



New Jersey Schools Insurance Group  
6000 Midlantic Drive, Suite 300 North  
Mount Laurel, New Jersey 08054  
[www.njsig.org](http://www.njsig.org)

Request for proposals: C-2017-0010

## Questions regarding the RFP and Answers

August 6, 2017

Question 1: Does this RFP pertain to such ancillary services as Transportation & Language or would the MCO selected make those determinations after the fact?

Answer: No. This RFP only applies to the workers' compensation managed care organization.

Question 2: How do we determine geographic locality to apply a UCR?

Answer: For the purpose of the sample medical bill review, utilize NJSIG's postal code, "08054."

Question 3: Furthermore, how do we determine our PPO reduction without any provider information?

Answer: For the purpose of the sample medical bill review, assume that all sample bills are from in-network providers.

Question 4: Also, without a DOS we cannot determine which year UCR to utilize or apply appropriate PPO contract.

Answer: For the purpose of this sample medical bill review, utilize a standardized date of service of “July 1, 2017.”

Question 5: Also, we did not receive any Facility/Hospital bills. Is this correct?

Answer: The sample medical bill review includes document bates stamped NJSIG 1 through NJSIG 34.

Question 6: The scope of this RFP reads as a managed care contract. It asks questions primarily about Bill Review, Generalist PPO, and Nurse Case Management services. It does not ask questions specific to ancillary services like managed PT. Are all ancillary services being considered? If so, can you please provide more guidance on how we should best respond?

Answer: This RFP only applies to the workers’ compensation managed care organization.

Question 7: Please provide the following Bill Review and PPO information for the last two year period:

- Total Fee Schedule Reductions/Savings

Answer: This information is not tracked separately from total savings. See the chart below for total savings.

- Total Audit Reductions / Savings

Answer: This information is not tracked separately from total savings. See the chart below for total savings.

- Total Other Reductions / Savings

Answer: This information is not tracked separately from total savings. See the chart below for total savings.

- Total PPO Reductions / Savings

Answer: This information is not tracked separately from total savings. See the chart below for total savings.

- Total Paid

Answer:

	<b>2016</b>	<b>2015</b>
<b>Bill Count</b>	37,620	26,711
<b>Charges</b>	\$48,514,317	\$41,647,252
<b>Allowed</b>	\$16,971,900	\$15,541,095
<b>Savings</b>	\$31,542,417	\$26,106,158

- Total Annual Bill Volume

Answer: See the chart above.

- Total Annual Bill Charges

Answer: See the chart above.

- Bill Review Charges (per line, per bill)

Answer: There is no separate bill review charge with the current workers' compensation managed care provider. This is included in the per claim flat fee.

- Total Audit, Enhanced and Out of Network Fees

Answer: There is no separate bill review charge with the current workers' compensation managed care provider. This is included in the per claim flat fee.

Question 8: How [many] current TCM cases are open and active[?] How long have they been open?

Answer: There are 365 current TCM cases open and active. The duration each TCM case has been open is specific to each case.

Question 9: How [many] current FCM cases are open and active[?] How long have they been open?

Answer: None with the current workers' compensation managed care provider.

Question 10: How many FCM referrals were made in each of the last five years[?]

Answer: None to the current workers' compensation managed care provider.

Question 11: How many TCM referrals were made in each of the last five years[?]

Answer: 2016: 745  
2015: 842  
2014: 937  
2013: 613  
2012: 701

Question 12: How many Utilization Review referrals have been made for the last two year period[?]

Answer: This information is not tracked separately from total savings. See the chart above for total savings.

Question 13: How many desk audits have been performed in the past two year period[?]

Answer: Approximately 5% of all desk adjusted.