

REQUEST FOR PROPOSALS (COMPETITIVE SEALED PROPOSALS)

Healthcare Needs and Site Assessment

RFP No:
HHSC 23-0191
ADDENDUM #1
(new information is highlighted)

for

Hawaii Health Systems Corporation
West Hawaii Region
~~Kona Community Hospital~~

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An Agency of the State of Hawaii

1. Questions & Answers

Q1: How recently was a Community Health Needs Assessment (CHNA) last completed for the Big Island? Is the most recent Big Island CHNA considered current by West Hawaii Region (WHR)?

A1: 2012. It is not considered current.

Q2: Describe the intent behind the request for capital investment requirements (section 2.0) in the sample health needs questions. What is envisioned as requiring quantification from the market's needs, and at what level of detail?

A2: WHR hopes to determine what the cost is to build and equip the proposed hospital in the suggested site, meeting the needs of a growing community over the long-term.

Q3: Describe WHR's thoughts on composition of the Steering Committee (section 2.0). What health system and hospital participants are envisioned?

A3: WHR's Executive Steering Committee is comprised of executive level leadership while including departmental subject matter experts as needed.

Q4: Are previous client references expected or appreciated?

A4: While not required, client references are always welcomed and appreciated.

Q5: Are there additional health services WHR is considering to be located on the future site such as behavioral health or assisted living?

A5: Yes

Q6: Has WHR conducted a recent Facilities Condition Assessment of the current Kona Community Hospital which could assist in a Use Strategy post relocation?

A6: No, but KCH completed a Master Facility Plan in 2021, which will require revision due to changing priorities.

Q7: In Section 3(a), Personnel Requirements General Conditions, the text reads as follows: "The Contractor, shall secure, at the Contractor's own expense, all personnel required to perform this Agreement." Does this include third party vendors that may be required to perform the Agreement, such as civil engineer, architect, environmental assessments, geotechnical assessments, and others?

A7: Yes, the final contract is expected to include all required disciplines. WHR intends to award both Phase 1 and Phase 2 to one firm.

Q8: Will you please help us understand the applicability of DAGS with Special Conditions document (attached)? It appears to be intended for Leahi Hospital as referenced on page 1, Special Conditions, Section 2(a)(ii) and (iv), among other references. Further, it appears the document is for purposes of construction rather than a Health Needs Assessment or Site Selection.

A8: DAGS with Special Condition will not apply to this Agreement.

Q9: How are physicians integrated into WHR decision-making, operations, etc.?

A9: WHR makes regional decisions based on collaboration with Alii Health Center and other external physician groups. In addition, WHR's Medical Executive committee meets monthly, Medical Staff department meets quarterly and all Medical Staff providers meet quarterly. Each meeting provides opportunity for physicians to provide feedback.

Q10: How will employed/aligned and independent physicians be integrated into the planning project?

A10: Affiliated, and potentially, Hawaii Island Community Health Center physicians will be part of the planning process. WHR would like to hold one open forum for our medical staff and community physicians to participate in this project.

- Q11: Describe the relationship between KCH and KaiserPermanente? Does KP steer IP care away/toward from KCH? Are you in/out of network?
A11: HHSC corporate office has a contract with KaiserPermanente and is considered in network. KP physicians do perform some outpatient services at KCH. KP does refer patients off-island if KCH does not provide the necessary service here.
- Q12: KCH appears to be heavily subsidized by government with significant operating losses the last 5 years. Is there a strategy/intention that this project will reverse this trend?
A12: The goal is that the results of the hospital needs and site assessment will help drive efficiencies that will lead to increased revenue opportunities. A new facility will create opportunities for new services that WHR is currently referring off-island. A new facility will also allow WHR to offer more specialized services which will also will increase revenue.
- Q13: Your website has several posts regarding outdated or subpar facilities in the main hospital. Please describe the capital allocation process for system as relates to this facility.
A13: WHR requests all Capital Improvement Project ("CIP") allocations from the Hawaii State Legislature. The CIP request do not address certain infrastructure needs that are required to allow for advanced service technologies. Traditionally, WHR has not received its full requests. Consequently, this year, WHR chose to transparently message the facility's deferred maintenance projects which garnered a lot of media coverage.
- Q14: Does KCH have access to healthcare utilization data and projections or will vendor be expected to provide?
A14: Yes, WHR has limited access to its EMR data and can access data from Laulima. The vendor will be expected to provide their own data.
- Q15: To what extent will state or municipal public health leadership participate in the project?
A15: Unknown at this time.
- Q16: Please describe the virtual / digital strategy (or capabilities?) of KCH/HHSC
A16: WHR provides telemedicine, and is implementing EPIC EMR June 1, 2023. WHR is open to, and very interested, in strategies to enhance digital capabilities.
- Q17: KCH does not appear to be in any ACOs. Please describe any population health initiatives or strategies.
A17: KCH's affiliate, Alii Health Center, participates the Queens QCPIN ACO. CMS, and open to additional initiatives, however has workforce (including providers) shortages that prevent this strategy. WHR hopes this will be somewhat resolved through this initiative.
- Q18: Will vendor be expected to calculate the financial impact/justification of this project?
A18: Yes
- Q19: Please describe your governance structure.
A19: KCH and Kohala Hospital are governed by the West Hawaii Region Board of Directors which is comprised of community members across many different areas of expertise. HHSC Corporation is the parent organization with no direct oversight.
- Q20: To what extent will your governance group participate in the project?
A20: Limited
- Q21: Please describe KCH relationship with Federally Qualified Health Centers in the region.
A21: Limited
- Q22: Does KCH support community participation in developing a vision for future healthcare facilities?
A22: Yes
- Q23: Is it necessary for our firm to have the following documents fully secured before submitting our proposal, or is it acceptable if the documents are still in the process of being obtained?

- General Excise License
- Hawaii Certificate of Vendor Compliance
- Hawaii Certificate of Good Standing

A23: It is preferred to have the documents secured prior to proposal submission, however the documents can be provided up to 30 days after execution of the Agreement. Agreement may be terminated if documents are not provided within 30 days.

Q24: Do both the primary vendor and subcontractor need to submit copies of the aforementioned documents in the proposal?

Q24: No. Only the primary vendor. It is the primary vendor's responsibility to ensure subcontractors are compliant with all applicable laws.

End of Addendum 1