

STATE OF ARKANSAS

SP-13-0190

	QUESTION	ANSWER
1	As a State agency, are we eligible to respond to the RFQ?	Yes. A government agency may submit responses on the April 11th deadline, however those responses will be separated from those of non-government agencies and evaluated separately. If selected, government agencies would be procured through an inter-agency agreement, rather than a contract.
2	Should respondents to the RFQ proposing to serve counties in which there are prisons assume that they will need to provide services to state and federal inmate populations?	Inmates awaiting final disposition of charges are eligible to buy insurance on the Exchange. Sentenced inmates are not eligible. It is our expectation that respondents will tell us what population they plan to serve. For additional information regarding incarcerated individuals please refer to the following link: https://nic.zendesk.com/entries/21466485-How-does-the-Affordable-Care-Act-impact-offenders-and-agencies .
3	Please provide clarification regarding the request on page 32 of 34 regarding the background check. Who are you requiring to have an ACIC check completed on at this particular stage of the RFQ process? Is this going to be a potential start up expense that is reimbursed?	No criminal background check is required at the point of the RFQ response. All IPA Guides (contracted, employed or volunteer) will be required to undergo a criminal history and background check prior to engaging in IPA activities. The IPA Guide entity will use the online criminal background system from the identification bureau of the department of the Arkansas State Police. A copy of the criminal history/background check shall be maintained in the individual's personnel file. The contracted IPA Guide entity will be required to follow AID's background and criminal history policy which will be shared at the time of negotiations. Expenses incurred may be reimbursable if included in the approved contract budget.
4	Nonprofit agencies that serve multiple counties may assign staff to cover any portion of their designated service areas. Additionally, in a rural state like Arkansas, people often commute farther than in more urban-oriented states and may cross county lines and agencies with service areas adjacent to state boundary lines may hire staff from adjacent states. Please clarify the residency requirement on Page 29 of 34:	Per section 3.1, J, page 19 "The IPA Guide Entity will ensure that all contracted, volunteer, and/ or employed individual IPA Guides under its direction are local residents of the area served." The intent is to ensure that Guides are trusted advisors within communities served. We do not interpret area as county.
5	Please identify whose name should be submitted for "APPENDIX E: ONLINE CRIMINAL BACKGROUND CHECK." (Agency director, program director, etc.)	Please refer to the answer to question # 3.
6	Both the first page of the RFQ (includes Arkansas State Seal, Office of State Procurement address, and RFQ Number) and "APPENDIX A" appear to be the designated "Cover Page." Please clarify which of these documents should be the first page of a submitted proposal.	Appendix A has been removed. Please refer to Addendum 2.
7	There is a discrepancy between the first page of the RFQ and "APPENDIX A." Business designation on the first page of the RFQ includes an option for "Government/Nonprofit." "APPENDIX A" does not include "Nonprofit." If "APPENDIX A" is to be used as the proposal cover page, how would nonprofit agencies properly complete that section of "APPENDIX A"?	Appendix A has been removed. Please refer to Addendum 2.

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8	Addendum #1, Page 5 stipulates that the estimated number of IPAs is 537. It appears to us that the number of IPAs necessary to cover the State effectively would be far less and that the current number anticipated, 537, would be prohibitively expensive to fund for the state (well over \$22,000,000 in salaries and benefits) for the first year. Is this estimated number of IPAs accurate?	The estimated IPAs needed is 538 (see Appendix D of the RFQ). The methodology used to come up with the number can be found on the IPA Program Budget handout provided at the conference and attached to the same location where the bid information is stored on the DFA-Procurement bid opportunities website. http://www.arkansas.gov/dfa/procurement/bids/bid_info.php?bid_number=SP-13-0190
9	If, for example, the prospective vendor believes that a smaller workforce of IPAs would be more effective and manageable, would the state consider modifying the number of IPAs stipulated in Addendum #1, Page 5?	The State will consider all qualified responses to the RFQ.
10	What is the overall budget for this outreach initiative?	The overall budget for the IPA Guide entity program is outlined in the IPA Program Budget handout provided at the conference and attached to the same location where the bid information is stored on the DFA-Procurement bid opportunities website.
11	Are healthcare providers, which have a vested interest in enrolling the uninsured in insurance plans (their revenue-generators), considered to have a conflict-of-interest as stipulated on Pages 16-17 (E, M, & O) of the RFQ?	Per guidance from the federal government, healthcare providers are eligible entities to become IPAs. As with all entities, any conflict of interest and/or appearance of a conflict of interest must be avoided. If an entity feels that it has a conflict of interest, it must disclose such and indicate what procedures have or will be put into place to mitigate the conflict.
12	Will prospective vendors be given latitude in structuring an effective enrollment program while adhering to the state's goals, objectives, and metrics for success?	The state is interested in innovative approaches and will entertain all qualified vendor responses.
13	Given the rural nature of much of Arkansas' population, has the Arkansas Insurance Department (AID) considered contracting with a statewide entity that could supplement the work of local in-person assisters by providing outreach, education, and enrollment assistance over the telephone? If the AID is open to telephone-based assistance from a statewide entity, would the AID consider waiving the requirement (on page 19) that IPA Guides be local residents of the area served?	The purpose of the IPA Guide program is to provide in-person assistance to consumers. Residency is a preferred. A vendor contemplating a telephone-based IPA Guide contract would need to demonstrate to reviewers how that vendor would successfully engage local residents of communities served.
14	Page 21 of the RFQ states that "monthly invoices should reflect services performed and expenses incurred during the period" (e.g. billing would be less months when services are scaled back due to unforeseen circumstances".... What is meant by "billing would be less..."? Does this statement relate to issues around an "IPA Guide" being on paid vacation or sick leave; and therefore, services were scaled back during the period of absence? Please provide some examples of such as "Unforeseen Circumstances"	As shown in the IPA Program Budget handout provided at the conference and attached to the same location where the bid information is stored on the DFA-Procurement bid opportunities website, the initial months' costs could potentially be more if the entity used the available 20% start up costs to procure laptops, cell phones, etc. Also, shown in the handout, it is estimated that the IPA total will be decreased by 75% to 134 IPAs following the end of Open Enrollment. Therefore, salary expense is expected to decrease for the entity after open enrollment. Unforeseen circumstances could be a tornado, snowstorms, etc.
15	What will be considered "allowable expenses" for monthly billing as referenced in the statement above.	Allowable expenses are those mutually agreed upon during budget negotiations and contained in the signed contract document.

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16	Will there be a “base” funding amount which can be billed monthly which does not fluctuate (i.e., salary, less funding for matrix, space, telephone, equipment, etc.)?	All items in the approved budget may be billed as agreed upon.
17	Will there be “Monthly Performance Measure Number(s)” required of IPA Guides which will dictate the “amount that may be billing on a monthly basis in reference to the “70% of the agreed upon contact amount”? Note: We do understand that there will be 10% of the entire agreed upon contract amount which will be withheld until after Open Enrollment period ends and that will be based on a minimum attainment rate of 85% of agreed upon monthly goals. This question is related to the Monthly payment... in reference to the 70% of the agreed upon contract amount....which will be billed and paid monthly.	AID will require monthly performance reports from contracted IPA Guide entities which will be based on agreed upon performance measures to include quantitative reporting of activities.
18	Is there a limit on the number of pages (for the attachments, other than the 12 page limit for the Project narrative)?	No. Please refer to page 4 of Addendum 2 of the RFQ. There are four (4) required attachments along with the signed original copy response of the RFQ. No other attachments will be accepted.
19	As a potential Prime Vendor/Contractor, who will be proposing to sub-contract services to LOCAL providers, should we include a COMPLETED and SIGNED Appendix C: Attestations Page for EACH of the proposed “Sub-contractors”?	No. Appendix C should be completed by the respondent to the RFQ. However, the Prime Vendor is responsible for ensuring Appendix C attestations are met for all subcontractors and the selected vendor may chose to require Appendix C attestations of its subcontractors.
20	As a potential Prime Vendor/Contractor who will be proposing to sub-contract services to LOCAL providers, should we include a Letter of Reference/Commitment from EACH, proposed “sub-contractor”? Note: The RFQ references to include three (3); however, more than 3 are being proposed to serve as “sub-contractors”.	Per Addendum 2, three (3) letters of reference are required. This requirement is of the Prime Vendor, or the person responding to the RFQ.
21	The RFQ states that if a potential Prime Vendor/Contractor (IPA Entity) plans to sub-contract any portion of the work, that specific information regarding that work must be outlined and provided. Please clarify how you would like this information provided.	All information submitted, with the exception of the four (4) attachments referred in Addendum 2 and the signed RFQ response, should be contained within the twelve (12) page narrative.
22	Can the required sub-contract information as referenced above be outlined in an additional separate “Attachment” i.e., “Attachment 5” as there only 4 Attachments references in the RFQ.	See answer to question 21 above.
23	Is it an expectation that an IPA Entity serving a particular County have a “fixed site or location” in that County (such as an office or place where potential eligible residents can go for assistance in their County)?	Respondents to the RFQ should explain how they propose to serve the proposed population.
24	Does the statement....maintain sufficient staffing to meet the demand of the area proposed to serve....require the IPA Guide be present “daily” in an identified County in order for potential eligible residents in a County access to assistance? Or can a IPA Guide “serve multiple counties” and thus travel different days to different counties for outreach and assistance to residents?	See answer to question 4 above.

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25	One of the defined roles of the IPA Guide is to “facilitate enrollment”, is the expectation related to this function, that if an IPA Entity selects a particular County to serve that the IPA Guide must have access to a computer and/or internet services in that COUNTY to facilitate enrollment with a potential eligible individual?	Yes. Computer and internet access within all areas proposed to be served is required.
26	Is there, or will there be, a “Performance Measure” requirement PER COUNTY which must be met by an IPA Guide....Example....If a IPA Entity proposes to serve three (3) counties, will they be required to provide and ensure a defined number of, for example, outreach events, number of applications started with individuals, number of individuals an IPA guide successfully enrolled, occurs in ALL of their selected Counties, or would the IPA Entity be held accountable to selected Performance Measures that are “cumulative”, or met in “aggregate”, for those counties they indicate they serve, etc.?	The respondent should explain how they plan to serve any identified population which could be at a sub-county level. One measurement of a contracted entity's success will be a decrease in the number of uninsured. Data regarding the uninsured population is county level, as indicated in Appendix D, therefore respondents should plan to report deliverables by county of consumer's residence.
27	Page 4 of 34: 10. PAST PERFORMANCE: Where do we get a copy of the VPR (Vendor Performance Report), memo, file or any other appropriate authenticated notation of performance to the vendor files?	This information is only used for past performance if there is anything on file with the Office of State Procurement. This information can be requested from the Office of State Procurement.
28	VISA ACCEPTANCE: Should we get this now? Thru our local Bank?	No, this would not be required at this time. This is needed before contract award and it is usually for vendors accepting payment on purchases.
29	EO-98-04 GOVERNOR’S EXECUTIVE ORDER: Where are the Disclosure Forms? Are they named something other than Disclosure Form?	The Contract and Grant Disclosure and Certification Form is not required as part of the RFQ. In the event that a vendor is added to the qualified vendor's list, the form will be sent to the selected vendor to fill out.
30	How many hours are estimated for Guide Trainings to Certification?	IPA guides must complete a three (3) phase training. Phase 1 is estimated to require 16 - 24 hours ; Phase 2 will be provided by the federal Exchange and will be completely on-line (we have no estimate of the time needed to complete this phase); and Phase 3 is estimated to require 8 - 10 hours.
31	How many ongoing hours of training are anticipated for continuing education for continued training?	Much of the ongoing/continuing education will be a result of guidance/changes made by the federal government, therefore we cannot accurately predict the number of ongoing training hours at this time. It is anticipated that ongoing and continuing education will be primarily on-line.
32	How will we anticipate demand without the known number of Guide Entity participating?	Respondents to the RFQ should explain who they plan to serve, how many they propose to serve and how they plan to serve them.
33	Will there be training available on off season months for new certification or continuing education?	Training will be on-going and provided as needed. It is anticipated that continuing education will be primarily on-line.
34	Will the State approve purchase of all equipment necessary for staff performance of the responsibilities including appropriate computer equipment, cell phones, internet access, etc. and all other needs required to carry out the responsibilities of the position?	Budget line items will be negotiated with each entity selected for a contract.

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35	Who is HBEPD?	Health Benefits Exchange Partnership Division; Refer to section 1.10, page 9 of the RFQ.
36	Does the 2.25 hours per consumer used to calculate FTEs include 30-45 minutes estimated to complete the 15 page federal application?	Yes. The 2.25 hours is AID's estimate of the average time needed to assist a consumer with enrollment.
37	For a state level organization with multiple county offices, do we need three letters of reference from local community organizations for the RFQ or should it be state level partners? Or should we supply both?	State level organizations must adhere to the requirements of the RFQ. Please refer to addendum 2. The intention is to have the reference letters from the local community level in which the response indicates that you will be doing business.
38	Are there levels of education and/or expertise recommended by AID for considering applicants to hire as IPA Guides?	AID expects entities to hire individuals who can effectively perform the duties as outlined in the RFQ. A high school diploma or equivalency is recommended but not required.
39	As currently proposed, if the Medicaid expansion is handled through the Health Benefits Exchange, how will that impact the population estimates expected to be served?	The current RFQ does not address the potential expansion of Medicaid.
40	Will we be required to provide each consumer with a hard copy of information following each encounter, thereby necessitating each IPA Guide have access to a printer?	Responses to the RFQ should include the respondent's plan to ensure that consumers receive appropriate information. If it is appropriate to provide the consumer a hard copy document, it is AID's expectation that it will be provided.
41	Is a "subcontract model", where a majority of the local outreach and facilitation of enrollment are conducted by local subcontractors, an acceptable model? Example: (a Health Care Provider Association) located in central Arkansas intends to "subcontract" with member health care provider organizations, located in the rural and underserved areas of the state, to conduct a large portion of the local outreach and facilitation of enrollment activities.	Please refer to section 1.16 , page 11 of the RFQ.
42	Please clarify section 1.16 of the RFQ. Is AID requesting the Prime Vendor to outline the steps the subcontractor will take as well as identify qualifications and experiences the subcontractor has in performing the type of functions required of the IPA, the access to the targeted population, and abilities to electronically report all data and information as required.	Section 1.16 clearly identifies what the RFQ respondent must provide in their RFQ response. This information should be included in the respondent's project narrative.
43	The RFQ states on Page 18 – "The IPA Guide Entity will maintain sufficient staff, including staff to meet the demand of the area and/or population to be served". Does AID expect the IPA Entity or its Sub Contractors to employ the # of identified IPA Guides per county, as noted on the Appendix D Uninsured Data?	Appendix D has been provided as a guide for RFQ respondents. Respondents are expected to provide information regarding the number of individuals it intends to employ and the number of consumers it intends to serve. It would be possible for multiple IPA Guide entities to operate in any one county.
44	Will the State pay for travel expenses, or is that the responsibility of the organization employing the In-Person Assister?	Budget line items will be negotiated with each entity selected for a contract. Travel expenses are allowable expenses as mutually agreed upon and contained in the approved budget.
45	Will the State pay for the needed electronic devices (cell phone, computer, software)?	Yes. Electronic devices are allowable expenses, as negotiated in the project budget.

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46	Is there a certain percentage allowed for administrative costs?	As indicated in the IPA Program Budget handout provided at the conference and attached to the same location where the bid information is stored on the DFA-Procurement bid opportunities website, overhead has been included by AID in calculating the funding requested from the federal government for this program.
47	We serve a specialized population of behavioral health clients State-wide. Are you looking for vendors to serve specialized populations?	Serving a specialized population is allowed. Please refer to section 2 of the RFQ, pages 14 and 15.
48	Please clarify the role of the IPA. What level of explanation is the IPA Guide expected to provide to the consumer? Will they basically give the consumer all the resources available so that the consumer can take it to the provider or whoever and be enrolled in the best program for them? Is it the IPA's job to actually know by the time they get through interviewing a possible candidate for insurance that they will know exactly what that consumer's needs are and that the consumer knows exactly what they need?	One of the roles of an IPA Guide is to facilitate consumer enrollment into a qualified health plan on the Exchange. IPAs are expected to explain in a manner understandable to the consumer each of the available plans, what's covered by the plans, what doctors are participating in the plans, etc. IPAs are expected to provide the consumer all available information in order for the consumer to make an informed decision as to which plan(s) best meet his/her needs.
49	Do you prefer a CD or a USB Flash drive for electronic submission?	Either one is fine.
50	Are IPA Guide entities responsible for the expense associated with background checks?	Background checks are an allowable expense . Allowable expenses are those mutually agreed upon during budget negotiations and contained in the signed contract document.
51	Do the numbers on the(IPA Program Budget) handout that included cost estimates for the program include the total amount of money available for all Guide Entities (i.e., private & government respondents)?	Yes.
52	Will the training all be held in Little Rock?	No, training classes will be offered in multiple locations around the state.
53	Will Supervisors also need to be trained?	Yes.
54	How much training will be required for a Guide to become certified?	There will be three phases of training for Guides. Phase One will be Outreach &Education training required of all Guides and expected to occur in June-July 2013 timeframe. Phase Two will be online federal training required for all licensed producers, federal Navigators and Guides and expected to occur in July/August 2013. Phase Three will be Arkansas specific training that supplements/complements the federal training and will be required training for all licensed producers, federal Navigators and Guides. Phase Three is expected to be available August/September 2013.
55	If an individual has Medicaid Part A only, will they be penalized under the ACA?	No. Under 26 USC 5000A an individual and their dependents must have minimum essential coverage or face a penalty. The definition of minimum essential coverage includes (i) the Medicare program under part A of title XVIII of the Social Security Act. As such Medicare Part A meets the minimum essential coverage requirement.

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56	Can we develop our own Outreach & Education materials?	AID currently plans to provide all Outreach & Education materials that will be distributed in order to ensure a consistent message throughout the State. All materials developed will be linguistically and culturally appropriate for the targeted population. At a minimum, materials will be available in both English and Spanish. Materials will be available in other languages as needed. AID understands that there may be a need for additional specialized materials and is willing to discuss exceptions on an as needed basis.
57	How will performance be evaluated?	Selected vendors will be required to provide AID with regular reports indicating progress towards the agreed upon goals in the approved contract. Section 3.3, page 22 of the RFQ lists some of the performance metrics which may be included. AID will compare the reported activities with the established goals. Additionally, AID staff will conduct on-going monitoring, including desk audits, on-site reviews, service delivery observation, consumer satisfaction surveys, etc.
58	Will I have a chance at being awarded a contract if, for example, I request a half of one county and someone else requests the entire county? Will more consideration be given to them since they are requesting to cover the entire area?	Yes, sub-county contracts are anticipated and will be evaluated on merit of plan for serving identified populations. Per section 5, page 26 of the RFQ, ". . . Selection determination will be a combination of the project narrative and the identified geographic area, as well as the specific population proposed to be served by the project. Qualified responses will be studied carefully in terms of feasibility to implement, as well as the overall impact that the project will have on addressing the needs within the community, as determined by the State."
59	Will the In-Person Assistors begin performance of duties on October 1, 2013?	No. It is anticipated that Individual IPA Guides will begin phase one training in June and begin outreach and education in July. In October they will begin enrollment assistance after completing the certification process.
60	Is it correct that the IPA Guide entity's performance is not based on enrollment, but rather on providing outreach & education which hopefully results in enrollment?	The IPA Guide entity's performance will be based on a number of factors, some of which are listed in section 3.3, page 22 under performance metrics.
61	Is there a way to identify which individual IPA Guide is associated with an enrollment	We anticipate that each individual IPA Guide will have a unique identifier which can be associated with consumer enrollment. Assignment of the identifier is a federal function.

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62	There is an Outreach & Education RFP listed on the AID website. Will it compliment the IPA Guide entity RFQ? Is it for a media campaign?	The Education & Outreach RFP is designed to result in a public information campaign and would support the work of the IPA Guide Program. The campaign will announce the dates for open enrollment; inform consumers to visit local organizations to help assist them with finding more information. Information will be distributed via various media (newspaper, radio, television, social media, etc.) Additionally, flyers and brochures will be produced in multiple languages to be used by IPA Guides.
63	Are IPA Guides required to work full time?	No, IPA Guides are not required to work full time.
64	Since enrollment is the real goal, can we not just indicate how many consumers we will enroll and report that at the end of the contract?	Please refer to section 3, page 18 of the RFQ. As indicated, facilitating enrollment is only one of the required duties of an IPA Guide.
65	Instead of indicating the number of consumers helped with enrollment, can we propose a certain percentage instead?	Respondents are free to write their responses as they see fit.
66	If an outreach & education event does not lead to actual enrollment, will the entity get credit for its efforts?	Outreach & Education is a required activity and as such will be one of the deliverables in a selected entity's contract against which their performance will be evaluated.
67	Are brokers and agents eligible to be IPA Guides?	Yes, agents and brokers are eligible to be IPA Guides, however if an agent or broker becomes an IPA Guide; he/she may not receive commissions or any other compensation in conjunction with assisting with enrollment.
68	If an entity submits a response to the RFQ, will it automatically receive a contract?	No. RFQ responses will be reviewed by the Office of State Procurement and the Arkansas Insurance Department evaluation committee to ensure that they meet all minimum requirements. Those who meet the minimum requirements will become qualified vendors. Per section 5, page 26 of the RFP, ". . . For any resulting contract, selection determination will be a combination of the project narrative and the identified geographic area, as well as the specific population proposed to be served by the project. Qualified responses will be studied carefully in terms of feasibility to implement, as well as the overall impact that the project will have on addressing the needs within the community, as determined by the State."
69	How do consumers enroll?	A consumer may enroll via telephone, mail, computer or with in-person assistance.
70	Are applicants notified of receipt of proposal? If so, what's the timeframe for notification? How are they notified?	No, applicants need to have an application delivery tracking via their preferred shipping method.
71	The population data used in Appendix D to estimate the number of persons expected to utilize the exchanges and the number of Guides required to serve this population includes institutionalized populations. Should respondents proposing to serve Lee, Lincoln and St Francis Counties assume that they will need to provide services to state and federal inmate populations?	Only incarcerated individuals awaiting final disposition of charges are eligible to buy insurance on the Exchange. It is our expectation that respondents will tell us what population they plan to serve. For additional information regarding incarcerated individuals please refer to the following link: https://nic.zendesk.com/entries/21466485-How-does-the-Affordable-Care-Act-impact-offenders-and-agencies-

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72	Will the Subcontractors to the IPA Guide Entity have access to the IPA-IT Integrated Software Solutions?	Yes, if the Prime Vendor Contractor so chooses.
73	The RFQ on pages 21 and 22 include information regarding Pay for Performance and Required Performance Metrics. Question: Is there any requirement within the RFQ that requires the Responder to identify in its proposal/ response which Performance Metrics the Responder intends to use as the Pay for Performance Requirements?	If a respondent is selected for a contract, a budget negotiation will take place. All Performance Metric will be mutually agreed upon during this process and will be captured in the resulting contract.
74	CLARIFICATION REQUESTED: The proposal requires that IPA Entities identify the "Counties" they intend to serve along with the "number of IPA Guides" they will hire. In order to develop a proposal which is "realistic" and meets the expectations of the RFQ statement "IPA Entity must be able to maintain sufficient staffing to meet the demand of the area they propose to serve"; greater clarity on the expectations around selection of Counties, Number of IPA Entities per County and Performance Metrics are important. Any clarification would be appreciated.	Please refer to sections 2 and 3 of the RFQ.
75	In the session on Thursday(3/21/13), although I could not hear everything, my understanding is that the focus of the IPAs will be to conduct outreach and provide information. That seems to be in line with the "IPA GUIDE ENTITY WORK TO BE PERFORMED" on page 18 of the RFQ. However in looking at the Performance Metrics section on page 22 the first category is the number and percentage of individuals enrolled in applicable plans. I thought I heard on Thursday that the focus will be on seeking out qualified individuals and providing information but that ultimately signing up is the patient's responsibility. Can you clarify this point?	Actual enrollment is the consumer's responsibility. IPA Gides will facilitate enrollment through information sharing and other technical assistance required by the consumer.
76	Our Organization's proposal includes working with 8 member Local Provider Organizations, which may propose to provide some support in 30 counties in Arkansas. AID receives multiple proposals from 5 of the 30 counties, WHICH ARE INCLUDED in our Organization's proposal, and the Arkansas Insurance Department (AID) SELECTS to use another vendor/organization for those 5 counties THAT WERE LISTED in our proposal.....1. WHAT IMPACT WOULD THAT HAVE ON OUR PROPOSAL. WHICH CONTAIN NOT ONLY THOSE 5 COUNTIES, BUT MANY OTHER COUNTIES? 2. HOW WILL AID HANDLE MULTIPLE proposals FROM SEVERAL COUNTIES which also include "BIGGER packages"? 3. WHAT CRITERIA WILL AID USE TO SELECT PROPOSALS?	Each proposal will be reviewd based on the population chosen to serve, the goals set and the activities proposed to carry our the goals. It will be AID's responsibility to ensure that the entire state is covered and contract with qualified vendors in order to meet his coverage need. Budget negotiation may result in adjustment of area served and population to be covered.