



HMS Advisory Services

RFP Evaluations and Writing

Create the strongest possible proposal to win or keep your managed care contracts.

In proposal evaluation and writing, one size does not fit all. Make sure each part of your proposal is reviewed by the expert in that field. States assign subject matter experts to review and score specific sections of the proposal. Your health plan deserves the best experts in program integrity, cost containment, and contract compliance: HMS® Advisory Services.

With multi-billion dollar contracts on the line, health plans need to submit the strongest possible proposal to win or keep their managed care contracts with state Medicaid programs.

HMS offers program integrity and cost containment evaluation scoring and actionable recommendation generation, including full proposal writing.

Some states even award a higher percentage of members to health plans with the highest proposal scores.

The Medicaid managed care landscape is evolving, innovating and expanding. More and more requests for proposals include significantly more complex requirements for payment integrity and anti-fraud, waste and abuse requirements, cost containment, third party liability, compliance, and provider/member management. In an environment where every point counts, smart health plans are seeking proposal assistance from specialized firms for different portions of their responses

– **and HMS is your best option.** Even before an RFP is released, HMS is available to perform a full program integrity, cost containment and compliance related assessment of your organization. Further, we offer program integrity and cost containment evaluation scoring and actionable recommendation generation, including full proposal writing.

Key Services

HMS Advisory Services experts will support your proposal development efforts with the following key services:

- Strategy development
- Win themes
- Pink, red, and gold proposal reviews, with mock scoring
- Actionable improvement recommendations
- Proposal writing
- Proposal production

Areas of Expertise

Our expert staff will support your proposal development efforts across each of these areas:

- Program Integrity, Third Party Liability/Coordination of Benefits, and Subrogation
- Cost Containment services
- Member services
- Provider services
- Complaints
- Hearings, Grievances, and Appeals
- Operational Centers of Excellence (Claims Processing, Call Center, Third Party Liability)
- Legal (including HIPAA) and Contractual Compliance

Act Now

We understand that often these assignments come with short turn-around timeframes. Our experts have managed red and gold team reviews and can meet your health plan's stringent timeframes from initial review to the final last pass before submission.

Our experience with state and federal agencies uniquely positions us to partner with Medicaid managed care plans to both grow and protect their business footprint. Our principals each bring 25 years of individual experience serving government healthcare programs and plans. The HMS Advisory Services team includes former Medicaid executives that can help you to understand the state's perspective in the evaluation process.

Each of the leaders assigned to your proposal team have significant industry experience developing responses to government requests for proposals, invitations to bid, requests for qualifications, requests for information, and invitations to negotiate. Leveraging this significant proposal development experience, your final product will better position your health plan for the win.

Start with HMS Advisory Services to get your proposal headed in the right direction. Contact us today.



[hms.com](https://www.hms.com)



HMS® provides the broadest range of solutions in the industry to help payers and at-risk providers improve financial and health outcomes. Using innovative and time-tested technology and analytics, we help our clients reduce costs, enhance quality, and safeguard compliance. As a result of our services, our clients save billions of dollars every year and achieve their performance goals.