click. compare. covered.

# Washington Health Benefit Exchange RFQQ 17-010 Addendum 1 

August 11, 2017

| TO: | Potential Bidders for RFQQ 17-010 and Other Interested Parties |
| :--- | :--- |
| FROM: | Erin Hamilton, RFQQ Coordinator |
| SUBJECT: | Addendum 1 to RFQQ 17-010 "Printing and Mailing Services" |
| PURPOSE: | To amend specific provisions of RFQQ 17-010 and to provide responses to questions submitted <br> by potential bidders by the RFQQ deadline. |

1. The following are included with this addendum, as attached:

- Attachment A - WAHBE's responses to 33 bidder questions.
- Attachment B - Fillable (Microsoft Word) versions of the required response templates (RFQQ 17-010 Exhibits A-C), as requested in the bidder questions. This includes the newly revised Cost Proposal Worksheet provided as Attachment D (RFQQ 17-010 Exhibit C).
- Attachment C - Envelope specifications, as requested in the bidder questions.
- Attachment D - A non-fillable version of the revised Cost Proposal Worksheet (required submittal).
- Attachment E - A Sample Insert, as requested in the bidder questions.

2. RFQQ Exhibit C "Cost Proposal Worksheet for Category 1", is hereby removed and replaced with Attachment D "Revised Cost Proposal Worksheet".
3. Contact the RFP Coordinator at contracts@WAHBExchange.org if there are any questions concerning this Addendum.

Respectfully,

Erin Hamilton
RFQQ Coordinator
contracts@wahbexchange.org

| \# | Document <br> Name | Section and Title | Page | Vendor's Question | WAHBE's Response |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| \#Document <br> Name | Section and Title | Page | Vendor's Question | WAHBE's Response |
| :--- | :--- | :--- | :--- | :--- | :--- |


| \# | Document <br> Name | Section and Title | Page | Vendor's Question | WAHBE's Response |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| \# | Document Name | Section and Title | Page | Vendor's Question | WAHBE's Response |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 16 | RFQQ | General | N/A | How many different paper colors and paper sizes can be included in any given correspondence? | For correspondences, the required paper is usually white, $8.5^{\prime \prime} \times 11^{\prime \prime}$. For inserts other than envelopes, the paper is usually white and the finished product usually either $8.5^{\prime \prime} \times 11^{\prime \prime}$ or $3.5^{\prime \prime} \times 8.5^{\prime \prime}$, as shown in Attachment E. |
| 17 | RFQQ | General | N/A | From the supplied information we are calculating approximately $4,000,000$ to $6,000,000$ of clicks or impressions per month, is our volume estimate correct? | Based on the information provided, the average impressions/pages per month is approximately $\$ 4,500,000$. <br> We did not do a month-by-month calculation. |
| 18 | ALL | General | N/A | Will you please provide the RFP and attachments in a Word document to make filling in the forms easier? | Yes and No. We will not provide the entire RFP in Word. However, Exhibits A - C (the required response templates) are provided in Word and attached to the addendum as Attachment B. |
| 19 | RFQQ | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 5 \end{gathered}$ | Assuming camera-ready PDF are print-ready PDF's? | This information is already provided in the RFQQ. Please see Section 2.1.1. |
| 20 | RFQQ | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 5 \end{gathered}$ | Do the PDF's include intelligent bar codes such as OMR or 2D? | No they currently don't include the bar codes. Please see WAHBE's response to question \#9. |
| 21 | RFQQ | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 5 \end{gathered}$ | What time do files arrive daily? | This information is already provided in the RFQQ. Please see Exhibit B "Proposal Response Worksheet", Mandatory Requirement \#5. |
| 22 | RFQQ | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 5 \end{gathered}$ | How many PDF files are received daily typically? Does each PDF include multiple document types? | This information is already provided in the RFQQ. Please see Exhibit B "Proposal Response Worksheet", Mandatory Requirement \#6. |
| 23 | RFQQ | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 5 \end{gathered}$ | What type of control file comes with the PDF files for validation of what is being sent? | There is currently no control file that comes with the PDF. |
| 24 | RFQQ | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 5 \end{gathered}$ | Can you explain your current NCOA process? | Correspondence is printed and inserted into envelopes at the print vendor, then taken to a presort facility where they run them against the NCOA database. If an address matches against the NCOA database, they apply a new label to the envelope with the updated address. We receive reports with the old/new addresses that were updated. |

Attachment A - Vendor Questions and WAHBE Reponses for RFQQ 17-010 - Printing and Mailing Services

| \# | Document Name | Section and Title | Page | Vendor's Question | WAHBE's Response |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 25 | RFQQ - <br> Exhibit C | Scope of Work and Deliverables | $\begin{aligned} & \text { Page } \\ & 22 \end{aligned}$ | Can we receive quantities and samples for this pricing requirement? | Estimated usage/ quantities have been provided in RFQQ Attachment 2. The unit of measure you are requested to bid is provided in RFQQ Exhibit C - Cost proposal worksheet. Samples have been provided in RFQQ Attachment 1. |
| 26 | RFQQ - <br> Attachment 1 | Scope of Work and Deliverables | $\begin{gathered} \text { Page } \\ 24 \end{gathered}$ | Can we get additional samples of other document types? | We provided one sample correspondence and a link to additional samples in RFQQ Attachment 1. Sample inserts are attached to this addendum as Attachment $E$. If other document types are desired, further clarification of the request is needed. Physical materials, if desired, will be sent to you upon written (email) request to the RFQQ coordinator. |
| 27 | RFQQ - <br> Attachment 2 | Scope of Work and Deliverables | $\begin{aligned} & \text { Page } \\ & 27 \end{aligned}$ | Can you identify which documents are printed simplex and duplex? | Not really. Per RFQQ Section 1.3, "Correspondences range in size from 1 to 16 printed pages depending on the content of the correspondence and the customer's language preference." |
| 28 | RFQQ - <br> Attachment 2 | Scope of Work and Deliverables | $\begin{aligned} & \text { Page } \\ & 27 \end{aligned}$ | Are total print volumes (versus mail pieces) available by document type? | No. However, you can estimate the total print volume using the information provided in RFQQ Attachment 2. |
| 29 | RFQQ | General | N/A | Do I need to register with you to bid on RFQQ 17-010? | No. |
| 30 | RFQQ | General | N/A | Who currently has this contract? | See WAHBE's response to question \#5 |


| \# | Document Name | Section and Title | Page | Vendor's Question | WAHBE's Response |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 31 | Exhibit C | Envelopes | 22 | I need to know the size and placement of each window? For example, I need the height $x$ width and the placement from the left and placement from the bottom, for each envelope. Like this $1.125 \times 4.5$, .875L, .5B <br> 6" x 9" Two - Window Security Envelope 6" x 9.5" Two - Window Security Envelope \#9 Two-Window Security Business Reply Envelope. | Yes. Specifications (sizes, window locations, etc.) are attached to this addendum as Attachment C. |
| 32 | RFQQ | General | N/A | Would there be a chance I could pick up or have you UPS (I have account \#) <br> 3-4 Samples of each envelope: <br> - 6" x 9" Envelope <br> - 6" $\times 9.5$ " Envelope <br> - \#9 Business Reply Envelope <br> Printed Material - could I get a few samples of that as well? I'm curious what the printed material for \#9 return envelope looks like is it perforated or where is the perforation located. | None of our correspondence are printed on perforated paper. The two correspondence that require the \#9 envelope insert are printed the same way as the other correspondence. <br> Specifications for the envelopes (sizes, window locations, etc.) are attached to this addendum as Attachment C. <br> Physical materials, if desired, will be sent to you upon written (email) request to the RFQQ coordinator. |
| 33 | RFQQ | Exhibit B Requirement 20 | 19 | How often are inserts printed, and what quantities are they printed in? Is there a copy of an insert we can view? | Historically, HBE prints and mails inserts two times per year, but that may vary. <br> Sample inserts are provided in this addendum as Attachment E . The sample full-size insert shown is currently printed once per year in quantities ranging from about 150,000 to 175,000 . The sample $1 / 3$ page insert is currently printed once per year in quantities ranging from about 60,000 to 75,000 . |

## EXHIBIT A

# CERTIFICATIONS AND ASSURANCES 

## For RFQQ 17-010 Printing and Mailing Services

## Issued by the Washington Health Benefit Exchange

We make the following certifications and assurances as a required element of the Response, to which it is attached, affirming the truthfulness of the facts declared here and acknowledging that the continuing compliance with these statements and all requirements of the RFQQ are conditions precedent to the award or continuation of the resulting Contract.
The prices in this Response have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other offer or competitor relating to (i) those prices, (ii) the intention to submit an offer, or (iii) the methods or factors used to calculate the prices offered. The prices in this Response have not been and will not be knowingly disclosed by the offer, directly or indirectly, to any other offer or competitor before Contract award unless otherwise required by law. No attempt has been made or will be made by the offer to induce any other concern to submit or not to submit an offer for the purpose of restricting competition. However, we may freely join with other persons or organizations for the purpose of presenting a single Response or bid.
The attached Response is a firm offer for a period of 120 days following the Response Due Date specified in the RFQQ, and it may be accepted by WAHBE without further negotiation (except where obviously required by lack of certainty in key terms) at any time within the 120-day period. In the case of protest, our Response will remain valid for 180 days or until the protest is resolved, whichever is later.

In preparing this Response, we have not been assisted by any current or former employee of the Washington Health Benefit Exchange or the state of Washington whose duties relate (or did relate) to WAHBE's solicitation, or prospective Contract, and who was assisting in other than his or her official, public capacity. Neither does such a person nor any member of his or her immediate family have any financial interest in the outcome of this Response. (Any exceptions to these assurances are described in full detail on a separate page and attached to this document.)

We understand that WAHBE will not reimburse us for any costs incurred in the preparation of this Response. All Responses become the property of WAHBE, and we claim no proprietary right to the ideas, writings, items or samples unless so stated in the Response. Submission of the attached Response constitutes an acceptance of the evaluation criteria and an agreement to abide by the procedures and all other administrative requirements described in the solicitation document.

We understand that any Contract awarded as a result of this Response will incorporate all the solicitation requirements. Submission of a Response and execution of this Certifications and Assurances document certify our willingness to comply with the Contract terms and conditions appearing in Attachment 5, or substantially similar terms, if selected as a contractor. It is further understood that our standard contract will not be considered as a replacement for the terms and conditions appearing in Attachment 5 of this solicitation.

We (MUST CIRCLE ONE) are / are not submitting proposed Contract exceptions (see Section 3.16 Contract Requirements).

[^0][^1]
## EXHIBIT B

## PROPOSAL RESPONSE WORKSHEET

## 1. Printing Qualifications (Mandatory Pass/Fail)

Vendors must confirm their firm's ability to comply with the following requirements as part of any resulting contract. Complete section 1.1 if proposing for service category 1 , section 1.2 if proposing for service category 2 , or both if proposing for both service categories 1 and 2 .

|  | Mandatory Requirements | Enter "yes" <br> if meet <br> requirement | If Vendor does not meet <br> requirement, explain <br> why below" |
| :--- | :--- | :--- | :--- |
| 1.Vendor's main printing facility (for the work to be done <br> under this contract) is located in Washington State. |  |  |  |
| 2.Vendor possesses an additional printing facility or has <br> established partnership with other print vendor(s) for <br> overflow and disaster recovery. List facility location or <br> partnership here: |  |  |  |
| 3.Vendor has documented procedures in place to ensure <br> the proper handling and protection of PHI and PII; to <br> meet HIPAA requirements |  |  |  |
| 4.Vendor has at least 5 years working expertise and <br> competency in current technologies and techniques <br> available in the printing industry |  |  |  |
| 5.Vendor will meet printing and mailing deadlines. <br> Correspondence received at approximately 2:00 a.m. <br> PT Monday - Friday must be printed and mailed by end <br> of the same day. Correspondence received over a <br> weekend or a Federally-recognized holiday must be <br> printed and mailed by the end of day on the next <br> business day |  |  |  |
| 6.Vendor can receive and print camera ready PDF file(s) <br> in various languages that contain embedded fonts. <br> Each PDF file may contain up to 10,000 <br> correspondences and the Vendor may receive several <br> files in the same day. See Attachment 1 for sample <br> correspondences and a link to additional samples. |  |  |  |
| 7.Vendor will print simplex or duplex, fold and insert <br> correspondence into any size standard white, <br> windowed security envelope (or larger envelope as <br> needed) to meet postal regulations. |  |  |  |
| 8.Will accurately identify the correct number of pages of <br> each correspondence to be inserted into an envelope. |  |  |  |


| Mandatory Requirements | Enter "yes" if meet requirement | If Vendor does not meet requirement, explain why below* |
| :---: | :---: | :---: |
| 9. Will print a full color logo and return address at on the top left of the first page of each correspondence, as requested by WAHBE |  |  |
| 10. Will accurately identify which correspondence require inserts. |  |  |
| 11. Will produce any barcodes that may be needed by insertion equipment |  |  |
| 12. Will produce reports for all daily print jobs and ad-hoc reports for finance and other departments. Reports must include, at minimum, the data shown in ATTACHMENT 3 -Reporting Requirements |  |  |
| 13. Will box and ship undeliverable mail to WAHBE, as requested |  |  |
| 14. Will identify and prioritize high-priority WAHBE print jobs, as requested |  |  |
| 15. Will produce 'reprints' if necessary |  |  |
| 16. Will receive and print "one-off" correspondence mailings that may contain all static text or variable data, outside of regular daily print file |  |  |
| 17. Will print in batches of large and small quantities |  |  |
| 18. Will meet with WAHBE staff to resolve any print issues within 24 hour response time to meet critical print delivery dates |  |  |
| 19. Will insert return envelopes as needed |  |  |
| 20. Will print and insert assorted paper colors and sizes into one correspondence, as needed |  |  |
| 21. Will order and maintain sufficient stock of paper, envelopes, and postage; to be used for mailing correspondence |  |  |
| 22. Will provide SFTP secure location for transfer of daily print files and to transfer data files for "one-off" mailings |  |  |
| 23. Will verify that a specific correspondence was printed and sent for mailing, if necessary |  |  |
| 24. Will run pre-addressed correspondence against CASS, as requested, and will provide WAHBE with a report of corrected addresses |  |  |
| 25. Will work as a partner and offer ways to maximize savings related to print/mail costs |  |  |


| Mandatory Requirements | Enter "yes" <br> if meet <br> requirement | If Vendor does not meet <br> requirement, explain <br> why below" |
| :---: | :---: | :---: |
| 26. Will set up/manage postage account with USPS or <br> other alternative postage method, as needed |  |  |
| 27. Will provide a monthly reconciliation of pre-paid <br> postage against actual postage used |  |  |
| 28. Will reconcile any unused pre-paid postage at the end <br> of contract and refund unused portions back to <br> WAHBE |  |  |

## * WAHBE has the sole discretion to accept or reject any explanation for not meeting the Mandatory requirement listed. Failure to meet each of the mandatory requirements as listed, regardless of explanation, may result in disqualification.

## 2. Additional Qualifications (Mandatory/Scored)

2.1. Attach a description of how you will ensure Personally Identifiable Information provided to you will be protected from unauthorized access and distribution.
2.2. Attach at least one example or case study that describes your ability and experience working collaboratively with customers to achieve efficiencies and/or cost savings. Contact information (name, phone, email) for the example(s) must be provided for verification purposes.
2.3. Attach at least one example of a time your firm showed flexibility and collaboration with a customer to resolve a problem, miscommunication, or delay. Describe the situation, your role in determining the resolution or alternate course of action, and the customer's satisfaction with the result. Contact information (name, phone, email) for the example(s) must be provided for verification purposes.
2.4. Attach a description of the steps the Vendor will take to ensure WAHBE correspondences are printed, inserted, and mailed accurately and timely. Include any quality control measures the Vendor currently has in place that help ensure the accuracy of mailed correspondences.

## 3. Value Added-Services (Desired/Scored)

Describe any additional value-added services or support you will offer if awarded a contract including, but not limited to: quarterly business reviews; analysis of current business and recommendations for costsaving initiatives; and strategies for decreasing the volume of returned mail.

Attachment B - Fillable (Microsoft Word) Mandatory Response Templates

## REVISED EXHIBIT C COST PROPOSAL WORKSHEET

1. The Vendor is to include in their cost proposal all direct and indirect costs associated with completing the project as described in Section 2 "Scope and Deliverables" including, but no limited to: administrative; facilities; travel; labor; licenses; reporting; and taxes. No additional charges for other expenses shall be allowed. Provide a proposed cost breakdown for this project similar to below. (Mandatory/Scored)

| Item | Unit of <br> Measure | Bid Price |
| :--- | :---: | :---: |
| Printing Services (all sheets referenced below are standard 8.5" x 11") |  |  |

Attachment B - Fillable (Microsoft Word) Mandatory Response Templates

| Mailing Services - to include, but not limited to, mail preparation, presorting, and address <br> validation services. Itemize each service below: <br> Mailing Service Item (list): <br> Mailing Service Item (list): <br> Mailing Service Item (list): <br> Mailing Service Item (list): <br> Maist: <br> List: <br> Mailing Service Item (list): <br> Mailing Service Item (list): <br> Mailing Service Item (list): List: |  |  |
| :--- | :--- | :--- |
| Mist: |  |  |
| Miscellaneous and Other | List: |  |
| Ad-hoc reporting Services | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
|  | List: |  |

2. Attach a "Price List" consisting of any goods and services Vendor would like to offer WAHBE beyond those described above. The prices identified in the list must be fully-burdened. No additional fees may be applied to the rates listed. Any percentage discount offered below shall be applied to the rates listed on the Price List.

| Other items not specified - Percentage Discount from Regular <br> Price | $\%$ |
| :--- | :--- |

Attachment C - Envelope Specifications

## ENVELOPE GEOMETRY for 6" x 9"

11-Nov-2013, RevF


Attachment C - Envelope Specifications

ENVELOPE GEOMETRY for $6^{\prime \prime} \times 91 / \mathbf{2}^{\prime \prime}$
11-Nov-2013, RevF


## Attachment D - Revised Cost Proposal Worksheet (non-fillable)

See Attachment B for a fillable version of this revised form.

## REVISED EXHIBIT C COST PROPOSAL WORKSHEET

1. The Vendor is to include in their cost proposal all direct and indirect costs associated with completing the project as described in Section 2 "Scope and Deliverables" including, but no limited to: administrative; facilities; travel; labor; licenses; reporting; and taxes. No additional charges for other expenses shall be allowed. Provide a proposed cost breakdown for this project similar to below.
(Mandatory/Scored)

| Item | Unit of <br> Measure | Bid Price |
| :--- | :---: | :---: |
| Printing Services (all sheets referenced below are standard 8.5" $\mathbf{x}$ 11") |  |  |

Envelopes

| $6 " \times 9 "$ Two-Window Security Envelope | EA |  |
| :--- | :---: | :---: |
| $6 " \times 9.5 " ~ T w o-W i n d o w ~ S e c u r i t y ~ E n v e l o p e ~$ <br> (used for correspondences EE001 and EE005 only) | EA |  |
| \#9 No-Window Security Business Reply Envelope <br> (used for correspondences EE001 and EE005 only) | EA |  |
| Oversized envelope - Approximately 9" $\times 11.5 " ~(f o r ~$ <br> oversized mailings) List: | EA |  |

Inserting and Mailing Services

| Inserting Services | EA |  |
| :--- | :---: | :---: |
| Postage Rate - Machinable Letter - 3.5oz. or less - bulk <br> rate | EA |  |
| Postage Rate - Machinable Letter $-3.50 z$. or less - piece <br> rate | EA |  |
| Postage Rate - Nonmachinable Letter - 4oz. or less - bulk <br> rate | EA |  |
| Postage Rate - Nonmachinable Letter - 4oz. or less - <br> piece rate | EA |  |
| Postage Rate - Flat Letter - 4oz. or less - piece rate | EA |  |

Attachment E - Sample Inserts
Mailing Services - to include, but not limited to, mail preparation, presorting, and address validation services. Itemize each service below:

| Mailing Service Item (list): | List: |  |
| :--- | :--- | :--- |
| Mailing Service Item (list): | List: |  |
| Mailing Service Item (list): | List: |  |
| Mailing Service Item (list): | List: |  |
| Mailing Service Item (list): | List: |  |
| Mailing Service Item (list): | List: |  |
| Mailing Service Item (list): | List: |  |
| Mailing Service Item (list): | List: |  |

* Add additional rows as needed

Miscellaneous and Other

| Ad-hoc reporting Services | List: |  |
| :--- | :--- | :--- |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
| Other Service (list): | List: |  |
|  | * Add additional rows as needed |  |

2. Attach a "Price List" consisting of any goods and services Vendor would like to offer WAHBE beyond those described above. The prices identified in the list must be fully-burdened. No additional fees may be applied to the rates listed. Any percentage discount offered below shall be applied to the rates listed on the Price List.

Other items not specified - Percentage Discount from Regular

Full Sheet Insert ( $8.5^{\prime \prime} \times 11^{\prime \prime}$ ) - Currently printed once per year in quantities between 150,000 and 175,000.

You are getting a 1095-A because you or one of your family members was covered by a Washington Healthplanfinder Qualified Health Plan during the past year.

1095-A

1
The 1095-A: Health Insurance Marketplace Statement is an important tax document.


H

2. When you file your taxes, use the information from your 1095-A to complete the - IRS Form 8962: Premium Tax Credit.


If you took advantage of premium tax credits or want to claim tax credits, YOU CANNOT FILE with form 1040 EZ.


Even if your income is below the tax filing threshold, you must file to continue to be eligible for premium tax credits.


IMPORTANT! If you don't file your federal taxes correctly, you may not be eligible to get tax credits in future years!

$1 / 3$ Sheet Insert ( $3.5 " \times 8.5 "$ ) - Currently printed once per year in quantities between 60,000 and 75,000 .


SIGN IN
Check out your options before
Dec. 15 for Jan. 1 coverage


SELECT LINK
Next Year's Coverage Options


## SHOP NEW OPTIONS

Keep your current plan or shop for new options


ADD DENTAL COVERAGE
Dental coverage is available for your household


## GO PAPERLESS

Update your notification settings and ditch the paper!

FOR RENEWAL TIPS, CHECK OUT: wahbexchange.org/renew
wahealthplanfinder.org
1-855-923-4623


[^0]:    Vendor Signature

[^1]:    Company/Firm Name

