

# Blue Cross Blue Shield of Michigan DME/P&O Network Request for Proposal

Blue Cross Blue Shield of Michigan is conducting a request for proposal (RFP) to identify and evaluate DME/P&O vendor(s) who can help achieve DME/P&O benefit cost savings for the 2.4 million Commercial PPO members in Michigan.

The purpose of this RFP is to seek bids from third-party administrators and/or medical supply bidders to provide the most cost-effective and highest quality DME/P&O equipment and supplies to BCBSM Commercial PPO members and to manage these supplies and services. For purposes of this RFP, DME/P&O includes the full range of covered home durable medical equipment and supplies, diabetic equipment and supplies, as well as prosthetics and orthotics.

Bidders are asked to submit bids for diabetic supplies separately from all other items of DME. Bidders may submit bids for only diabetic supplies, all items of DME other than diabetic supplies, or all items of DME, including diabetic supplies.

## At a Minimum, a DME Vendor Must:

- Agree to provide covered services to members with the same quality and in the same manner as to other patients or customers.
- Agree to provide all DME/P&O items in a manner that conforms to all applicable federal, state and local laws; standards of professional conduct and practice prevailing in the community; all BCBSM reimbursement policies and requirements; and the terms and conditions of the DME/P&O Network Agreement.
- Certify compliance with all relevant Medicare requirements and have a process in place to ensure suppliers are CMS certified.
- Be a BCBSM credentialed and contracted DME/P&O provider in Michigan.
- Be a provider, or ensure that all providers in network meet BCBSM's conditions for participation for DME/P&O providers, i.e., DME suppliers must be accredited/certified by one of CMS' deemed accrediting organizations; and P&O providers must be ABC certified or accredited, and not on Medicare's de-bar/opt-out list.
- Have NCOA or other accreditation/certification.
- Be able to, or have enough providers and staff, to serve the 2.4 million Commercial PPO members in Michigan.

Qualified applicants must submit the following information when requesting an application: 1) registered name and name of owner, name of contact person for the application, contact information, 2) a brief description of the applicant's network, including services provided, experience with DME/P&O networks for other health plans or customers, and 3) a thorough description of how the qualified applicant will comply with the standards listed above.

If your organization is interested in applying to be the selected vendor(s) for the BCBSM DME/P&O network, or would like to receive a complete set of selection standards, please email Hena Bhaya at [hbhaya@bcbsm.com](mailto:hbhaya@bcbsm.com). Requests must be received by March 2, 2018, and completed applications will be required by May 3, 2018.



**Blue Cross  
Blue Shield**  
of Michigan

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