



State of Georgia
In conjunction with
NASPO ValuePoint

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

Attachment Y -
Pharmacy FWA Audit Services
Supplier Demonstration Guidelines and Agenda

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1 INTRODUCTION

As a Component of the Lead State's Solution/service(s) procurement, the Supplier must present a detailed demonstration of their proposed Solution and/or services to the applicable Project and Evaluation Teams. The Project and Evaluation Teams may include State Subject Matter Experts (SMEs), regulatory support agencies, government agencies, trading partners, project consultants, and other impacted stakeholder groups. Suppliers are to address all requirements of the Supplier Demonstration provided within the Demonstration Guidelines and Agenda(s), including any applicable mandatory scored questions and scenarios that require a demonstration, as well as provide the expected material requested as part of their demonstration.

2 GENERAL GUIDELINES & INSTRUCTIONS

2.1 DEMONSTRATION LOGISTICS

The Solution and/or services demonstration will be hosted virtually via Microsoft Teams. A formal calendar invitation with teleconferencing details, further instructions, and a final agenda will be provided.

2.2 DEMONSTRATION AGENDA

Suppliers advanced to Supplier Demonstrations of this RFP are asked to follow the final agenda and showcase the required features and functionality of the proposed Solution/service(s). The demonstration should be presented using the proposed software and equipment. A (PowerPoint) slide presentation may be used to supplement the demonstration requirement; however, the focus of this demonstration opportunity is for the evaluation team to confirm that the proposed Solution can perform and/or services can be provided as stated in the Supplier's RFP response.

2.3 SOLUTION ACCESSIBILITY (IF APPLICABLE)

Access to the Supplier's Solution (production environment (or replica), web portal, service Dashboard(s), etc.) utilized during the demonstration must be available for a minimum of two (2) weeks for further evaluation by the Project and Evaluation Teams. After which, access can be disabled upon the State's confirmation. During this period, a designated member of the team may contact the Supplier for clarification of equipment or software usage instructions, if necessary.

2.4 PROHIBITED ACTIONS

- 2.4.1 Supplier representatives are prohibited from any interaction with Project and Evaluation Teams other than during the demonstration. Any proceeding or follow up questions or concerns must be directed to the RFP Issuing Officer.
- 2.4.2 Cost proposal discussions are prohibited during the Supplier's Solution/service demonstration.
- 2.4.3 Video/audio recording of the Supplier's Solution/service demonstration is prohibited.

2.5 GENERAL INSTRUCTIONS

The Supplier must consider the following while preparing for the scheduled demonstration:

- 2.5.1 Thoroughly prepare for each demonstration Component, following the final agenda as closely as possible. It is critical that the Supplier monitor the progression of the demonstration to not exceed the time allotted.
- 2.5.2 Present relevant and consistent information that will showcase the ability to meet the specifications as outlined in the RFP and the included final demonstration agenda.
- 2.5.3 Unrequested material will not be reviewed or considered as part of the Supplier's response to the RFP.
- 2.5.4 Provide all presentation and demonstration material electronically via secure file transfer at least three (3) Business Days prior to the scheduled demonstration.
- 2.5.5 Adhere to the total duration allocated for presentations, demonstrations, Project and Evaluation Team questions, hands-on operation of demonstration equipment (if applicable), and any incorporated break periods. It is the obligation of the Supplier to effectively manage their demonstration time.
- 2.5.6 Direct ALL questions to the designated Procurement Issuing Officer only.

Tracey Woods

Agency Sourcing Manager

Georgia Department of Administrative Services, State Purchasing Division

Email: PBA.Procurement@dch.ga.gov

3 DAY OF DEMONSTRATION

3.1 SUPPLIER CHECK-IN AND SETUP

Estimated Time	
Approximately 10-15 minutes	Vendor Setup Time: Please adhere to the fifteen (15) minutes maximum time allotted for setup.

3.2 WELCOME & INTRODUCTIONS

Agenda #	Agenda Item
1	State of Georgia & Supporting Organizations Introductions
2	Supplier Introductions
3	Opening Remarks & Participant Instructions
4	Agenda Review



3.3 PHARMACY FWA AUDIT SERVICES DEMONSTRATION AGENDA

The Supplier is to ensure the demonstration of the items identified below support their response to the corresponding question within Attachment W – Mandatory Scored Questions – Pharmacy Fraud, Waste, and Abuse Audit Services.

Agenda #	Maximum Allotted Time	Mandatory Scored Question(s) Requiring Demonstration
5	45 minutes	Question# 7: Provide a real-time demonstration of your cost avoidance strategy for selecting claims in your concurrent review program.
6	45 minutes	Question #11: Provide a real-time demonstration of your Data Mining tool and how your tool and strategy produced the Evaluation Summary of identified patterns of waste and abuse as required in the narrative response and supporting documentation.

3.4 QUESTION & ANSWER PERIOD

3.5 CLOSING REMARKS