

Mandatory Pre-Proposal Conference

Transcript of Proceedings
January 8, 2024

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Transcript of Proceedings 1/8/2024

MISSISSIPPI DEPARTMENT OF CORRECTIONS
COMPREHENSIVE HEALTHCARE SERVICES
RFP NO. 3120002800

MANDATORY PRE-PROPOSAL CONFERENCE

Mississippi Agriculture and Forestry Museum,
1150 Lakeland Drive, Jackson, Mississippi 39216
on Monday, January 8, 2024, beginning at 9:00 a.m.

NIKKI L. LLOYD, CCR #1870

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1 MR. LUNSFORD: All right. Well, good
2 morning, everybody. I appreciate you being
3 here on a nice cool Mississippi morning.
4 We're going to go ahead and get on the
5 record. I want to say thanks to Nikki Lloyd
6 who's here as our court reporter. And so if
7 y'all will recall as part of Mississippi law,
8 this gathering needs to be either recorded
9 for audio purposes or transcribed, and so
10 we've decided today to have Ms. Lloyd present
11 who will be transcribing everything that is
12 said throughout today's meeting.

13 There will be a period of time when we
14 ask for questions, and as you know, Ms. Lloyd
15 I'm sure has a great memory, but we're going
16 to make sure we get it correct as to who
17 asked what question. If you're going to ask
18 a question, we'd ask that you identify
19 yourself and say your name and which
20 particular company that you're with today
21 before you ask the question. That would be
22 very helpful. And I'm sure somebody is going
23 to forget. This is common to us lawyers
24 because we do this in court all of the time.
25 But if somebody forgets, Ms. Lloyd, I'm sure,

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1 is going to remind us to identify ourselves.

2 I know I met many of you coming in. My
3 name is Bill Lunsford. I'm an attorney with
4 the law firm of Butler Snow. And as just a
5 matter of background, our law firm was
6 retained sometime ago by the State of
7 Mississippi in order to write the Request for
8 Proposal that y'all have now received. And,
9 in fact, you probably saw our law firm's
10 name.

11 Obviously, I think it's pretty clear for
12 those of you around the table that I know
13 that have a lot of experience in this
14 industry that this is a first for the State
15 of Mississippi, and this indicates a
16 significant commitment by Governor Reeves and
17 by the Mississippi Department of Corrections
18 to seek a qualified, comprehensive healthcare
19 provider that can meet all of the needs of
20 the current incarcerated population.

21 Also with me, I just want to identify so
22 y'all know exactly the parties involved that
23 will be leading you through this particular
24 week. To my left is Ruth Naglich, who many
25 of you recall is the now retired, former

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1 Health Services Associate Commissioner for
2 the Alabama Department of Corrections. She
3 was -- she is part of the Butler Snow team.
4 And as well as one of the staff members and
5 paralegals, Kristi Simpson. They're also
6 involved in the preparation and the process
7 for the law firm. I want to go ahead and
8 identify those individuals just so you know
9 who they are because we obviously have a
10 team. This was not a Request for Proposal
11 that was drafted by a single person in our
12 law firm. Moreover, let me say, this was a
13 collaborative between MDOC, others in state
14 government across the spectrum of leadership
15 inside Mississippi as well as our law firm.
16 And so the others in my law firm who are
17 involved in this include Matt Reeves, Anne
18 Adams Hill and Lynette Potter.

19 And so at this time, this will be my
20 primary involvement until we get to the
21 questions. Courtney Cockrell is here.
22 Courtney is Associate General Counsel --

23 MS. COCKRELL: Deputy, Deputy General
24 Counsel.

25 MR. LUNSFORD: -- Deputy General Counsel

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1 with the Mississippi Department of
2 Corrections, and she is going to lead us
3 through today's conference and will be
4 leading us through the questions as well.

5 So at this point, I'm going to turn it
6 over to Courtney. Thank you.

7 MS. COCKRELL: Good morning, everyone.

8 COLLECTIVELY: Good morning.

9 MS. COCKRELL: Just housekeeping,
10 obviously, we have coffee and water and I
11 think some juice in the back, so feel free to
12 partake as necessary.

13 I'm going to try to speak up, but if I
14 need to speak a little louder, please let me
15 know. And if I talk too fast, because I'm
16 going to do a lot of reading this morning, so
17 please let me know that as well.

18 All right. So the first thing we want
19 to do is the roll call. So consistent with
20 Section 4.4.2 of the Mississippi Department
21 of Corrections RFP No. 3120002800 for
22 Comprehensive Correctional Healthcare
23 Services, MDOC is holding a Pre-Proposal
24 Conference at 9:00 a.m. Central Standard Time
25 on this day, January 8th, 2024, at the

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1 Mississippi Agriculture and Forestry Museum
2 at 1150 Lakeland Drive in Jackson,
3 Mississippi 39216.

4 We begin today's conference with a roll
5 call of all attendees documented for the
6 court reporter.

7 When indicated, please state the
8 following: your name, the company you
9 represent, if you plan to attend the site
10 visits and the name of anyone from your
11 company who will attend the site visits but
12 not -- who's not present at the Pre-Proposal
13 Conference.

14 Please speak loudly and slowly to ensure
15 the court reporter can hear and transcribe
16 your information. We will start -- let's
17 start here (indicating) and just work our way
18 around.

19 MR. McNEIL: Good morning. My name is
20 Edward McNeil. Centurion Health. We will
21 also have April Meggs and Dr. Vanessa Bellamy
22 join us on the site tours.

23 MR. MAY: I'm Robert May with Centurion
24 Health, and I will not be on the site tours.

25 MR. HOWARD: I'm Greg Howard,

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1 Mississippi Independent Hospital Corporation,
2 and I will be attending the site visits and I
3 have Richard Daughdrill with me.

4 MR. NATTANS: Good morning -- oh, do you
5 want to --

6 MR. DAUGHDRILL: Unh-unh. He said it.

7 MR. NATTANS: Good morning. My name is
8 John Nattans. I'm with Correct RX Pharmacy,
9 and I will be attending the tours as well.

10 MS. INGRAM: I'm Martha Ingram, and I'm
11 with Wexford Health Sources. We have three
12 of us here, and I will be attending the site
13 visits.

14 MR. DOVER: Ken Dover, Wexford Health
15 Sources, and I will attend the site visits.

16 MR. BRITT: Paul Britt, Wexford Health,
17 and also attending the site visits.

18 MR. WANSLEY: We can probably go to the
19 other side.

20 MR. MILES: Curtis Miles, BosWell
21 Pharmacy Services. I'll attend the
22 conference tours.

23 MS. PHELPS: Ashley Phelps. I'm with
24 YesCare, and I will be attending the site
25 tours. We will also have Maria O'Neal

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1 attending as well.

2 MR. LADELE: My name is Gregory Ladele.
3 I'm with YesCare, and I will be attending all
4 of the site tours.

5 MS. HOGUE: Good morning. Kathy Hogue
6 with Vital Core, and I will be attending the
7 site tours.

8 MS. SCHULT: Good morning. Deborah
9 Schult with Vital Core, and I'll be attending
10 the site tours.

11 MR. FLETCHER: Frank Fletcher with Vital
12 Core. I will be attending the site tours
13 today and tomorrow. I will not be attending
14 the site tour on Wednesday.

15 MS. COCKRELL: And if I can get the
16 other MDOC attorneys to introduce themselves,
17 please.

18 MR. VINCENT: My name is Leonard
19 Vincent.

20 MR. WANSLEY: Steven Wansley, senior
21 attorney, MDOC.

22 MS. COCKRELL: All right. Is there
23 anyone present who does not have a copy of
24 the agenda and access to the RFP?

25 All right. Consistent with Mississippi

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1 Public Procurement Review Board Rule
2 3-202.07, a transcript of these proceedings
3 will be made public following the conference.
4 Both the agenda and the RFP will be appended
5 to the transcript of the Pre-Proposal
6 Conference.

7 So at this time, I'm just going to
8 officially welcome you. The Mississippi
9 Department of Corrections announces the
10 Request for Proposal to all eligible and
11 interested parties for the opportunity to
12 submit a proposal, in accordance with the
13 requirements herein, for management and
14 delivery of a comprehensive healthcare
15 program to all inmates in the care, custody
16 and control of the Mississippi Department of
17 Corrections at the facilities listed and
18 described in Appendix B of the RFP. You are
19 invited to submit a proposal in accordance
20 with the requirements specified in this RFP,
21 which are included in Section 5 of this RFP.

22 Inmate healthcare services include, but
23 are not limited to dental, pharmacy, medical,
24 mental health, institutional staffing and
25 management, utilization and claims

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1 management, management of healthcare records,
2 chronic care, community provider network,
3 ambulance services, medical supplies and
4 equipment, medical biohazard waste removal,
5 diagnostic services, both on-site and
6 community-based treatments and procedures.

7 MDOC anticipates the selected bidder
8 will assume responsibility for providing the
9 delivery of healthcare services under this
10 RFP beginning at 12:01 a.m., Central Daylight
11 Time, October 1st, 2024. The selected bidder
12 will have basic systems and programs, as
13 outlined in Section 7 of this RFP, fully
14 implemented and operational within 180 days
15 of its provision of services under this
16 contract.

17 As stated in Section 4.4.2. of RFP No.
18 3120002800 for Comprehensive Correctional
19 Healthcare Services, MDOC established this
20 Pre-Proposal Conference for the purpose of
21 providing an opportunity for clarification of
22 any aspects of the RFP and establishing an
23 in-person setting in which bidders may ask
24 questions and receive additional information
25 through the engagement with MDOC leadership

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1 so they are fully -- so they fully understand
2 MDOC's commitment to secure a qualified
3 healthcare service provider as a result of
4 this RFP.

5 In view of the limited facilities
6 available for a Pre-Proposal Conference,
7 bidders should limit their representation to
8 three individuals per bidder at the
9 Pre-Proposal Conference. And I thank y'all
10 for doing that.

11 The Pre-Proposal Conference is for
12 informational purposes only. Any question --
13 any answers furnished during this
14 Pre-Proposal Conference will not be official
15 until they have been verified in writing by
16 MDOC. All questions and answers will be
17 posted to MDOC's website,
18 www.mdoc.ms.gov/general-public/procurement,
19 as an addendum to, and shall be made a part
20 of this RFP.

21 And just one additional, whenever I
22 receive an e-mail, I can't respond directly,
23 so that's why if you don't hear directly back
24 from me, I have to post it to the website and
25 to the portal, so I'm not ignoring your

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1 e-mails.

2 Attendance at the Pre-Proposal
3 Conference is mandatory. Failure to attend
4 both the Pre-Proposal Conference and the
5 facility tours shall disqualify a bidder from
6 submitting a proposal in response to this
7 RFP. If a proposal is received from a bidder
8 after failing to participate in both the
9 Pre-Proposal Conference and the facility
10 tours, it will be returned to bidder
11 unopened.

12 Now I'm going to move to our Rules of
13 Engagement section. All right. Consistent
14 with Section 4.4.2 of this RFP, Mandatory
15 Pre-Proposal Conference, any answers
16 furnished during the Pre-Proposal Conference
17 will not be official, again, until they have
18 been verified in writing by MDOC. All
19 questions and answers will be posted to
20 MDOC's website as an addendum. Responses
21 presented at this conference are speculative
22 until you receive an official written
23 response.

24 MDOC serves as the issuing agency for
25 this RFP, though other agencies and

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1 authorities within the State of Mississippi
2 also possess approval authority with respect
3 to any resulting contract. The sole point of
4 contact will be myself: Courtney Cockrell,
5 Deputy General Counsel, Mississippi
6 Department of Corrections. And I have a
7 specific e-mail address:
8 HealthcareRFP2023@mdoc.state.ms.us. And my
9 phone number is (601)359-5264. Again, that's
10 (601)359-5264, and that is my office number.

11 Any contact with MDOC's contact -- any
12 contact with MDOC's contact person shall be
13 in writing only. Any attempt to contact
14 MDOC's contact person regarding this
15 procurement in person or by telephone may be
16 grounds for disqualification per Section 4.2.

17 MDOC is not liable for any fees, costs
18 or other liabilities of any kind the bidder
19 incurs in preparation and submission of its
20 proposal, in participating in the RFP process
21 or in anticipation of the award of the
22 contract.

23 This RFP includes specific, important
24 instructions governing the content of the
25 requested proposals, including requirements

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1 specific to information and material that
2 shall be included in such proposals, a
3 description of the services to be provided,
4 requirements that bidders must meet to be
5 eligible for consideration, general
6 evaluation criteria and other requirements
7 specific to this RFP.

8 MDOC seeks proposals from bidders who
9 currently possess the experience, expertise,
10 credentials, financial means, management
11 structure necess- -- and management structure
12 necessary to provide comprehensive healthcare
13 services to the incarcerated population in
14 the custody of the Mississippi Department of
15 Corrections. In particular, it is the
16 expectation of MDOC that a bidder possesses
17 appropriate resources to recruit and retain
18 sufficient administrative, dental, medical
19 and mental health personnel, particularly
20 necessary licensed dental, medical, mental
21 health personnel in order to meet the
22 staffing requirements set forth herein. And
23 that's in Section 4.4.

24 Failure to attend the Pre-Proposal
25 Conference and the facility tours shall

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1 disqualify a bidder from submitting a
2 proposal in response to this RFP. If a
3 proposal is received after failing to
4 participate in both the Pre-Proposal
5 Conference and the facility tours, it will be
6 returned unanswered.

7 MR. LUNSFORD: Attendance will be
8 confirmed.

9 MS. COCKRELL: Attendance will be
10 confirmed by sign-in sheets available at the
11 beginning of each facility tour.

12 Any questions regarding this RFP must be
13 submitted by e-mail with the subject line,
14 MDOC 2023 RFP Question -- again, that's, MDOC
15 2023 RFP Question -- to the Mississippi
16 Department of Corrections contact person no
17 later than 5:00 p.m., Central Standard Time,
18 on January 26th, 2024. Repeat that, 5:00
19 p.m., Central Standard Time, January 26th,
20 2024. MDOC shall post questions along with
21 the answers to the questions on MDOC's
22 website by February 16th, 2024.

23 MDOC reserves the right to forego
24 answering any questions received after the
25 deadline set forth above. In the event any

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1 bidder submits any question or answer after
2 the deadline set forth above and elects to
3 proceed with the submission of a proposal,
4 such bidder voluntarily and knowingly assumes
5 the risk that the proposal will not be
6 responsive or competitive due to their
7 failure to timely submit the question and/or
8 their failure to permit MDOC sufficient time
9 to review and answer the question untimely
10 submitted.

11 Now we're going to move to our bidder
12 section.

13 Questions? Do you have any questions so
14 far on all that information that I've given?
15 Yes, sir.

16 MR. MAY: Robert May with Centurion
17 Health. On the questions and answers, are
18 you going to do a rolling process? So if we
19 submit questions today, you might post them
20 today and answer them in time, or is it all
21 the way up to the due date and then we see
22 them after?

23 MR. LUNSFORD: So here's what will
24 happen in our view, which is if you look back
25 at the schedule -- let me direct you to the

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1 schedule in the RFP, which is included --

2 MS. COCKRELL: Page 4.

3 MR. LUNSFORD: -- on Page 4. So to the
4 extent that any questions arise during the
5 course of today's prebid conference that we
6 do not answer, those will be posted at some
7 point in the future. Now, when that happens,
8 it may be in the next two weeks. It may be
9 in the next -- by the deadline for MDOC to
10 provide answers to questions. We can't agree
11 to a particular timeframe given that we don't
12 know what the questions would be. So that
13 will be done. And that's why we encourage
14 everyone to routinely, independently check
15 that website. There's language in the RFP
16 that I refer you to -- I'm not going to quote
17 it now -- in terms of your obligations to
18 routinely check the website and make sure
19 that you're up to date on that information.

20 MR. MAY: I just raise it --

21 MR. LUNSFORD: Sure.

22 MR. MAY: -- maybe keep us from all
23 asking the same questions if they're kind of
24 posted or something as we go. We could all
25 look before we ask, see if it's already

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1 asked. Not overload you with repetitive
2 questions.

3 MR. LUNSFORD: To the extent possible,
4 we will work to address any questions you all
5 raise during the next week. We will attempt
6 to address those prior to your deadline for
7 questions so that you can cross-reference
8 those and ensure for your purposes, because
9 we certainly don't want you to waste time
10 duplicating any questions, nor do we want to
11 have to go back and say, please refer to so
12 and so.

13 MR. MAY: Yes.

14 MS. COCKRELL: No other questions?

15 Okay. So consistent with Section 4.4.2
16 of the RFP, Mandatory Pre-Proposal
17 Conference, any answers furnished during the
18 Pre-Proposal Conference will not be official
19 until they have been verified in writing by
20 DOC. All questions and answers will be
21 posted to the website as an addendum to the
22 RFP. Responses presented at the conference
23 are speculative until official written
24 responses are provided.

25 We're now going to go through the RFP

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1 page by page as well as the appendices in the
2 back, and I'll ask if there are any questions
3 for each page and just please let me know and
4 I can stop and we'll address them as such.

5 And also, again, you can just please
6 state your name and the company you
7 represent.

8 COURT REPORTER: Just make sure you
9 speak up. I'm having a little trouble
10 hearing over there.

11 MR. LUNSFORD: Okay.

12 COURT REPORTER: Thank you.

13 MS. COCKRELL: So let's see. You want
14 to start with the Introductory page?

15 MR. LUNSFORD: Yes.

16 MS. COCKRELL: So Introductory page is
17 Page 1. Does anybody need a copy? Okay.
18 Are there any questions on Page -- oh, sorry.

19 MR. HOWARD: I'll take a copy of this
20 one.

21 MS. COCKRELL: Sure.

22 MALE SPEAKER: I've got another taker
23 over here.

24 MR. HOWARD: If you've got one.

25 MS. SCHULT: I'll get one if you have

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1 one more.

2 MS. COCKRELL: Okay. I'm going to start
3 with the Introduction page on Page 1.
4 Anybody have any questions regarding anything
5 on that page? Hearing none.

6 Page 2 is the Definition page. Any
7 questions on Page 2?

8 Okay. Moving on to Page 3. Seeing
9 none.

10 Any questions on Page 4?

11 Okay. Page 5?

12 Page 6?

13 Page 7?

14 Page 8?

15 Page 9?

16 MR. FLETCHER: Page 9.

17 MS. COCKRELL: Okay. Yes, sir.

18 MR. FLETCHER: Frank Fletcher with Vital
19 Core Health Strategies. I had a question on
20 the bottom of Page 8 and the top of Page 9
21 regarding Section 5.2.1 and 5.2.2. 5.2.1
22 says the external hard drive or thumb drive
23 containing the bidder's proposal should
24 clearly identify the bidder and include the
25 name, et cetera, et cetera. And then Section

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1 5.2.2 says, the ten paper copies of the
2 proposal and external hard drive or thumb
3 drive required in this section shall not
4 include any identifying information to
5 include, but not limited to bidder's prior,
6 current or future company names or addresses,
7 et cetera, et cetera. And that's regarding
8 the blind scoring process in 5.2.2. So those
9 two sections seem to be contradictory. So I
10 guess my question really is, are you in fact
11 looking for a blind bid, because there are
12 other sections of the RFP that do require
13 identifying information?

14 MR. LUNSFORD: So just to be very clear,
15 the external hard drive should be marked. It
16 should not -- it should be marked with the
17 identifying information. Otherwise, it would
18 be impossible for us to track whose hard
19 drive that would be.

20 And I agree that there's probably some
21 clarification we can provide as to this. The
22 intention is for it to be a blind submission
23 process, and so we will review that
24 particular issue and provide further
25 clarification. That's a fair question.

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1 We'll provide further clarification on that.

2 MR. FLETCHER: Okay. Thank you.

3 MR. LUNSFORD: To the extent -- well,
4 I'll stop there, but we will provide further
5 clarification on that.

6 MR. FLETCHER: Okay. And if I may, just
7 to continue a little bit. If you look at, on
8 Page 95.6.1.1, requests the name of the
9 bidder -- excuse me -- the name of the
10 bidder. And, again, there are, I think, some
11 other areas of the RFP that are going to
12 require identifying information.

13 MR. LUNSFORD: Well, I think what we
14 need to clarify for you -- I'm not going to
15 provide the full clarification now, but I
16 think what word is being missed in 5.2.2 is
17 the word redacted, and so I believe that
18 information needs to be in there but the
19 manner in which it's submitted needs to be
20 redacted. And so we'll clarify that to
21 ensure that everyone has clear instructions.

22 MR. FLETCHER: Thank you.

23 MS. COCKRELL: Anybody else have a
24 question on Page 9?

25 Page 10?

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| | |
|----|----------|
| 1 | Page 11? |
| 2 | Page 12? |
| 3 | Page 13? |
| 4 | Page 14? |
| 5 | Page 15? |
| 6 | Page 16? |
| 7 | Page 17? |
| 8 | Page 18? |
| 9 | Page 19? |
| 10 | Page 20? |
| 11 | 21? |
| 12 | 22? |
| 13 | 23? |
| 14 | 24? |
| 15 | 25? |
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1 36?
2 37?
3 38?
4 39?
5 40?
6 41?
7 42?
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9 44?
10 45?
11 46?
12 MS. PHELPS: I have a question.
13 This is Ashley Phelps with YesCare.
14 7.8.8.11 and 7.8.8.12 talk about the
15 monitoring of acutely suicidal and
16 non-acutely suicidal inmates. It indicates
17 selected bidder will document any activities
18 on a routine basis throughout the period of
19 observation. Is the intent that the bidder
20 company will be responsible for the
21 observation, monitoring and documentation of
22 patients on suicide watch?
23 MR. LUNSFORD: Yes.
24 MS. PHELPS: Okay. Thank you.
25 MR. LUNSFORD: And that includes both

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1 acutely suicidal incarcerated individuals in
2 7.8.8.11 and the non-acute, which is defined
3 further at 7.8.8.12.

4 MS. PHELPS: Okay. Thank you.

5 MS. COCKRELL: Any questions on 47?

6 48?

7 49?

8 50?

9 51?

10 52?

11 MR. HOWARD: Question. Greg Howard,
12 Mississippi Independent Hospital Corporation.
13 Can we ask general questions on the entire
14 section --

15 MR. LUNSFORD: Sure.

16 MR. HOWARD: -- or do you want us to
17 pinpoint each specific one question -- each
18 section?

19 MR. LUNSFORD: That's up to you.

20 MR. HOWARD: So I don't expect you to
21 answer all of these questions today. Some of
22 it's detailed. But what's the bandwidth for
23 each facility you have for internet service?

24 MS. COCKRELL: We don't know that
25 offhand, but we --

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1 MR. HOWARD: That's all right.

2 MS. COCKRELL: -- that's a question we
3 will certainly --

4 MR. HOWARD: The other one is, what is
5 your EHR provider?

6 MS. COCKRELL: That's another question
7 we will provide specifics on.

8 MR. HOWARD: And what version is it?
9 The other one is, you referenced imaging
10 storage, does MDOC currently have a PAC
11 system? If not -- or if so, what is it? If
12 not, does your EHR support integration of a
13 PAC system?

14 And the other -- last question I have
15 is, what major medical equipment is provided
16 by MDOC?

17 MR. LUNSFORD: All those questions
18 are -- we want to make sure that they're
19 comprehensive and complete, so --

20 MR. HOWARD: Sure.

21 MR. LUNSFORD: -- we'll review those and
22 get back to you all in a written format.

23 MS. PHELPS: I have a question, but it
24 would be backed up to Page 50.

25 MR. LUNSFORD: That's okay.

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1 MS. PHELPS: And my apologies.

2 MR. LUNSFORD: That's okay.

3 MS. PHELPS: So this is the mental
4 health services and restricted housing.
5 7.8.17.4 indicates mental health services and
6 restricted housing for inmates not on the
7 mental health caseload. Right below that, it
8 says inmates on the mental health caseload.
9 I would think that would be on the mental
10 health caseload, but I wanted a clarification
11 since it's contradictory.

12 MR. LUNSFORD: So it may be an
13 organizational confusion because each of
14 those statements can be used independently.
15 There is some probably clarification there
16 and I think your question that -- as I
17 understand it, is what level of services will
18 be required for those individuals not on the
19 mental health caseload who are in restrictive
20 housing? And we can provide some further
21 clarification on that.

22 MS. PHELPS: Okay.

23 MR. LUNSFORD: I do see that as being a
24 gap there that we can fill for you all.

25 MS. PHELPS: 7.8.17.2, so above that

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1 refers to in not on the mental health
2 caseload.

3 MR. LUNSFORD: Yep.

4 MS. PHELPS: Okay.

5 MR. LUNSFORD: I think -- well, we'll
6 clarify. I'm not sure what didn't happen
7 is -- actually, I think there's an
8 unnecessary duplicate there in 7.8.17.4, but
9 we'll clarify that. And I think what you
10 will -- we'll verify this, but I believe what
11 you'll see is a clarification of 7.8.17.4
12 with everything else remaining the same.

13 MS. PHELPS: Okay.

14 MR. LUNSFORD: Thank you for pointing
15 that out, though.

16 MS. COCKRELL: Okay. Think we were on
17 52. Any questions on Page 52?

18 53?

19 54?

20 55?

21 56?

22 57?

23 58?

24 59?

25 60?

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1 61?
2 62?
3 63?
4 64?
5 65?
6 66?
7 67?
8 68?
9 69?
10 70?
11 71?
12 72?
13 73?
14 74?
15 Appendix A, 001?
16 And that -- the numbers are at the
17 bottom.
18 MR. LUNSFORD: Yeah, you can go on --
19 you don't have to refer to page numbers.
20 MS. COCKRELL: Okay. So I can just do
21 B?
22 MR. LUNSFORD: Yeah.
23 MS. COCKRELL: Appendix B?
24 Appendix C?
25 Appendix D?

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1 Appendix E?

2 Appendix F?

3 Appendix G?

4 Appendix H?

5 At this point, I'll entertain questions
6 on the RFP or any appendix as a whole, so
7 nothing specific to pages.

8 MR. LUNSFORD: Yeah, and let me clarify
9 just to make sure we're all clear. We wanted
10 to go through this and pinpoint specific
11 pages so if you had a question about a
12 specific provision, this is your opportunity
13 to do that. But also to the extent that you
14 now have any questions about something not
15 included in the RFP or if you have a general
16 process question that you'd like to raise,
17 now would be an appropriate time to do that.

18 MR. HOWARD: Greg Howard, Mississippi
19 Independent Hospital Corporation.

20 MS. COCKRELL: Can you repeat that?

21 COURT REPORTER: Can you speak up a
22 little bit for me?

23 MR. HOWARD: Greg Howard, Mississippi
24 Independent Hospital Corporation. Would MDOC
25 be willing to provide the appendices in an

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1 Excel format where possible?

2 MR. LUNSFORD: We --

3 MR. HOWARD: They do PDF on the site.

4 MR. LUNSFORD: We can discuss some -- I

5 don't know that we can provide it in Excel,

6 but we can provide -- are you talking about

7 the staffing appendices?

8 MR. HOWARD: Yeah.

9 MR. LUNSFORD: That's the only one.

10 MR. HOWARD: Any of them have -- any of

11 them of that same nature? Cost submittal.

12 Any of them that are math --

13 MS. COCKRELL: Charts form.

14 MR. HOWARD: -- based type?

15 MS. COCKRELL: Or chart.

16 MR. LUNSFORD: Okay.

17 MR. HOWARD: Org chart doesn't have to

18 be.

19 MR. LUNSFORD: We can look at that.

20 MS. COCKRELL: No, I said or chart form.

21 MR. HOWARD: Ma'am?

22 MS. COCKRELL: Or the chart form.

23 MR. LUNSFORD: Give a specific example.

24 MS. COCKRELL: So under Appendix D,

25 under the cost submittal, there are several

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1 that are chart form.

2 MR. HOWARD: Sure, sure.

3 MR. LUNSFORD: Okay. Any other general
4 questions or other questions about process or
5 anything not included in the RFP document
6 itself?

7 All right. Hearing no questions, we'll
8 move on to the next section.

9 MS. COCKRELL: Facility tour information
10 and questions. Attendance at the facility
11 tours is mandatory per Section 4.4.3.
12 Failure to attend both the Pre-Proposal
13 Conference and the facility tours shall
14 disqualify a bidder from submitting a
15 proposal in response to this RFP. If the
16 proposal is received from a bidder after
17 failing to participate in both the
18 Pre-Proposal Conference and the facility
19 tours, again, it will be returned unopened.
20 Facility tours are not part of the
21 Pre-Proposal Conference.

22 Prospective bidders shall participate in
23 the tours following MD- -- in the following
24 MDOC facilities to include all areas
25 pertaining to the provisions of the

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1 healthcare services at the Central
2 Mississippi Correctional Facility, that's
3 3794 Mississippi Highway 468 in Pearl,
4 Mississippi 39208, and that will begin today,
5 January 8th, 2024, at 1:00 p.m.; Mississippi
6 State Penitentiary at Parchman, 590 Parchman
7 Road 12, Parchman, Mississippi 38738, and
8 that's in Sunflower County, Mississippi;
9 South Mississippi Correctional Institute,
10 22689 Mississippi Highway 63 North, that's in
11 Leaksville, Mississippi 39451. And both
12 the -- well, all three, the Mississippi State
13 Penitentiary tour, the South Mississippi
14 Correctional Tour and the -- I'm sorry.
15 Those two will be at 10:00. And then, as I
16 stated, the 10:00 for Parchman is going to be
17 on tomorrow, January 9th; SMCI or Central
18 Mississippi will be Wednesday, January 10th.
19 And both of those will be at 10:00 a.m.,
20 Central Standard Time. So today, CMCF at
21 1:00, and then Tuesday and Wednesday,
22 Parchman and SMCI, respectively, at 10:00.

23 The Mississippi Department of
24 Corrections will provide an overview on site
25 at the beginning of each facility tour of any

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1 specialized services, programs, equipment, et
2 cetera, at the MDOC facility. If bidders
3 have any questions or request any information
4 that is not addressed during a facility tour,
5 it will be resolved by the procedures listed
6 in Section 4.4.6 of the RFP.

7 RFP Section 4.4.5 requires that bidders
8 shall contact the MDOC contact person no
9 later than 4:00 p.m., January 3rd, 2024, and
10 provide the names of the three individuals
11 who will be attending the facility tours, as
12 well as a copy of the individual's driver's
13 license. Upon arrival at each facility,
14 please remain in your car in the facility
15 parking lot until 15 minutes prior to the
16 designated tour start time.

17 MR. WANSLEY: Curtis has a question over
18 here.

19 MS. COCKRELL: I'm sorry. Yes, sir.

20 MR. MILES: Hi, Ms. Cockrell.

21 Curtis Miles with BosWell Pharmacy
22 Services. I didn't receive a confirmation
23 from my submission for the credentials for
24 the driver's license to do the tour, so I
25 resubmitted it yesterday evening after

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1 reading through this thing. I did submit it
2 to your healthcare RFP e-mail address.

3 MS. COCKRELL: Okay.

4 MR. MILES: So I wanted to make sure
5 that -- A, that I was able to get clearance,
6 but, B, earlier you stated that those items
7 were posted to the website, and I have some
8 concerns about my personal identification
9 stuff being posted to a website.

10 MS. COCKRELL: Okay. So for
11 clarification, that won't be posted. That
12 was just for our information so we can clear
13 you through security at the gate. So that
14 information would not be made public. But I
15 did receive your e-mail last night, and we'll
16 clear you.

17 MR. MILES: Thank you very much.

18 MS. COCKRELL: Any other questions on
19 that?

20 MR. LUNSFORD: You've got one thing at
21 the end of this.

22 MS. COCKRELL: Okay.

23 Upon arrival at each facility -- okay.
24 I said that -- please remain in your car.
25 And then at that point you may enter the

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1 facility and begin the process of clearing
2 security. You will need to bring only the
3 following items: Your photo ID, car keys,
4 pen and a writing tablet. All other items
5 must be secured in your vehicle. Cell phones
6 and cameras will not be permitted in the
7 facilities.

8 Please remember that discussions with
9 staff is strictly prohibited and could result
10 in disqualification. So please give us any
11 questions that you may have -- direct any
12 questions to us that you may have.

13 MR. LUNSFORD: A couple of
14 clarifications, just so everyone's aware, I
15 want to address this so there's no confusion
16 about the requirement. Obviously, there is a
17 prospective veteran here who has staff in the
18 facility, and so obviously the prohibition
19 against contact with staff doesn't apply to
20 them meet -- talking to their own staff. I
21 didn't want anyone to construe that in an
22 overly legalistic manner.

23 Secondly, we do realize that there are
24 some members of your teams that are not
25 present in this room, and so understand that

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1 there's no way for us to communicate all of
2 the things we've communicated here to them,
3 so the expectation is that you all would
4 communicate those things. And so if you're
5 sending someone else, it is your obligation
6 to communicate all of the things that were
7 discussed here to the members of your team
8 who will be attending those site visits,
9 because we're not going to go back over these
10 while we're on site at the facilities.

11 Okay. Any questions about that?

12 Okay. Any other questions, comments or
13 statements for the good of the order?

14 Let me say again, just since we are on
15 the record and before we wrap this up, I
16 forgot to probably emphasize it with the
17 appropriate level of urgency, which is,
18 Commissioner Cain wanted me to express to
19 each and every one of you that he greatly
20 appreciates you being here today. He
21 certainly hopes that each and every one of
22 you submit a bid for this particular
23 contract, and he is committed to making this
24 next contract a continuing partnership
25 between this particular agency and the next

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1 private provider to ensure that this
2 population is receiving the level of services
3 that they should be receiving. And so I
4 can't say enough for him and also just for
5 us, we know a lot of you traveled a very far
6 distance to be here, and it's going to be a
7 pretty rigorous week of walking. If you
8 haven't been to Parchman, we'll have vans
9 there, so no one needs to worry about walking
10 Parchman. We wouldn't do that to you. But
11 it's going to be a very productive week.

12 Our goal is to be transparent with you
13 about all of our needs. Our goal is to be
14 transparent with you about the process. Our
15 goal is to retain the most qualified company
16 that wants to partner with this agency to
17 fill those needs.

18 So thank you again, and everyone, safe
19 travels.

20 Does anyone -- before we end, does
21 anyone need directions to the facilities?
22 Okay. If it so happens -- we will have
23 Courtney check her voice mail, but if you
24 happen to get lost, call the contact number,
25 because that's the process that's set out.

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1 Please do not call the facility. If you can
2 call -- you can even call each other to help
3 each other out, that would be great. You all
4 do a wonderful job of working together
5 professionally and collaboratively, so please
6 do that. But if you're completely lost and
7 you still have cell phone coverage, then
8 please call Courtney's work number, and
9 she'll be checking her voice mail to make
10 sure and leave a number where she can contact
11 you if you need directions from there.

12 MS. COCKRELL: And also you can e-mail
13 that healthcare, because I check that
14 regularly.

15 MS. HOGUE: I do have one question.
16 Kathy Hogue with Vital Core Health
17 Strategies. The tour at CMCF, where is the
18 meeting point?

19 MR. LUNSFORD: It will be in the male
20 portion of the facility. It will be at the
21 front and you can clarify any portion. We're
22 going to start with the male portion of the
23 facility, and we'll go to the female portion
24 second.

25 MS. HOGUE: Reception and

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1 classification?

2 MS. NAGLICH: Yeah.

3 MR. LUNSFORD: Is that right?

4 MS. COCKRELL: Yeah, should be.

5 MR. LUNSFORD: She said --

6 MS. COCKRELL: Should be, yes, yes.

7 MS. HOGUE: Can I just make a comment?

8 MR. LUNSFORD: Sure.

9 MS. HOGUE: For people that may not have
10 been there, when you enter into the main
11 gate, you will turn to the right, follow that
12 road all of the way around, and you will end
13 up in that parking area.

14 MR. LUNSFORD: Thank you for that.
15 Appreciate that.

16 Anything from MDOC counsel or from the
17 Butler Snow team that we need to raise?

18 MS. COCKRELL: Thank you all.

19 MR. LUNSFORD: Okay. Thank you much.
20 We'll see you all just before 1:00.

21 (Time Noted: 9:44 a.m.)

22 (Exhibit 1 marked for identification.)

23

24 ORIGINAL: WILLIAM R. LUNSFORD, ESQ.

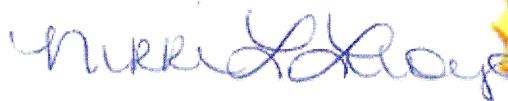
25

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1 CERTIFICATE OF COURT REPORTER
2 I, Nikki L. Lloyd, court reporter and
3 Notary Public, in and for the State of
4 Mississippi, hereby certify that the foregoing
5 contains a true and correct transcript of
6 Proceedings, as taken by me in the aforementioned
7 matter at the time and place heretofore stated, as
8 taken by stenotype and later reduced to
9 typewritten form under my supervision by means of
10 computer-aided transcription.

11 I further certify that, to the best of
12 my knowledge, I am not in the employ of or related
13 to any party in this matter and have no interest,
14 monetary or otherwise, in the final outcome of
15 this matter.

16 Witness my signature and seal this the
17 30th day of January, 2024.

18
19 



20 NIKKI L. LLOYD, CCR #1870

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