

# **REQUEST FOR PROPOSALS**

## **(COMPETITIVE SEALED PROPOSALS)**

### Healthcare Needs and Site Assessment

RFP No:  
HHSC 23-0191  
**ADDENDUM #2**  
(new information is highlighted)

for

### Hawaii Health Systems Corporation West Hawaii Region

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An Agency of the State of Hawaii

## 1. Questions & Answers

- Q1: A calculation of "...the financial impact/justification of this project" is requested in A18 of Addendum 1. Does the answer imply that comprehensive financial projections (and related assumptions, i.e., market shares by service, lengths of stay, payer mix, payer rates, etc.) associated with the new hospital's operations be developed as part of the exercise? Or is a different type of justification sought? Please advise.
- A1: WHR would like to have a financial impact assessment which would include an analysis of the costs and benefits associated with the project and an evaluation of the expected return on investment based on enhancements of a new facility with streamlined technology and services. This may involve developing comprehensive financial projections and related assumptions, such as market shares by service, lengths of stay, payer mix, payer rates, and other relevant factors that could impact the financial performance of the new hospital.
- Q2: Please confirm that WHR is not requesting that the vendor directly support them in the acquisition of a specific property and related site-specific due diligence (ex: environmental assessments, geotechnical assessments, traffic studies, etc.). Rather, WHR is seeking the vendor to provide the process and list of requirements needed to select an appropriate site in the future.
- A2: WHR is not requesting vendor support in the acquisition of property, nor site-specific due diligence. If the findings of Phase 1 indicate the WHR would benefit from a new hospital, WHR would like a firm to identify possible site attributes and general locations that would be best suited for the size and services a new hospital will provide. WHR would also like potential areas to be ruled out (i.e. water availability, site accessibility, future demographics do not support)

End of Addendum 2