

## **REQUEST FOR INFORMATION**

RFI: 10.01.2015.423

TO PROVIDE: INFORMATION ON MEDICAL NECESSITY CRITERIA REFERENCE PUBLICATIONS

ISSUE DATE: 9/9/2015

### **CLOSING LOCATON**

Mississippi State Hospital - Building 93  
3550 Hwy 468 West/P.O. Box 1  
Whitfield, MS 39193

### **PROCUREMENT COORDINATOR**

H.L. Lockhart/Purchasing Chief

Telephone: (601) 351-8056

Fax: (601) 351-8034

E-Mail: [Lockhh@msh.state.ms.us](mailto:Lockhh@msh.state.ms.us)

### **TECHNICAL CONTACT**

Julie Johnson, RN, BSN - (601) 351-8000 ext. 4195

### **CLOSING DATE AND TIME**

Bids must be received by 3:00 P.M. (CST) on 10/1/2015

1. The Utilization Review Department is seeking medical necessity criteria for purchase to allow the UR nurses at Mississippi State Hospital to review charts. A nurse can not independently make a decision if a patient meets medical necessity criteria for inpatient admissions or continued hospital stays. This decision is vital due to it's effect on the reimbursement of the hospital. Since nurses have been delegated the job to review charts for medical necessity, the UR department needs to use a paper-based guide written by physicians. This book will need to include well-established clinical content guidelines that the UR nurses can use as a standard to measure the documentation on inpatient admissions and continued hospital stays.

2. There are only two companies in the United States that have medical necessity criteria for purchase. Those companies are MCG (formerly Milliman) and McKesson/Interqual. MCG stopped producing a written form of their criteria around 8 years ago. McKesson/Interqual does still produce a book form of their criteria, but the company representative has reported that this practice will end in approximately a year or two. McKesson/Interqual is the only option for a book form of medical necessity criteria in the United States at this time.

3. Again, McKesson/Interqual is the only source of paper-based medical necessity criteria for purchase in the United States at this time.

4. The purpose of asking for this 90 day contract is to allow time for a more substantial multi-year contract to be handled by the Mississippi Department of Information Technology Services. The amount being expended for this commodity is within our department budget for the line item set aside yearly for medical necessity criteria.

5. Extensive communication with the sole source provider has been ongoing concerning the best price for the commodity. Communication has been documented with MCG (formerly Milliman) that they no longer produce a paper-based version of their criteria for purchase.

# **McKESSON**

*Empowering Healthcare*

September 1, 2015

Julie Johnson, RN, BSN  
Director of Utilization Review  
Mississippi State Hospital  
3550 Highway 468 West / P.O. Box 157-A  
Whitfield, MS 39193

Dear Julie,

This letter is to inform you that McKesson Health Solution is the only company that develops and sells InterQual™ clinical content and the only company that has for purchase a paper based format in the Continental United States

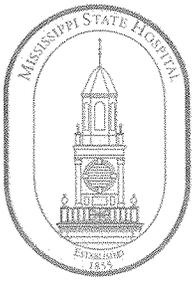
InterQual™ clinical content is proprietary evidence-based clinical content that is used to determine appropriateness of care.

I hope this meets your requirements. Please do not hesitate to contact me should you have additional questions.

Sincerely,



Keith Andelman  
VP Decision Support Sales, McKesson Health Solutions



# MISSISSIPPI STATE HOSPITAL

P.O. BOX 157-A, WHITFIELD, MS 39193

(601) 351-8000

WWW.MSH.STATE.MS.US

James G. Chastain, FACHE  
Director

## SOLE SOURCE NOTIFICATION PROCEDURES

Any person or entity that objects and proposes that the medical necessity criteria published on the Magic procurement portal is not sole source should contact H.L. Lockhart, Procurement Coordinator, at (601) 351-8056 (phone), (601) 351-8034 (fax) or by email at [lockhhl@msh.state.ms.us](mailto:lockhhl@msh.state.ms.us). Objector should provide a detailed explanation of why the commodity is not a sole source procurement. Objection must be reduced to writing and submitted to the above Procurement Coordinator.

*A FACILITY OF THE MISSISSIPPI DEPARTMENT OF MENTAL HEALTH*

*ACCREDITED BY THE JOINT COMMISSION ON ACCREDITATION OF HEALTHCARE ORGANIZATIONS*