

**Vendor Questions**  
**UC Health- UCOP responses are noted in red:**

1. **Page 7, Section 4.9 Agreement Term:**

Page 7, Section 4.9, states the Agreement Term" will be for a period of three (3) years (the "Initial Term") with an optional two one-year extensions (the "Renewal Term"). **We anticipate the project to be less than one year with a preferred completion time of 6-8 months. Unfortunately, the software used to post the RFP had a technical issue which listed the duration as three years. Apologies for any confusion.**

- a) What parts of the statement of work (SOW) – exhibit A scope on page 12, section 6.2 are expected to be completed in year 1? **All parts are to be completed in year one.**
- b) What are the expected completion dates (due dates) for each SOW key workstream **All parts will need to be completed within one year with a preferred completion time of 6-8 months. Workstream A (Cross-Institutional governance & collaboration) should be completed early in the project; however, we would anticipate other workstreams to be completed two to three months prior to start of the 2026 - 2027 academic calendar year.**
  - o Cross-Institutional Governance & Collaboration,
  - o Integrated Financial Model,
  - o Third- Party Billing,
  - o Alternative Funding Sources on page 12, section 6.2?
- c) Are any parts of the SOW workstreams expected to be completed in subsequent years, and if so, which workstreams or portions thereof and in what year (e.g. year 2, year 3)? **All activities listed in the SOW are to be completed in year one. Any implementation/testing will be managed by UC or via a subsequent RFP.**

2. **Page 10, Section 5.5 Instructions for Pricing:**

In Valify, the pricing model stipulates a contract term of 36 months and asks for the total cost for the first year, and each subsequent year, and total cost (contract term).

- a) For this bid, is the contract and pricing for 36 months (per the "Initial Term" per page 7, section 4.9 Agreement Term)? Or should the pricing also include the "Renewal Term" of two one-year extensions? **The term will be for 1 year, pricing should be for 12 months.**
- b) What is the time period for each contract year (e.g. 12 months from contract award date)? **12 months from contract award date.**
- c) Should the pricing model for years 2-3 be based on the year 1 SOW and period of performance per the workstream due dates referred to above (e.g. Oct. 13, 2025 – May 31, 2026)? If not, how should pricing be handled for years 2-3 (e.g. should it include an estimate for full-time labor for entire work year)? **Pricing should be for 1 year (12 months) only.**

3. **Who would the Strategic Advisor report to / partner most closely with?** **Zoanne Nelson, Jason Parry, Brad Buchman**

4. **Please clarify the role of the Strategic Advisor.** (page 12) Specifically, will the Strategic Advisor:

- a) Be responsible for leveraging the vendor's subject matter expertise and resources to create all content referenced in the RFP (e.g., developing financial models, creating a third-party billing go-live playbook, drafting proposals for alternate funding sources); or
- b) Provide project management support to UC-designated teams (as referenced in Task A, second bullet, page 12) to facilitate the teams' creation of deliverables; or
- c) Perform a combination of both – creating some content directly and facilitating the creation of other content?

**A combination of expertise and project management. The ideal candidate must possess independent critical thinking skills, strong financial acumen, and ability to synthesize information for executive presentations. However, much of the content and operational decisions will be led by UC subject matter experts across both academic and health settings.**

5. **Please clarify the duration of this engagement.** Per page 7: "The term of the Agreement shall commence upon execution of the Agreement and will be for a period of three (3) years (the "Initial Term") with an optional two one-

year extensions (the "Renewal Terms"), at the sole discretion of UCOP." However, page 10 refers to a one-year term, "Provide complete and detailed cost proposals for a one-year term." **We anticipate the project to be less than one year with a preferred completion time of 6-8 months.**

6. **Is there an established timeline for implementation of third-party billing at UC Student Health Centers?** (page 13) **Implementation will be based on operational readiness by campus. Target for go-live will be prior to the 2026 academic calendar year**
7. **Please clarify what is meant by pricing** "Adapters and implementation costs for each academic location." (page 10) Will the Strategic Advisor be engaged in the implementation of third-party billing at each relevant campus - or will they facilitate System-level planning of third-party billing? **The ideal candidate will provide expertise and recommendations regarding implementation management. However, operational implementation and testing will be a function of UC core staff and not the external vendor.**