

Submitted via email to: [valorie.garcia1@mcmc.nm.gov](mailto:valorie.garcia1@mcmc.nm.gov)

Section / Topic	Optum Question	MCMC Answer
<b>Contract</b>	<ul style="list-style-type: none"> <li>• Would you please clarify if a vendor would be disqualified without any opportunity for discussion for any of the following?               <ul style="list-style-type: none"> <li>– Not able to agree to a termination for convenience.</li> <li>– Not able to go-live November 1 but able to go-live 90 days after contract executed.</li> </ul> </li> </ul>	A vendor would not be disqualified
<b>Implementation</b>	<ul style="list-style-type: none"> <li>• Other than preference, is there a reason why anticipated go-live start-date is shortly after contract execution?</li> </ul>	We must have a vendor in place that was chosen by RFP. We currently are using a vendor who is temporary.
<b>Implementation</b>	<ul style="list-style-type: none"> <li>• Do you desire a big-bang start-up or a phased approach? If phased, please specify your preference.</li> </ul>	Big Bang
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• Is it an <b>acceptable step</b> to rebadge / employ MCMC coding staff into Optum who currently perform functions within the scope of work of this RFP?</li> <li>• Is it a <b>requirement</b> to rebadge / employ MCMC coding staff into Optum who currently perform functions within the scope of work of this RFP?</li> </ul>	We would not rebadge MCMC staff
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• What is the number of providers?</li> </ul>	Clinics- 7
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• How many coders now servicing the work that falls within the scope of this RFP?</li> </ul>	3
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• Are there any EMR platforms beyond Cerner?</li> </ul>	no
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• Are you planning any system conversions or consolidations within the timeframe of this agreement and if so please specify.</li> </ul>	no
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• It is clear the scope includes professional coding but does it also include Hospital based coding?</li> </ul>	Yes
<b>General / Scope</b>	<ul style="list-style-type: none"> <li>• Does the scope of coding include working edits related to coding?</li> </ul>	Yes

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General / Scope	<ul style="list-style-type: none"> <li>Is this coding currently performed by MCMC coding staff?</li> </ul>	Some.
Historical Data	<ul style="list-style-type: none"> <li>What is the encounter volume to be coded by specialty?</li> </ul>	Clinic 40-100 daily L&D, New born, Daycases, OBS 4-7
Historical Data	<ul style="list-style-type: none"> <li>What is Annual CPT utilization by specialty?</li> </ul>	Clinic 40-100 daily L&D, New born, Daycases, OBS 4-7
Historical Data	<ul style="list-style-type: none"> <li>What is Annual chart volume by specialty?</li> </ul>	Clinic 40-100 daily L&D, New born, Daycases, OBS 4-7
Historical Data	<ul style="list-style-type: none"> <li>What is Annual denials volume by type?</li> </ul>	What type of denials?
Historical Data	<ul style="list-style-type: none"> <li>What percent of your denials are coding related?</li> </ul>	3%
Historical Data	<ul style="list-style-type: none"> <li>What is your current rate of queries back to the providers?</li> </ul>	These does not apply MCMC deals with queries.
General / Scope	<ul style="list-style-type: none"> <li>Describe any backlog and process to manage backlog.</li> </ul>	No back log
General / Scope	<ul style="list-style-type: none"> <li>How do you monitor coder productivity &amp; quality?</li> </ul>	The outsource company send a monthly report of audit for their coders and and MCMC HIM Director reviews report
General / Scope	<ul style="list-style-type: none"> <li>Are productivity and quality scores for your coders where you expect them to be?</li> </ul>	97+%
General / Scope	<ul style="list-style-type: none"> <li>Within the last five years, have you experienced any recent negative external audit findings? Ex. OIG, CERT, RAC, etc. If yes, please specify.</li> </ul>	no
General / Scope	<ul style="list-style-type: none"> <li>Is any encoder deployed?</li> </ul>	no
General / Scope	<ul style="list-style-type: none"> <li>Do you use any computer assisted coding technology and if so, what application?</li> </ul>	3M
General / Scope	<ul style="list-style-type: none"> <li>What is the Number of contracted Payers?</li> </ul>	Will work on getting this information
Historical Data	<ul style="list-style-type: none"> <li>Please provide a Payer Mix Breakdown.</li> </ul>	Will work on getting this information
Historical Data	<ul style="list-style-type: none"> <li>Please provide an AR Aging by Payer.</li> </ul>	Billing does AR N/A

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**State of New Mexico – MCMC**  
Medical Coding  
RFP# 24-662-0100-00014  
VENDOR QUESTIONS

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Historical Data	<ul style="list-style-type: none"><li>Number of Tax ID's?</li></ul>	We have only had 1 Tax ID
General / Scope	<ul style="list-style-type: none"><li>When does your fiscal year end?</li></ul>	June 30th