

**ADDENDUM I**  
**DATE: November 18, 2020**  
**FOR**  
**FURNISHING AND DELIVERY**  
**OF**  
**FAIR MARKET VALUE CONSULTING**  
**FOR**  
**THE CURATORS OF THE UNIVERSITY OF MISSOURI**  
**ON BEHALF OF**  
**UNIVERSITY OF MISSOURI**  
**PROPOSAL REQUEST #21027**  
**DATED: November 24, 2020**

**The above entitled specifications are modified as follows and except as set forth herein remain unchanged and in full force and effect:**

1. **Question:** The RFP asks if we are licensed to do business in the state of Missouri. Can you confirm whether or not being licensed is a requirement to be awarded the RFP? And if so, could the licensing be completed after the RFP process?

**Answer:** Licensing may be completed after the RFP process, if awarded.

2. **Question:** Regarding Desirable Criteria item 4. and 5., could you clarify the format and type of database MU Health desires:
  - a. excel-based tool with all specialties and available survey information; or
  - b. online tool where inputs for a specific provider or arrangement are ran through an automated, proprietary algorithm providing an instantaneous, compliant fair market value output.

**Answer:** Either type could be appropriate. Please explain the rationale behind the type selected.

3. **Question:** Regarding scoring, can you give us direction on your most important criteria (e.g., experience, lowest cost, etc.) for selection?

**Answer:** No, all aspects of the submission are relevant to the selection process.

4. **Question:** Regarding confidentiality, given the proposal is to be submitted electronically via email in PDF form, can we note the following in the body of the submission email to request an exemption and invoke confidentiality accordingly?

“This data shall not be disclosed outside the University or be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate the Request for Proposal; however, if a

contract is awarded to this Supplier as a result of or in connection with the submission of such information, the University shall have the right to duplicate, use, or disclose this information to the extent provided in the contract. This restriction does not limit the University's right to use information contained herein if it is obtained from another source."

**Answer:** If respondents submits with the Request for Proposal any information claimed to be exempt under the Revised Statutes of Missouri, Chapter 610, include that section in a separate PDF labeled confidential.

5. **Question:** On page 16 of the PDF, the first required response item under Volume I is listed as "Response to Information for Respondents and General Conditions." We did not identify this form in the RFP document, is that something you could send us or direct us to?

**Answer:** "Response to Information for Respondents and General Conditions" is not a separate form. Respondents should review all information and, if needed, provide any modifications to terms and conditions as outlined in the RFP.

6. **Question:** Item #2 under desirable criteria (page 20 of the PDF) asks respondents to "Describe the nature of work performed and the results obtained for an engagement." Is this asking about our process for a typical FMV analysis more generally or would a writeup on a specific project / client be more beneficial (redacted)?

**Answer:** The question could be answered either way, although a redacted example may provide a better view of your company's process.

7. **Question:** Item #13 under desirable criteria (page 21 of the PDF) asks respondents to "Describe best practices as they relate to valuation and consultation services." Is this question focused on best practices related to valuation methodology or managing relationships with providers / consultants (e.g., intake process, application of findings, identification of higher risk arrangements, participation of key stakeholders / perspectives, etc.)?

**Answer:** Our goal, with this question, is to understand the best practices your company considers most important in valuation methodology.

8. **Question:** The Request for Proposal Form (page 22 of the PDF) asks respondents to "State any applicable maximum price increases for renewal years." Specific pricing will vary depending on the scope of individual engagements, will an estimate for average increases in hourly rates for the team assigned to MU Health Care answer this question?

**Answer:** Yes, an estimate for average increases in hourly rates for the team assigned will answer this question.

9. **Question:** Should we wish to propose an edit to the indemnity language in the Terms and Conditions section, should we include that request in our RFP submission or how best to submit the proposed revision?

**Answer:** Respondents should include edits to indemnity language with the RFP submission by providing a modification to the in the Terms and Conditions section.