

University of Missouri Bid Event: Addendum 1

Event ID: UOFMO- #22063

Event Dated: December 9, 2021

Event Name: MEDICAL BILLING & ASSOCIATED SERVICES

The questions listed below were received from the bidding community. The corresponding answers were provided by the requesting department. The specifications listed in the table below are modified as follow and except as set forth herein, otherwise remain unchanged and in full force and effect:

Addendum 1, dated January 5, 2022

The RFP deadline has been extended to January 19, 2022 at 2:00 p.m. CT. This extension is being granted so bidders have an opportunity to review the information in this addendum and provide a response.	
QUESTION	ANSWER
Are there any other systems the vendor will need to interface with? If so, then what data formats are available for downloads and what data formats for upload are accepted by those systems?	We use AP Easy software for our oral pathology reporting system. It uses an HL7 interface. They can directly interface with AP Easy, or they can download a report from it. If they have further questions, they can contact AP Easy directly. Our contact is Tracy Terrio, Tracy_Terrio@apeasy.com (there is an underscore between her first and last name), (800) 647-2263 ext. 1100.
Is your current billing based on an Organizational NPI or individual provider NPI?	Organizational NPI
If by provider, how many NPI's are currently used for billing?	1
What are the total gross charges for the most recent two years?	2020 - \$656,478 2021 - \$502,207
What are the total contractual adjustments for the most recent two years?	2020 - \$243,270 2021 - 200,643

What is the payer mix for the most recent two years, including self-pay accounts?	See attached List
What systems are currently being used for EMR and practice management?	AP Easy is the pathology reporting system software we use
What are the annual net receipts in 2021 YTD?	\$199,136
What are the projected annual net receipts in 2022?	\$120,000
How many total patient visits in 2021?	1,858 specimens
How many total providers?	One doctor
How many total insurance payors?	Around 200, see list attached
What is the current total in outstanding A/R?	\$159,343
Whether companies from Outside USA can apply for this? (like, from India or Canada)	Time difference: The University would be OK with Canada or another country that wouldn't be much of a time difference to deal with. However, the University is less open to using a company with a very large time difference, like India, because they would have little to no overlap in our work days. But, if you don't think that would be an issue, we can allow it. Not only for us, though, our customers need to be able to contact them at a time that is convenient for them
Whether we need to come over there for meetings?	Ability to communicate with our customers: Is there a way that we can ensure that their personnel are required to communicate effectively in English (fluent in the language and also the pronunciation)? Maybe this isn't PC, but I have no problem with an accent as long as it isn't so severe that our customers won't be able to understand them even if they are speaking fluent English. I don't know if

	that is something that we can monitor or enforce.
Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)	Knowledge of US billing practices: is there a reliable way to confirm that they are knowledgeable about the rules & practices of medical insurance in the U.S.?
Can we submit the proposals via email?	No

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