work

		Offerors in developing appropriately scaled staffing and cost proposals?	and if chosen as the finalist the budget will be negotiated.
Section IV.B.1.b	Page 29	HCA asks for "relevant certifications/licenses" for Key Personnel; please confirm that this is just requesting a listing of relevant certifications in resumes, and not actual copies of certifications/licenses.	Confirmed. Only a listing of relevant certifications/licenses is required.
Section IV.B.1.c	Page 29	HCA asks for "at least two project successes and failures working on State Directed Payments or Value Based Payments." Can the Offeror highlight successes and failures from the same projects (2 total projects)? Or is HCA expecting two (2) separate successes and two (2) separate failures (4 total projects)?	Offerors can use two projects to highlight successes and failures.
III. Response Format and Organization, A. Number of Responses	Page 20	Should the Cost Proposal include both Appendix D Cost Proposal and the requested Budget Narrative? May proposals include a redacted Budget Narrative?	Appendix D and a Budget Narrative should be submitted. Offerors may submit a redacted Budget Narrative if necessary.
B. Proposal Content and Organization, 1. Proposal Content and Organization	Page 21	Should sections 6.a–6.e be subsections within Offeror’s Additional Terms and Conditions as shown in the Technical Proposal outline? Or should they be separate sections?	These are separate sections and should have been listed as such: <u>Technical Proposal – DO NOT INCLUDE ANY COST INFORMATION IN THE TECHNICAL PROPOSAL.</u> 1. Signed Letter of Transmittal 2. Signed Campaign Contribution Form 3. Table of Contents 4. Proposal Summary (Optional) 5. Response to Contract Terms and Conditions (from Section II.C.15) 6. Offeror’s Additional Terms and Conditions (from Section II.C.16) 7. Response to Specifications a. Organizational Experience

			b.Organizational References c.Mandatory Specification d.Desirable Specification e.Other Supporting Material
B. Proposal Content and Organization, 1. Proposal Content and Organization	Page 21	Where should the Debarment and Lobbying forms be included in the Technical Proposal outline?	They would be included in Other Supporting Materials.
B. Proposal Content and Organization, 1. Proposal Content and Organization	Page 21	Please confirm what, if anything, should be included under the “Lobbying” section of the proposal. The Request for Proposal (RFP) references a Lobbying section in the proposal content order, but we do not see a corresponding appendix, form, or detailed submission instruction in the solicitation. Should Offerors provide a narrative certification, a specific form, or no separate submission for this section?	The form should be completed if any funds other than federally appropriated funds have been paid as outlined under Lobbying on page 23 of the RFP. The form can be found online at Disclosure of Lobbying Activities (SF-LLL) .
B. Proposal Content and Organization, 1. Proposal Content and Organization	21	Section III.B.1 (“Proposal Content and Organization”) lists “Oral Presentation (if applicable)” within the Technical Proposal content order; however, other instructions state that Offerors should respond to the Mandatory Specifications in the order presented in Section IV and identify each question being answered in full. Additionally, Section II.B.9 indicates oral presentations may occur only for finalists and at the Evaluation Committee’s discretion.	The proposal content should be organized as follows: <u>Technical Proposal – DO NOT INCLUDE ANY COST INFORMATION IN THE TECHNICAL PROPOSAL.</u> 1. Signed Letter of Transmittal 2. Signed Campaign Contribution Form 3. Table of Contents 4. Proposal Summary (Optional) 5. Response to Contract Terms and Conditions (from Section II.C.15) 6. Offeror’s Additional Terms and Conditions (from Section II.C.16) 7. Response to Specifications

			a.Organizational Experience b.Organizational References c.Mandatory Specification d.Desirable Specification e.Other Supporting Material
B. Proposal Content and Organization, 1. Proposal Content and Organization	Page 23	The solicitation references providing a completed Suspension and Debarment Requirement Form that was to be located within Appendix G. Appendix G has not yet been made available and is also not included within the portal. Can this appendix please be provided?	Appendix G is included at the end of this document and has been uploaded to Bonfire and the Open RFP website.
B. Technical Specifications, 1. Organizational Experience	29	Please confirm that the experience requested in section a refers to the Offeror's corporate experience (and subcontractors), and that the experience of individual personnel related to prior employment at a different vendor is not appropriate for Offerors to use in meeting this requirement.	Confirmed that the experience should be the Offeror's corporate experience including subcontractors.
C. Business Specifications, 4. Cost	33	The details in this section appear to be from a different RFP. Please clarify these specifications and confirm the term that must be included.	The Business Specifications are accurate and must be included in the proposal where specified.
Appendix C. Draft Contract	43	Will the payment be based upon hourly rates underlying the proposed project budget?	Appendix C is an example of contract language, and the Compensation section may be structured as a rate or based on deliverables, milestones, budget, or other agreed-upon method.
Appendix D. Cost Response Form	56	Should the amounts included in the Cost Proposal include gross receipts tax, which currently varies from 4.875% to 9.4375% and applies to services performed outside of New Mexico?	Offerors should include all applicable taxes in their proposed costs, including New Mexico gross receipts tax (GRT), if applicable. The applicable tax rate and taxability will depend on the services provided, where the services are performed, and other circumstances under New

			Mexico law. Offerors are responsible for determining and including any applicable taxes in their Cost Proposal.
Appendix D. Cost Response Form	59	If Option 2 is selected, providing the budget by deliverable, will payment be on a fixed fee deliverable basis?	Yes, payments will be on a fixed fee deliverable basis.
Appendix D. Cost Response Form	59	On page 33 the RFP, it mentions that the cost response must be inclusive of “completing all of the specifications related Random Moment Surveys, Administrative Claiming & Direct Medical Service Cost Reporting & Settlement”, but these activities are not otherwise referenced. Could you clarify what is meant by this?	The language in Section IV.D referencing Random Moment Surveys, Administrative Claiming, and Direct Medical Service Cost Reporting and Settlement is intended to identify examples of administrative cost activities and does not establish these activities as specific deliverables under the Scope of Work for this procurement. Cost Proposals should be based on the deliverables and activities outlined in Section IV.A and the Mandatory Specifications in Section IV.B.3, and should include any additional administrative or programmatic costs necessary to support the Offeror’s proposed methodologies, approaches, and value-added activities.
Outreach		What is the ambition for provider recruitment for the PCPR VBP program over the coming year (e.g., number of providers, timing)?	The program currently has 104 participating practices, with 1 to 81 clinic locations per practice. There is no current target for the number of additional providers or a specific recruitment timeline; however, Offerors should propose an ongoing recruitment strategy.
CMS Negotiations		Are there any ongoing negotiations with CMS regarding the PCPR VBP SDP that could materially influence the nature of the program over the next 1-2 years? If so, could you share the potential nature of these changes?	No, there are no ongoing negotiations with CMS for this SDP.

APPENDIX G

Suspension and Debarment Requirement Form

Please complete this form in its entirety. Failure to **sign and/or submit** this form will result in the disqualification of Offeror's proposal.

RFP# 27-630-8000-0008

Certification Regarding Debarment, Suspension, Proposed Debarment, and Other Responsibility Matters

1) The undersigned certifies, to the best of its knowledge and belief, that -

(i) The undersigned and/or any of its Principals -

(A) Are () are not () presently debarred, suspended, proposed for debarment, or declared ineligible for the award of contracts by any Federal agency;

(B) Have () have not (), within a 3-year period preceding this certification, been convicted of or had a civil judgment rendered against them for: Commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, state, or local) contract or subcontract; violation of Federal or state antitrust statutes relating to the submission of offers; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property; and

(C) Are () are not () presently indicted for, or otherwise criminally or civilly charged by a governmental entity with, commission of any of the offenses enumerated in subdivision (a)(2) of this clause.

(ii) The undersigned has () has not (), within a 3-year period preceding this certification, had one or more contracts terminated for default by any Federal agency.

2) "Principals," for the purposes of this certification, means officers; directors; owners; partners; and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager; plant manager; head of a subsidiary, division, or business segment, and similar positions).

This certification concerns a matter within the jurisdiction of an agency of the United States and the making of a false, fictitious, or fraudulent certification may render the undersigned subject to prosecution under section 1001, title 18, United States Code.

- a) The undersigned shall provide immediate written notice to the Contracting Officer if, at any time prior to the contract award, the undersigned learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
- b) A certification that any of the actions mentioned in paragraph (a) of this provision exists will not necessarily result in the withholding of an award under a contract under the FEGLI Program. However, the certification, or the undersigned's failure to provide such additional information as

requested by the Contracting Officer will be considered in connection with a determination of the undersigned's responsibility under LIFAR subpart 2109.70, Minimum Standards for FEGLI Program Contractors.

- c) Nothing contained in this certification shall be construed to require establishment of a system of records in order to render, in good faith, the certification required by paragraph (a). The knowledge and information of the undersigned is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
- d) The certification in (a) is a material representation of fact upon which reliance is placed during negotiation of a FEGLI Program contract. If it is later determined that the undersigned knowingly rendered an erroneous certification, in addition to other remedies available to the Government, the Contracting Officer may terminate the contract resulting from this certification for default.

(Name of Company)

By:

(Signature)

(Name and Title of Signatory)

Date signed: