Wednesday, March 10, 2021, @ 10:00 a.m.
Services - Drug Pipeline Intelligence Reporting
MDH-OPASS-21-19035

Type of Meeting: Preproposal Meeting

Meeting Facilitator: Calvin T. Johnson

I. Call to Order at 10:03 am

II. Introductions

- MDH/Office of Procurement and Support Services
    - Calvin T Johnson, Contract Officer, MDH OPASS
- MDH/Office of Pharmacy Services
    - Kim Rogers, Advanced Practice Pharmacist, MDH OPS
    - Angela Kim, Advanced Practice Pharmacist, MDH OPS
    - Mangesh Joglekar, Chief of Clinical Services, MDH OPS
    - Dixit Shah, Deputy Director, MDH OPS
    - Athos Alexandrou, Director, MDH OPS
- Prospective Vendors
    - Timothy Cummings, Executive Director Clinical Pharmacy Services, University of Massachusetts Medical School
    - West Taft, Director of Business Development, AVAAP, BI consulting partner for Tableau

III. Procurement Process……Calvin T. Johnson, Contract Officer MDH/OPASS

- IFB Review
    - Contract Duration: 1 year beginning on or about mid-April 2021
    - Minimum Qualifications (Section 1, page 1)
        - Bidders should pay close attention to the minimal qualifications as this is the first item the department looks at to verify if the bidders are appropriate for participation in the solicitation.
    - Contractor Requirements: Scope of Work (Section 2)
        - A pharmacist from OPS will provide you with a clearer understanding of the technical expectations of the contract and what the department expects of a successful bidder.
- Procurement Process
    - Procurement method: Competitive Sealed Proposal
    - EMMA registration (Section 4.2)
    - Questions
        - Submit questions to the Procurement Officer, Queen Davis, via mdh.solicitationquestions@maryland.gov. Questions should be submitted no later than five (5) days prior to the proposal due date.
    - Payment (Section 4, Subsection 4.23 – 4.25)

      -By submitting this solicitation, the bidder agrees to accept payment by electronic transfer unless the State Comptroller's Office grants the bidder an exemption.

      -Payment by electronic funds transfer (EFTs) are mandatory for contracts exceeding $200,000.
- Proposal Format (Section 5)
    - Bidders must submit documentation as 2 separate volumes or attachments

- Volume 1-Technical Proposal
    - The document can be submitted as an electronic version (via email) in a Microsoft Word format or a searchable PDF.
    - This document should be documented in the same format for public information act (PIA) requests. The copy shall be redacted to remove confidential and /or proprietary information.
    - Please note, there is a 0% Minority Business Enterprise (MBE) and Veterans Small Business Enterprise (VSBE) goal for this contract.
- Volume II- Financial Proposal
    - The proposal will have a password encryption in order to open the financial form
    - Please review pages 29-30 for Financial Proposal Instructions

- Bid Evaluation and Award Procedures (Section 6)
    - The contract will be awarded to the responsible Offeror that submitted the proposal determined to be the most advantageous to the State considering technical and price factors as set forth in the IFB
        - The Technical Criteria, listed in descending order of importance, can be found in Subsection 6.2, with the Financial Proposal Criteria listed in Subsection 6.3.
        - Documents Required Upon Notice of Recommendation for Contract Award is listed in Section 6.4
- Due Date
    - Proposals are due no later than **April 6, 2021 @ 2:00pm Eastern Time**
    - The address for receipt of proposals is listed on the Key Information Summary Sheet. No proposals will be accepted after 2:00pm. Please note that the proposals should be delivered via email to Calvin T Johnson.

IV. Scope of Work……..……..……Kim Rogers

- In efforts to keep up with the emerging trends within the current drug pipeline and to estimate financial impacts of high-cost drugs prior to market entry, the Office of Pharmacy Services is interested in acquiring a vendor to provide the following services:

a) An interactive web platform or web portal that delivers a weekly updated drug pipeline reporting of all drugs in the development process to include: brand and generic name, PDUFA date, status of clinical trials (e.g. phase I ,etc.), route of administration, predicted duration of therapy (e.g. one time administration of a gene therapy or a specialty medication for continuous use), indication and direct comparator therapies
b) Corresponding ICD-10 codes (diagnosis codes) for each pipeline drug or a look-up tool that can search for the codes
c) Dashboard to analyze financial forecasting of new drug entities and drug pricing implications /economic models (vendor should update this monthly due to market changes, if applicable). In addition to this, when the drug is approved, the vendor should provide benchmark prices for each pipeline drug such as wholesale acquisition costs (WAC) or list price set by manufacturers
d) Support Analyst team (that is available M-F 8am to 5pm) to answer drug information questions pertaining to the pipeline and to provide any requested ad hoc reports within a 48-hour timeframe

e) List of recently approved drugs with an annual cost or per treatment cost of >$100,000.00 (provide this every other month)
f) Continuous publications highlighting recent and upcoming events including projected launches of first time generic and brand drugs, disease class specific strategy reports, new drug reports or P&T reports
g) Provide web-based access to the pipeline services for at least 10 users

- Please review the Background and Purpose (Subsection 2.2) in addition to the Responsibilities and Tasks (Subsection 2.3) of the IFB

V. Questions

- Q&A Session

- Questions asked during the Q&A portion of this meeting must be submitted to the Department in writing via email for clarity purposes. The questions and answers along with the minutes and other documents, if required, will be posted on EMMA and MDH website.

- UMass

  -Question: Regarding the monitoring of pipeline drugs, what level of detail is expected for Phase I drugs as this may drive up the overall cost?

  -Answer: The department will focus mainly on Phase 3 drugs for clinical and financial analysis; however, the vendor must provide minimal information or highlights of Phase I and Phase 2 drugs in the upcoming pipeline.

VI. Adjournment at 10:30 am

- Thank you for participating in the Drug Pipeline Intelligence Reporting Pre-Proposal Conference.