



State of Georgia
In conjunction with
NASPO ValuePoint

Electronic Request for Proposals (“eRFP”)
eRFP (Event) Number: 41900-DCH0000136
Event Name: Pharmacy Benefit Services

Attachment CC
Supplier Client References Form

INSTRUCTIONS:

Please provide three (3) references as directed in the mandatory question for each scope of work proposed.

For each reference provided, select only one (1) scope. Include the company or state for which the work was performed, a contact person's name, telephone number and email address, and a summary of the project scope. If one reference applies for more than one scope of work, the Supplier must utilize another REF# line to provide the appropriate Client Contact information, Period of Performance, and Summary of Project Scope.

For Pharmacy Benefit Administrator Services and Pharmacy Drug Rebate Services, the Supplier may only submit client references where the Supplier was the Prime Contractor and had at least a three (3)-year contract term provided within the past five (5) years.

NOTE: If the Supplier has selected Pharmacy Drug Rebate Services, at least one reference must include a client for whom management of a supplemental rebate program was provided.

For Pharmacy Clinical Management Services and Pharmacy Fraud, Waste, and Abuse (FWA) Audit Services, the Supplier may submit client references where the Supplier was either the Prime Contractor or Subcontractor and had at least a two (2)-year contract term provided within the past five (5) years. The Supplier must indicate in the Summary of Project Scope column whether they served as the Prime Contractor or Subcontractor.

Client References are provided for the following Scopes of Work (SELECT ALL THAT APPLY):

- ☐ Pharmacy Benefit Administrator Services (hereinafter referred to as “PBA Services”)
- ☒ Pharmacy Clinical Management Services (hereinafter referred to as “Clinical Management Services”)
- ☐ Pharmacy Drug Rebate Services (hereinafter referred to as “Rebate Services”)
- ☒ Pharmacy Fraud, Waste, and Abuse (FWA) Audit Services (hereinafter referred to as “FWA Audit Services”)

REF #	Company or State	Client Contact Information	Similar Scope?	Current or Past?	Summary of Project Scope	PERMISSION TO CONTACT?
1	Kentucky Department for Medicaid Services	Name: Fatima Ali Title: Senior Director, Medicaid Pharmacy Services Phone#: 502.564.6890 ext. 2501 Email Address: Fatima.ali@ky.gov	☐ PBA Services ☒ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☒ CURRENT ☐ PAST Period of Performance: 2022 – Present	Medicaid Pharmacy Consulting: Myers and Stauffer supported the Department for Medicaid Services (DMS) with design of its managed care single pharmacy benefit management (PBM) model, provided project management support and subject matter expertise for contract implementation activities, and we continue to support for ongoing operations of the model and for the DMS pharmacy program more broadly. We are also supporting DMS with implementation activities for a new PBM contract for the fee-for-service delivery system and management of the single preferred drug list and rebates. Additionally, we have provided support for the Kentucky's Medicaid pharmacy benefit including, but not limited to, analyses of drug ingredient reimbursement methodologies, professional dispensing fees, 340B policy compliance, procedure coded drugs, over-the-counter drugs, drug rebate performance, and MCO PBM rates related to enacted legislation.	☒ YES ☐ NO
2	North Carolina Department of Health and Human Services	Name: Angela Smith Title: Director of Pharmacy & Ancillary Services Phone#: 919.527.7651 Email Address: angela.smith@dhhs.nc.gov	☐ PBA Services ☒ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☒ CURRENT ☐ PAST Period of Performance: 2015 – Present	Pharmacy and Clinical Services: Myers and Stauffer provides comprehensive clinical, consulting, and cost-containment services for the North Carolina Medicaid pharmacy program. As part of this engagement, we monitor the pharmacy benefit program and prepare a quarterly and annual evaluation of more than 50 key statistics and trends, perform an annual fiscal analysis of the Beneficiary Management Lock-In Program and evaluate the fiscal impact of changes to lock-in criteria. We perform ad-hoc reporting and analysis at the direction of the agency for the Medicaid fee-	☒ YES ☐ NO

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					for service program as well as pharmacy benefits provided by prepaid health plans. Analytical projects have included modeling changes to pharmacy and medical reimbursement methodologies changes to Hepatitis C treatment criteria, and changes to preferred drugs for the dialysis program. We have assisted the agency to evaluate claims processing integrity, National Drug Code (NDC) collection for procedure coded drug claims, valid combinations of NDCs and Healthcare Common Procedure Coding System codes, dispense as written code use, preferred drug list compliance and third-party liability editing policies. We have assisted with program integrity activities including the identification of duplicate payments within pharmacy and medical claims and the evaluation of compound and high dollar drug claims, including use outside of U.S. Food and Drug Administration approved or medically accepted indications.	
3	Ohio Department of Medicaid	Name: Brian Gallow Title: Pharmacologist Phone#: 380.215.2121 Email Address: Brian.Gallow@medicaid.ohio.gov	☐ PBA Services ☒ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☒ CURRENT ☐ PAST Period of Performance: 2021 – Present	Pharmacy Pricing and Audit Consultant: Myers and Stauffer assists the Department with its initiative to implement a single pharmacy benefit manager that will have responsibility for administering the pharmacy benefit for Ohio Medicaid members enrolled in managed care. Myers and Stauffer provides consulting to the Department on pharmacy reimbursement issues and oversight of the single pharmacy benefit manager. Myers and Stauffer also performs claims payment accuracy testing on a weekly and quarterly basis to ensure that claims are being processed accurately and follow all applicable	☒ YES ☐ NO

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					clinical edits. Additionally, Myers and Stauffer performs retrospective reviews of pharmacy prior authorization approvals and denials to ensure that they are being processed according to the state's clinical and operational guidelines.	
4	Alaska Department of Health	Name: Doug Jones Title: Medicaid Program Integrity Manager Phone#: 907.269.0361 Email Address: douglas.jones@alaska.gov	☐ PBA Services ☐ Clinical Management Services ☒ FWA Audit Services ☐ Rebate Services	☒ CURRENT ☐ PAST Period of Performance: 2003 – Present	Medicaid Provider Compliance Audits: For the Department of Health (DOH), Myers and Stauffer performs desk reviews and on-site field examinations of Alaska Medicaid providers. Though our reviews and examinations, we test a random sample of paid claims to ensure that claims are reimbursed according to Medicaid statutes, regulations, provider billing manuals, and Medicaid provider agreements. We prepare a detailed report that documents overpayment findings and other errors noted during the review of claims and their associated documentation. We also prepare a statistical report that includes total estimated overpayments based on the claims sample using statistically-valid extrapolation techniques. Through this engagement, Myers and Stauffer has helped DOH transform a legislative audit requirement from a conceptual framework to a functioning program standard. We worked with DOH to establish clearly clearly-defined processes to perform annual cycles of desk reviews and on-site reviews of providers. This resulted in the identification and reporting of numerous claim overpayments and netted valuable information to assist DOH with its efforts to promote provider compliance. Findings from this engagement have assisted DOH by providing insight into specific	☒ YES ☐ NO

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					areas in which to focus provider education and training. Findings have also helped to identify potential weaknesses in Medicaid regulations, provider billing manuals, and Medicaid Management Information System (MMIS) protocols, allowing DOH to make improvements.	
5	Georgia Department of Community Health	Name: Johnny Brooks Title: Program Integrity Director Phone#: 404.463.7144 Email Address: johnny.brooks@dch.ga.gov	☐ PBA Services ☐ Clinical Management Services ☒ FWA Audit Services ☐ Rebate Services	☒ CURRENT ☐ PAST Period of Performance: 2012 – Present	Recovery Audit Contractor: In response to the Affordable Care Act's requirement that states establish Medicaid recovery audit contractor programs, Georgia Department of Community Health (DCH) selected Myers and Stauffer to serve as its first such contractor. Under this program, Myers and Stauffer performs post-payment reviews of fee-for-service claims during a five-year look back to identify and recoup Medicaid overpayments or restore underpayments to providers. We also provide resources beyond minimum federal requirements, including a full-time medical director, registered nurses, certified coders, a provider education and outreach program, a Provider Relations Advisory Committee, and a dedicated, toll-free hotline and website. We also provide assistance in related criminal and civil fraud cases for DCH and Georgia's Medicaid Fraud Control Unit.	☒ YES ☐ NO
6	Texas Health and Human Services Commission	Name: Kacy VerColen Title: Director of Audit Phone#: 512.706.5587	☐ PBA Services	☒ CURRENT ☐ PAST	Provider Audit Services: Myers and Stauffer supports the Texas Health and Human Services Commission – Office of the Inspector General by performing audits to determine whether services billed and paid under the state Medicaid program	☒ YES ☐ NO

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		Email Address: Kacy.vercolen@hhs.texas.gov	☐ Clinical Management Services ☒ FWA Audit Services ☐ Rebate Services	Period of Performance: 2019 – Present	were provided consistent with applicable federal and state Medicaid laws, regulations, rules, policies, and contractual requirements. Specifically, we perform audits of Medicaid providers consistent with standards contained in Generally Accepted Government Auditing Standards issued by the Comptroller General of the United States. The scope includes audits of various Medicaid managed care and/or fee-for-service providers, including but not limited to the following provider types: • Vendor drug-program pharmacies. • Speech therapy providers. • Home-health services providers. • Durable medical equipment providers. • Inpatient hospitals. • Nursing facilities. • Dental providers. • Behavioral health providers. • Adult day-care centers.	
7		Name: Title: Phone#: Email Address:	☐ PBA Services ☐ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☐ CURRENT ☐ PAST Period of Performance:		☐ YES ☐ NO

REF #	Company or State	Client Contact Information	Similar Scope?	Current or Past?	Summary of Project Scope	PERMISSION TO CONTACT?
8		Name: Title: Phone#: Email Address:	☐ PBA Services ☐ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☐ CURRENT ☐ PAST Period of Performance:		☐ YES ☐ NO
9		Name: Title: Phone#: Email Address:	☐ PBA Services ☐ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☐ CURRENT ☐ PAST Period of Performance:		☐ YES ☐ NO
10		Name: Title: Phone#: Email Address:	☐ PBA Services ☐ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☐ CURRENT ☐ PAST Period of Performance:		☐ YES ☐ NO

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11		Name: Title: Phone#: Email Address:	☐ PBA Services ☐ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☐ CURRENT ☐ PAST Period of Performance:		☐ YES ☐ NO
12		Name: Title: Phone#: Email Address:	☐ PBA Services ☐ Clinical Management Services ☐ FWA Audit Services ☐ Rebate Services	☐ CURRENT ☐ PAST Period of Performance:		☐ YES ☐ NO