



COMMONWEALTH of VIRGINIA

DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

600 East Broad Street, Suite 1300

Richmond, VA 23219

August 15, 2016

ADDENDUM No. 3 TO VENDORS:

Reference Request for Proposal: RFP 2016-02, Modular Core Services Solutions

Dated: July 15, 2016

Proposal Due Date: September 9, 2016

Below are updates that may delete, add, modify or clarify certain aspects of the aforementioned RFP. Please incorporate as necessary.

See Attachment 1 (below) for additional questions posed by Offerors and the Department of Medical Assistance Services (DMAS) responses.

Please note some questions may take additional time to generate an adequate response. If you do not see a response to a question you have submitted, please monitor the DMAS and eVA website for future addendums.

See Attachment 2 (below) for pre-proposal conference attendance roster.

See Attachment 3 (below) for pre-proposal conference transcript.

A signed acknowledgment of this addendum must be received by this office, either prior to the proposal due date and hour required or attached to your proposal response. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Sincerely,

A handwritten signature in black ink, appearing to read "Christopher Banaszak".

Christopher M. Banaszak
DMAS Contract Manager

Name of Firm: _____

Signature and Title: _____

Date: _____

Attachment 1
RFP 2016-02, Addendum 3
Offerors Questions and DMAS Responses

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	6	MCSS- 1.e.4 Pages 29-30	Who is responsible for document imaging, storage & retrieval?	Each MCSS Contractor is responsible for Documentation Management as described in 3.a.9 and J.16. Section 1.e.4 describes a future state and should not be construed as requirements.
MCSS	7	PRSS- 1.a.1; Appendix C	<p>The PRSS Pricing Schedule indicates the start of PRSS Operations and Maintenance (O&M) is July 1, 2018. This seems to be in conflict with Section 1.a.1, Figure 1: MES Project Implementation Flight Plan Model which shows MCSS O&M starting in Q3 of 2017.</p> <p>Please specify the required start date of PRSS Operations and Maintenance.</p>	We are assuming no overlap between DDI and O&M. During PRSS DDI, all affiliated Contractor costs must be included in Pricing Schedules A. Once all DDI activity is completed for the PRSS, the Operation and Maintenance Phase(s) will begin and Contractor will be paid in accordance to Pricing Schedules B-I. Until all DDI is complete for all modules, Contractor will only be paid based on the final negotiated price in Schedule A.
MCSS	8	PRSS- 1.a.1 Page 2, Table 1	The RFP mentions that Provider Services will be the first implementation as part of the Modular Core Services Solutions. What is the desired timeline for this implementation? Figure 1 implies that the PRSS solution DDI phase is 12 months. Can this be confirmed?	<p>The schedule reflected in the Flight Plan is an estimate and will be revised during contract negotiations.</p> <p>The duration of the PRSS DDI activity timeline will be established in coordination with the ISS Contractor's Master Work Plan.</p>
MCSS	9	PRSS- 1.a.1 Page 2, Table 1	For the Provider Services implementation, RFP Table 1 states 'DDI Phase I: Provider Services Solution with all related Portal access'. Does "all related Portal access" mean that the Provider Services portal implementation would need to support public consumers other than Providers?	No. 'Related' access pertains to enrolled and prospective providers.

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RFP 2016-02, Addendum 3
Offerors Questions and DMAS Responses

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	10	PRSS- 1.a.1 Page 3, Figure 1	The MES Project Implementation Flight Plan shows the ISS vendor starting at the same time DDI Phase 1 begins. Since the ISS vendor will be responsible for defining integration and SOA governance, can vendors assume the initial implementation of the Provider Services Solution will be implemented as a standalone system without benefit of the ESB? Will the Provider Service Solution continue to be standalone after the ISS vendor builds the integration framework?	The level of integration that can be achieved between the PRSS and ISS for the PRSS Phase 1 implementation will be established in coordination with the ISS Contractor.
MCSS	11	MCSS- 1.a. - Page 3, Figure 1	In Figure 1, DDI Phase II is not shown. What is the timeline for DDI Phase II and which modules are a part of DDI Phase II?	<p>The timeline for DDI Phase II is expected to be the date which the contract is signed by both DMAS and the chosen vendor through completion.</p> <p>The CRMS, PLMS, PEMS, and OPSS modules are considered Phase II, however the duration of the DDI activity and deployment timeline will be established in coordination with the Contractor, the ISS Contractor, and DMAS.</p>
MCSS	12	MCSS- 3.a.4 Page 37-38	Are each of the MCSS vendors required to support modular certification of their component or will the State complete a single certification effort? Should the certification estimates be included in the appropriate DDI Phase pricing? Has the State determined which sets of checklists will be used for the certification process?	Each MCSS contractor is required to support certification of its component and shall estimate for this effort. DMAS is working with its IV&V Contractor to determine the checklists that will be used for the certification process.

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RFP 2016-02, Addendum 3
Offerors Questions and DMAS Responses

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	13	MCSS- 3.a.7.3 Page 44-46	Can the State share information about the product(s) being proposed for Security Management and Single Sign On? Are their specifications for how each component application will integrate into the overall solution?	No additional information is available at this time.
MCSS	14	PRSS- 3.a.7.3 Page 49	We assume the Provider Services solution will require an interface with the legacy MMIS system. Will the MMIS will be capable of accepting only a flat file data exchange for the interface or are there other data exchange methods the MMIS could support? Will the data exchange be included in the ISS services? What is the specific requirement for the Provider Services Solution?	The PRSS will be required to support data exchanges with other systems including the legacy MMIS system. The format and method will be established as part of the integration planning with the ISS Contractor.
MCSS	15	CRMS - 9.a.17 Table 12	Will DMAS please extend the proposal due date two weeks to 09/23/2016? Breaking the Core Services RFP into 5 distinct modules has created more opportunities for vendors to participate. An extension will allow Prime Contractors with the time needed to evaluate new partnerships. This will be extremely valuable to the SWAM community in presenting their value propositions to potential partners.	At this time, DMAS has no intent to extend the due date/time. If a decision is made to extend the deadline, DMAS will notify all participating Offerors by posting an Addendum on the eVA and DMAS websites.

Attachment 1
RFP 2016-02, Addendum 3
Offerors Questions and DMAS Responses

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	16	MCSS- J.20 Member Eligibility and Enrollment, MCSS-MEE-009	Requirement MCSS-MEE-009 states, "The Solution shall provide the ability to accept, manage, and track member premium fees including the ability to accept and process credit cards and deposit money in State accounts." Does the Department or State have an enterprise agreement in place with a credit card processor that bidders should plan to use or should bidders assume a separate agreement with a vendor? Should credit card transaction costs be charged directly to the Department or included in the bidder's price?	DMAS does not have an enterprise agreement in place with a credit card processor. The Contractor must assume a separate agreement with a vendor is required. Credit card transaction costs shall be included in the bidder's price.
MCSS	17	CRMS - J.1 MCSS-TECH-STND-011 and J.16 MCSS-DOC-027	Can DMAS identify which document management system it uses that the CRMS Contractor will be required to access, store and index the documents and images received by the contractor? Is the contractor required to use its own Doc Mgmt System but store artifacts on DMAS's Enterprise Content Management System?	The CRMS must provide a Documentation Management system that is required to house only documents that are directly related to the CRMS. The CRMS Documentation Management system will feed artifacts to the Enterprise Content Management System.
MCSS	18	CRMS - J.1 MCSS-TECH-STND-014	Since the CRMS is not identified on the single sign on (SSO) diagram on page 45, can DMAS confirm that the CRMS will require SSO?	Yes, the CRMS will require SSO.

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RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	19	MCSS- J.21 Provider E&E MCSS-PEE-012	Can the Department clarify who has responsibility for performing provider site visits?	The Department oversees this activity from a compliance standpoint; however the PRSS Contractor is responsible for conducting the site visits and documenting the results according to the ACA Provider Screening Regulations.
MCSS	20	MCSS- J.21 Provider E&E, MCSS-PEE-035	Requirement MCSS-PEE-035 states, "The Solution shall use geocoding to assign FIPS code values to each provider based on street level address and provide reporting on any provider records that could not be assigned." Will geocode information be included in the legacy provider extracts, or will the PRSS contractor be required to perform address validation and geocoding for each current provider as part of the data conversion effort?	Geocode information (locality codes/FIPS codes) will be included on legacy provider extracts, but the proposed solution must use geocoding technology to ensure the accuracy of the codes being converted and assign FIPS codes for future enrolled providers.
MCSS	21	CRMS J.19 MCSS-CM-001	Who and how many on line Care Management users will there be? Where are batch transactions coming from and in what format?	The Care Management Solution being requested will be new. The number of online users is not known at this time. Specific information about batch transactions will be based on the Solution.

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RFP 2016-02, Addendum 3
Offerors Questions and DMAS Responses

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	22	CRMS - J.19 - MCSS-CM-001	Can DMAS clarify and identify the "other systems" with which the Care Management solution would need to interface?	The Contractor should describe the capabilities of its Solution and how it can best be used by DMAS. The MES interface landscape is being defined and therefore DMAS cannot identify all systems at this time.
MCSS	23	CRMS - J.19 - MCSS-CM-001	Please IDENTIFY THE NUMBER OF UM, CM and DM Users including BA's	The Care Management Solution being requested will be new. The number of users is not known at this time.
MCSS	24	CRMS - J.19 - MCSS-CM-004	What users (and how many) does DMAS anticipate directly adding case information in the care management solution?	The Care Management Solution being requested will be new. The number of users that will be adding case information is not known at this time.
MCSS	25	CRMS - J.19 - MCSS-CM-008	Will Commonwealth agencies provide access to non-Claims data and other data if API's are provided?	DMAS will work with other Commonwealth agencies in an effort to foster and support data exchanges.
MCSS	26	CRMS - J.19 - MCSS-CM-012	For what care management programs is this required?	The requirement is not specific to any care management program(s).
MCSS	27	CRMS - J.19 - MCSS-CM-013	Can DMAS clarify what information for the EVV would need to be stored in the care management system? What EVV systems are currently in use in VA?	DMAS does not currently use an EVV system, but plans to in the future. The Contractor should describe the capabilities of its Solution.

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RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	28	CRMS - J.19-MCSS-CM-020	Who is entering this information? What sources is it being transmitted?	The Contractor should describe the capabilities of its Solution related to capturing and maintaining screening and assessment information.
MCSS	29	CRMS - J.19 MCSS-CM-023	What external entities will transmit information to add/update screening and assessment information?	The Contractor should describe the capabilities of its Solution related to adding and updating screening and assessment information with information from any Department approved external entities.
MCSS	30	MCSS- Page 167, J.14-Portal 010	Would DMAS confirm that the 5% applies across the statewide population?	All Contractor websites shall support English, Spanish, and any other language that is used by 5% or more of the population.
MCSS	31	CMRS - J.19 MCSS-CM-024	How many years of EPSDT data history is the commonwealth wanting to retain in the EDW?	The CRMS shall maintain a minimum of three years of EPSDT data history.
MCSS	32	MCSS- Page 188	Does DMAS have a standard taxonomy methodology already mapped available to the bidders or will that mapping be developed during the DDI process?	No, the mapping will need to be developed during the DDI process.

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RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	33	MCSS- Page 168, J.21-PEE, Rqmt 014	<p>Can DMAS clarify the intent of the requirement? Is this to store non-production network affiliations?</p> <p>Please clarify DMAS evaluation process as it relates to the contractor meeting this requirement?</p>	<p>The question does not appear to relate to the requirement cited. This response is in reference to requirement MCSS-PEE-045.</p> <p>The requirement is to have the ability to accept provider network files and conduct network adequacy evaluations, but not actually load those provider files into production. DMAS is seeking the ability to load and evaluate network files, but not actually have those providers loaded into MES.</p> <p>This is intended to be a process outside of the 'production' environment to have DMAS work directly with a new entity that would be submitting encounters and their related provider networks.</p>
MCSS	34	MCSS- Requirements Traceability Matrix	<p>The dropdown function on the Excel file, RFP 2016-02 Modular Core Services Solution, Operations Services Requirements Traceability Matrix, is not working. Will the Commonwealth please provide us with a new version of this file with a functioning drop down feature to enable submission in the designated format?</p>	<p>The completion of the RTM document is not dependent on, or intended to be based on the use of drop-down lists.</p>

Attachment 1
RFP 2016-02, Addendum 3
Offerors Questions and DMAS Responses

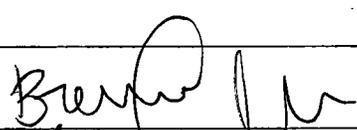
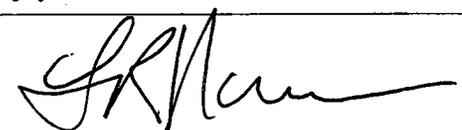
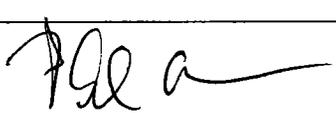
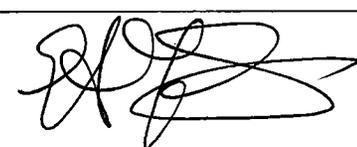
RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	35	MCSS- Page 25, 142, Section Figure 3 Future State, MCSS-TECH-STND-011	<p>Figure 3 depicts Document Management Services within the Integrations Services Solution (ISS) scope, and MCSS-TECH-STND-011 refers to the "Commonwealth imaging and document management systems." Appendix J.16 – Document Management requirements appear to apply to each of the 5 MCSS component sections.</p> <p>Does the Commonwealth intend to utilize up to 6 disparate document management systems across the 5 potential MCSS vendors and the Commonwealth's system, or will one vendor win and maintain a single document management system that supports the program?</p>	<p>Each solution must provide a Documentation Management System that will feed into the Enterprise Content Management system.</p>
MCSS	36	OPSS- Page 50, 3.a.9 Documentation Management and RTM, the Documentation Management tab	<p>Each of the RFPs that make up the MCSS RFP include extensive requirements for document management. Many of these requirements appear to overlap with the functionality that the ISS vendor is required to provider through the ECMS.</p> <p>How does DMAS direct individual module vendors to respond to those requirements in the matrix? If vendor assumes the requirement will be covered by the ECMS, is the requirement considered a Y or N for compliance?"</p>	<p>Each MCSS Solution must provide a Documentation Management system that is required to house only documents that are directly related to its Solution.</p> <p>The Solution Documentation Management system feeds artifacts to the Enterprise Content Management System</p>

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RFP	Question #	RFP Cite	Offeror Question	DMAS Response
MCSS	37	MCSS-RTM, the MES SSO Global Security tab, item 007	<p>The Contractor shall implement a solution's role-based security and it audit capability relative to the SSO.</p> <p>Will the state clarify the intended relationship between Contractor auditing capabilities and the SSO?</p>	<p>The application needs to be able to create application audit trails that ties to the SSO ID.</p>

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-02 MES Modular Core Services Solution Pre-Proposal Conference
August 4, 2016 at 10:00 AM ET in Conference Rooms 7A/B
Pre-registered Attendees

D.L. = Driver's License

ARRIVAL TIME	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
9:31	Advantus Strategies	Carl Laugerbaum		D.L.	11:00
	Advantus Strategies				
9:46	Astyra	Brenna Caton		DL	
9:45	Cerner Corporation	Collin Williams		DL	
9:28	Commonwealth of Virginia Consulting	Fred Norman		D.L.	
	CSRA				
	CSRA				
9:48	EMC	Corky Allen		DL	
9:53	EMC	Erin Fitzgerald		DL	

Reviewed by Nanny Maljarski

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-02 MES Modular Core Services Solution Pre-Proposal Conference
August 4, 2016 at 10:00 AM ET in Conference Rooms 7A/B
Pre-registered Attendees

ARRIVAL TIME	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
7:35	Hewlett Packard Enterprise	Maryann Jablonowski	<i>Maryann Jablonowski</i>	ID	11:00
9:35	Hewlett Packard Enterprise	Melissa Robinson	<i>Melissa Robinson</i>	ID	
9:31	LexisNexis Risk Solutions	Doug Tomlin	<i>Doug Tomlin</i>	ID	
9:42	MAXIMUS	Margalit Gosztonyi	<i>Margalit Gosztonyi</i>	ID	
9:42	MAXIMUS	Jan Nesom	<i>Jan Nesom</i>	ID	
9:57	Oracle	Kitou Futrell	<i>Kitou Futrell</i>	ID	
9:50	Oracle	Susan Kreikamp	<i>Susan Kreikamp</i>	ID	
9:41	Xerox State Healthcare	C. Douglas Davis	<i>C. Douglas Davis</i>	ID	
9:38	Xerox State Healthcare	Jeness Vaccarella	<i>Jeness Vaccarella</i>	ID	

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Reviewed By: *A. Kowalski 8/11/16*

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-02 MES Modular Core Services Solution Pre-Proposal Conference
August 4, 2016 at 10:00 AM ET in Conference Rooms 7A/B
Non-registered Attendees

ARRIVAL TIME	Offerors Company Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
9:29	Accenture	Carrie McConnell	<i>Carrie McConnell</i>	Texas DL	11:00
9:32	Court reporter	Donald Hruneni	<i>Donald Hruneni</i>	VA DL	
9:40	CGI	Michael Wirth	<i>Michael Wirth</i>	VA DL	
9:48	Astyra	Kenneth Ampy	<i>Kenneth Ampy</i>	VA DL	
9:59	Dell	Michael Fodera	<i>Michael Fodera</i>	VA DL	
10:00	Vinsys	Sreedhar Charamoddy	<i>Sreedhar Charamoddy</i>	VADL	
10:00	Vinsys	Venkata Vadrevu	<i>V.V. Venkatesh</i>	VADL	
10:05	Singlestone	Troy Henry	<i>Troy Henry</i>	VADL	

Reviewed by Mami White

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-02 MES Modular Core Services Solution Pre-Proposal Conference
August 4, 2016 at 10:00 AM ET in Conference Rooms 7A/B
Pre-registered Attendees

ARRIVAL TIME	Attendance Method (P/T)	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
	Telephonic	Rose International	Teri Elder, Mike Henley and Gail Binkley			
	Telephonic	Wipro Limited	Linda Moore Tom Stockdale			
	Telephonic	CSRA	Alan Shugart			
	Telephonic	Diamante Analytical Solutions	Barbara Rivera Bailey Spencer Jerry Linden			
	Telephonic	Oracle	Dave Myers, Loren Maughlin, Madeline Weldon, Lewis Perry, David Hecksel, Eric DiRusso,			

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-02 MES Modular Core Services Solution Pre-Proposal Conference
August 4, 2016 at 10:00 AM ET in Conference Rooms 7A/B
Pre-registered Attendees

ARRIVAL TIME	Attendance Method (P/T)	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
			Travis Moretti, Mitch Palski, Don Dybas, Rich Clover, Jeff Watters, Rick Philbin, Jason Langus, Bryan Howe, Sang Lee			
	Telephonic	McKesson Health Solutions	John Steely			
	Telephonic	EMC Public Sector	Christine Gaines			
	Telephonic	Accenture	Carrie McConnell Todd Marker Sue Pennino Patrick Rork			
	Telephonic	Advantus Strategies	No names provided			

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-02 MES Modular Core Services Solution Pre-Proposal Conference
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Pre-registered Attendees

ARRIVAL TIME	Attendance Method (P/T)	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
	Telephonic	Xerox State Healthcare	Tulili McKinley			
	Telephonic	Xerox State Healthcare	Joann Culley			
	Telephonic	Xerox State Healthcare	Matt Moreau			
	Telephonic	Medversant Technologies	Frank Goins			
	Telephonic	Red Hat, Inc	Al Barnes			
	Telephonic	BerryDunn	Emily E. McCoy			
	Telephonic	Optum	Jeff Goldberg Andrea Shook Tom Graves Dennis Dworman			
	Telephonic	Molina	Kay Anders; Kelly Steinmetz			
	Telephonic	Hewlett Packard Enterprise	Jean Gardziola;			

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Pre-registered Attendees

ARRIVAL TIME	Attendance Method (P/T)	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
			Mark Veness; Wells McCurdy; Mike Reitz			
	Telephonic	EngagePoint	Christopher Breining			
	Telephonic	Armedia	Vincent Clements; James Bailey			
	Telephonic	CSRA	Matt Murray; Duane Soskey; Anne Burke; Eric Lehman; Vijay Ramanujam; Asad Jabbar; Elena Yaroshin			
	Telephonic	Noridian Healthcare Solutions	Holly Meyer			
	Telephonic	Arch and Associates	Mike "Arch" Archuleta			
	Telephonic	AssureCare	Greg Silence			

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DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

MANDATORY PRE-PROPOSAL BID CONFERENCE

RFP 2016-02

REQUEST FOR PROPOSAL FOR

MODULAR CORE SERVICES SOLUTION

August 4, 2016

10:00 a.m. - 10:37 a.m.

Richmond, Virginia

Job No. 31131

REPORTED BY: Kurt D. Hruneni, CVR, CCR-VA

1 APPEARANCES ON BEHALF OF DMAS:

2 CHRIS BANASZAK, Contract Officer

3 FRANK GUINAN, Project Manager

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1 (10:00 a.m., August 4, 2016)

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P R O C E E D I N G S

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MR. BANASZAK: Good morning. It's Thursday morning. I'm Chris Banaszak. I'm the contract officer for this procurement. And I would like to thank everybody for coming to today's session.

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For the record, today is Thursday, August 4th, 2016, at approximately 10:00 a.m. And this is the optional pre-proposal conference for RFP2016-02 entitled, "Modular Core Services Solution."

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This meeting is being held in conference room 7A and B, at the Department of Medical Assistance Services, located at 600 East Broad Street, Richmond, Virginia, 23219.

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As stated in the RFP I would like to remind all potential Offerors that this is an optional pre-proposal conference and attendance is not mandatory, and no Offeror is prohibited from submitting a proposal if they did not attend today's conference.

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Although optional, we do encourage interested Offerors to attend in order to gain

1 additional insight for this procurement. And I
2 was a little concerned when we first put the RFP
3 out, because the invites, or the request for the
4 attendance, we weren't getting as many as we
5 thought we were. And, you know, I'd hate to throw
6 a party and nobody show up. I really appreciate
7 you all coming here today.

8 Please note that we do have a court reporter
9 in attendance to record the conference. And in
10 addition to the attendance roster, this transcript
11 will be posted in an RFP addendum at a later date.

12 And those of you who have seen our four
13 other MES procurements, you'll see that we did
14 post the transcript in an addendum. And it will
15 tell you all the -- everything that we've done
16 during this pre-proposal conference, all the
17 muffs, and mess ups, and everything I might have
18 said. Even when I said now will be in there.

19 Before proceeding I would like to go over a
20 couple housekeeping items. Again, no food or
21 drinks. If you have a drink, I mean it's fine,
22 just make sure when you leave you take your cup or
23 your trash with you. Cell phones, pagers, or
24 other electronic devices, please make sure they're
25 on off or mute.

1 If you have to go use your cell phone,
2 please go to the lobby and do so. You won't hurt
3 my feelings. The restrooms are located out in the
4 lobby area. As you came in to this area, the
5 ladies room is on the door on the right, and for
6 men, you have to go past the receptionist and the
7 door will be on your left.

8 In the event of an emergency, don't panic.
9 We will proceed out this door in an orderly
10 fashion and proceed down the stairwell to the
11 lobby area.

12 Today for introductions, I'd like to say
13 that we have a court reporter, Kurt Hruneni, from
14 Cavalier Reporting. Again, my name is Chris
15 Banaszak. I'm the contract officer for this
16 procurement. And speaking a little later will be
17 Frank Guinan, who is the project manager for this
18 solicitation.

19 As stated in the RFP, the purpose for this
20 conference is to allow DMAS the opportunity to
21 clarify various facets of the RFP. In addition,
22 attendance will also give DMAS an opportunity to
23 get a better understanding of the number and type
24 of potential Offerors interested in submitted a
25 proposal. Although by attending the conference

1 Offerors are not committed or obligated to submit
2 a proposal, it will allow DMAS to plan for future
3 based on current interests.

4 Again, this RFP will serve as the agenda for
5 the conference to provide DMAS the opportunity to
6 emphasize and clarify critical aspects of the
7 solicitation.

8 Due to this meeting not being an effective
9 forum to properly address questions orally, and
10 with provisions in the RFP for questions to be
11 submitted electronically in writing, we will not
12 be entertaining questions today.

13 Offerors are reminded however that the
14 deadline for submitting their written questions is
15 coming up, Friday, August 19th, 2016, no later
16 than 10 o'clock. That's the cutoff.

17 I've had other procurements where we
18 actually got questions in at 10:01. And I -- you
19 know, I had to contact the Offeror and say, "We
20 can't accept your questions. But if other
21 questions are asked that may address some of your
22 questions, you know, they may be posted in an
23 addendum, you know, they may have been asked by
24 other Offerors."

25 In addition, any changes made to the RFP

1 will be made via an RFP addendum issued in eVA and
2 the DMAS website. Please remember that eVA is the
3 official and controlling website.

4 We do put the information on both websites.
5 We try to get it out there simultaneously.
6 Sometimes that happens, sometimes it doesn't. But
7 the official site and the controlling website is
8 eVA. If any of you are unfamiliar with eVA,
9 please go to their website, it's
10 www.eva.virginia.gov.

11 A lot of useful information out there. And
12 one of the requirements to submit a proposal for
13 this RFP is that you be eVA registered. So
14 something to take note.

15 Right now I'm just going to over some
16 contracting keynotes that I have, and then I'll
17 turn it over to Frank.

18 As most of you have been following DMAS
19 procurements in relation to the Medicaid
20 Enterprise Systems, which is the MES initiative,
21 you are aware that this is the last of five
22 planned solicitations. Although the structure of
23 the RFP and process are the same, you also know
24 that this procurement has a little twist in that
25 we are procuring and will make award for five

1 separate modules entitled for the following;
2 Provider Services Solution, Care Management
3 Solution, Plan Management Solution, Performance
4 Management Solution, and Operations Services
5 Solution.

6 Any Offeror interested in a particular
7 module, or multiple modules, you will need to
8 submit a separate proposal package for the module
9 that you are bidding on in accordance to the
10 procedures outlined in the RFP.

11 Upon receipt, each proposal for the
12 respective module will be evaluated, and
13 negotiations conducted in according to the RFP
14 requirements, and five separate awards will be
15 made.

16 Offerors should not assume they can bundle
17 modules into one proposal and submit as a, what we
18 call, package deal. As this would be unfair to
19 other Offerors and potentially disqualify the
20 Offeror for a violation of the RFP requirements.

21 So please, I can't stress this enough, if
22 you are interested in submitting a proposal in
23 response to this RFP for any of the modules,
24 please develop a separate proposal for the module
25 you are interested in and submit it in a separate

1 package; okay.

2 So, you know, if you're interested in two of
3 them, then I should expect to receive one package
4 for, say, Provider Services Solution, along with
5 the cost proposal, and then a separate package
6 labeled for Care Management Solutions, if that's
7 the ones that you're interested --

8 So I just -- you know, I want to make sure,
9 you know, I hit that hard. Because, you know, I
10 don't want to have one package come in not
11 addressed, and then I open it up and it's for, you
12 know, five separate modules. They need to be
13 separate; okay?

14 Questions. Again, I think I hit this in the
15 beginning. The deadline for questions is 10 a.m.
16 on August 19th. We ask that all questions be
17 submitted in writing to the mailbox identified in
18 the RFP.

19 DMAS will work on responding to the
20 questions as they are received and post all Q and
21 As in an RFP addendum. We will not send a
22 response email back to the Offeror with a response
23 to their questions. Our plan is to start working
24 on responses to questions as they arrive and post
25 it in multiple addendums.

1 Again, if we get, you know, if we get 300-
2 plus, 400-plus questions on the, you know, final
3 day. You know, please bear with us in getting a
4 response out. I mean, we've -- You're probably
5 all aware with the other RFPs that we have out
6 there for PBMS, ISS, EDWS, you know, we had to do
7 some extensions to the due date, because, you
8 know, we're trying to get the Q and As out, and
9 give you sufficient time to take those responses
10 into consideration in the development of your
11 proposals; okay.

12 We encourage, you know, the quicker you can
13 get a question in that you have, we'll get the
14 responses out. We're going to post them as we go
15 along. We're not going to hold them and post them
16 altogether. We're going to try to get the
17 responses out as quick as we can. That's all I'm
18 going to say about the questions.

19 Proposal due date. As of now the deadline
20 for the receipt of proposals is 10 a.m. on Friday,
21 September 9th. This is referenced in the RFP
22 cover page, Section 9.A.17, and Section 9.B.1.

23 The format that you're supposed to use is
24 also listed in the RFP. They should be addressed
25 to my attention, Chris Banaszak, Department of

1 Medical Assistance Services, 600 East Broad
2 Street, Suite 1300, Richmond, Virginia.

3 Now if you're going to hand-deliver them by
4 courier, they need to deliver them to the 7th
5 floor receptionist. On the due date the proposals
6 come in I will be stationed out here on the 7th
7 floor at approximately 9:45, around 10 o'clock, on
8 that day waiting for any late proposals.

9 And they need to get up here before the
10 deadline. Again, I've had experiences where I've
11 had vendors call me. They're on the road, "Hey,
12 you know, it's 9:30, I'm going to -- you know,
13 I'll probably be a little late; is that all
14 right?"

15 No, it's not all right. Because any time
16 after 10 o'clock we can't accept it. I'll mark it
17 late and it will be returned unopened back to you.
18 And we don't want that to happen. That's why I'm
19 emphasizing it right now so that everybody's aware
20 of it.

21 Okay. The goal is not to exclude anybody
22 due to a technicality. We know you all put a lot
23 of time, money, and effort, into the development
24 of proposals, and, you know, for it to not be
25 considered under evaluations because of some

1 technicality, you know, I don't like that. I
2 don't -- It just makes my life a little more
3 difficult.

4 Some words of advice and things to pay
5 special attention to. Okay. Under RFP Section 4,
6 Appendix C, Offerors shall submit their pricing
7 proposals using the Microsoft Excel Spreadsheet
8 provided in the solicitation, which is Appendix C.

9 This shall be a firm fixed price for each
10 stage of the contract, which includes, design,
11 development, implementation, or commonly referred
12 to as DDI, operation and maintenance, O & M, and O
13 & M optional years.

14 The total sum for all stages will be used to
15 determine the best value scores and used in the
16 calculation of scores for the small business
17 subcontracting plan, also know as the SWaM plans.

18 I think what needs to be taken away on this
19 is, you know, make sure you include everything in
20 it. It's a fixed price; okay? If there's a cost
21 incurred in your solution, put it in there; okay?
22 To include any eVA fees that may come up, costs
23 for bonds, whatever. And each module, again, I
24 want to emphasize this, each module has its own
25 cost proposal.

1 Section 6, Contractor Profile and Key
2 Personnel. This section provides an opportunity
3 to tell DMAS a little bit about yourself. Again,
4 please be thorough and mindful of some sections
5 with page limitations.

6 You know, with regards to proposed staffing,
7 you know, as we get into the evaluations and
8 negotiations, you know, DMAS has the option. We
9 may interview key staffing. And I can probably --
10 rest assured, the ones that we take into
11 negotiation, we will interview those staff. Don't
12 be alarmed if, you know, we were to come back and
13 say, "Hey, you know, can you propose somebody
14 else?"

15 I mean, if anybody knows the key to the
16 development of any solution or the success of any
17 project is dependent on the people; okay? So
18 we're looking for the best people to mesh with our
19 staff here to get this solution up and running.

20 RFP Section 8 and Appendix H, the contract.
21 This section covers the contract, which is
22 attached as Appendix H, and Table 9 entitled,
23 "Standard Requirements."

24 The Offeror needs to complete this table and
25 submit it with their proposal. This table is

1 essentially the Offeror's attestation agreeing to
2 compliance with the listed items. Appendix H is a
3 template for the contract to be signed between
4 DMAS and the winning Offeror.

5 You are given an opportunity to provide
6 comments with your suggested language in the form
7 of notes, redlines. And any changes will be
8 discussed with the Offerors during negotiaton.

9 Reminder, this criteria is considered during
10 the evaluation process, and Offerors are
11 encouraged to give careful review and
12 consideration when making changes. There are some
13 statutorily required terms and conditions that we
14 -- we're not flexible on, you know, we can't
15 change them. It's in the Code. It is what it is.
16 But just be mindful of those.

17 There are some exhibits included as part of
18 the contract. These do not need to be completed
19 as part of your submission. An example is the
20 certification regarding lobbying and the DMAS BAA.
21 And if you read the DMAS BAA there are some
22 sections in there that we can't complete until we
23 get into contract negotiations.

24 So those forms are there for your review and
25 consideration. There is an Exhibit D and G, which

1 is the license agreement, and Exhibit G, which is
2 the software as a service. These should be
3 included if it applies to your proposed solution.
4 Meaning, right now they're placeholders. If they
5 apply to your solution, you know, consider them
6 and submit them with your proposal. I can't tell
7 you if they're included in your solution. You
8 have to tell me.

9 Again, I'm going to cite that there are five
10 separate contracts. Make sure you select the
11 proper one to include in your response.

12 RFP Section 9.A.10, Proprietary Information
13 and Appendix F. I cannot iterate this enough,
14 information you submit at some point in time will
15 be open for public inspection. It's just the
16 nature of the beast.

17 There is a caveat though. Trade secrets or
18 proprietary information submitted by an Offeror in
19 connection with a procurement shall not be subject
20 to the Freedom of Information Act. This is under
21 the Code 2.2-3700, Virginia Freedom of Information
22 Act.

23 However, in order to make this happen so it
24 does not get released, there are three things you
25 need to do to prevent this from happening. One is

1 invoke the protections of this section prior to or
2 upon submission of the data. Two, identify the
3 data or other materials to be protected. And,
4 three, state the reason why protection is
5 necessary. You need to do those three things.

6 But however, we make it easy for you. Under
7 Section -- let me see -- Appendix F,
8 Proprietary/Confidential Information
9 Identification Form, is we provide this form to
10 you. And if you include all your
11 proprietary/confidential information on that form,
12 and then state the reason why, you submit that
13 with your proposal, it's protected; okay?

14 We're also asking you to provide us a
15 redacted copy, which means that redacted copy had
16 that information stricken, or blackened out,
17 meaning, nobody can see it when they look at the
18 file.

19 Trust me. I've seen redacted copies come
20 in, and I can still read it. And it's like,
21 something ain't right. You know, if I catch it, I
22 catch it. I'll go back to you and try to get a
23 correction. If not, it's going to get released.

24 So make sure that your redacted copy is
25 truly redacted, you've completed Appendix F, and

1 there will be no problems. We're not going to
2 release it.

3 Procurement contact for the RFP, Section
4 9.A.12. Again, I'm the one that's got the bull's-
5 eye on him. I'm the SPOC, the single point of
6 contact for this procurement. All questions or
7 communications shall be directed to me through the
8 RFP mailbox. That's the preferred method.

9 Offerors should not be calling or discussing
10 this RFP with DMAS staff or contractors. DMAS
11 signed -- you know, staff, we sign conflict and
12 confidentiality information statements to make
13 everybody aware of this. Okay.

14 I guess we started on this procurement over
15 a year ago, probably a year and a half. And
16 everybody who's touched this procurement has
17 signed one of those statements.

18 So they read and they understand the
19 requirements. You know, we're held to a higher
20 standard than most state employees because there's
21 a lot at stake. So just be aware of that. Don't
22 test the system and everything will be fine.

23 Must-have evaluation factors, which are
24 referenced under RFP Section 9.A.15. Please note
25 that the must-have factors listed in this section;

1 okay.

2 One, proposals must be received by the due
3 date and time. I think I've beaten that dog a
4 couple times. You know, I can't accept anything
5 past this date and time.

6 Two, contractor affirms it's current with
7 taxes to the Commonwealth. Well, I mean that
8 applies to everybody personally, really. But we
9 can't sign a contract if you're delinquent in
10 taxes or you owe taxes.

11 You'll show up on -- there's a list on eVA.
12 I'll tell you, eVA's got a lot of information on
13 there if you go out there and look at it. But it
14 has a debarment list, delinquent state taxes.
15 It's got a -- you know, I can go out to the SAM
16 site for the federal government and see if you're
17 on that list. Just make sure you're all up-to-
18 date; okay?

19 Number three, contractor accepts statutory
20 provisions at the listed URLs. We have two URLs
21 listed there. Those are mandated by the Virginia
22 Public Procurement Act. We can't change or modify
23 those. Again, they are what they are.

24 Number four, which is the last one, and
25 important, contractor acknowledges by submitting a

1 proposal in response to this solicitation that it
2 is ineligible to submit a proposal in response to
3 the Integration Services Solution procurement
4 released by DMAS.

5 And as you are all aware, we did the ISS a
6 while back. Well, we're still -- I guess it's
7 still open. These four things the Offeror affirms
8 they have met and must have on Section 8, Table 9.

9 Section 9.A.19, Excluded Parties List.

10 Okay. Offerors must affirm that they are
11 currently not debarred -- again, I talked about
12 this earlier -- on the federal government's system
13 for award management, which is the SAM site, or
14 the Virginia debarment list.

15 Again, I got out to eVA, you know, I look at
16 all those links, and I look for the vendors and
17 any affiliates just to make sure. And I don't
18 think I've ever had one show up on that list. So
19 everybody must be paying attention.

20 Section 9.B, Proposal Format. Okay. This
21 defines the format for submission and number of
22 hard copies and electronic copies. Please note
23 that in all DMAS procurements we keep the
24 technical proposal submission separate from the
25 cost proposal. This format allows the evaluators

1 to follow the Offeror's response to the RFP
2 requirements and locate information without having
3 to search.

4 Also note the separate Volume III for the
5 redacted copy. Again, this is a separate file.
6 It's for a redacted copy only. The purpose is to
7 ensure your information is not inadvertently
8 released to the public.

9 Moving on to documents. Okay. There are
10 several documents requested in the RFP that need
11 to be submitted with the response. Some are
12 signed, some are not.

13 But they include the executive summary,
14 which in the RFP we do not have listed as being
15 signed, but it may or may not be signed. We have
16 the addendums. I think so far we've checked -- I
17 think we've issued one addendum so far. But I'm
18 sure there are going to be more coming. So you
19 just have to sign and date those to acknowledge
20 receipt.

21 Number three, a transmittal letter. Number
22 four, Appendix B, which is your SWaM plan. Number
23 five, Appendix D, which is the SCC form. This
24 form is not signed, but you still need to complete
25 it and submit it.

1 Appendix E, Certification of Compliance with
2 Prohibition of Political Contributions and Gifts.
3 Again, you know, I get that list when the
4 proposals come in. Like we have some due this
5 Friday.

6 Next week, all the vendors who submit a
7 proposal in response to that RFP will go on a list
8 that I submit to the Division of Purchases and
9 Supplies on a weekly basis. They in turn confirm
10 that none of these firms are submitting political
11 contributions to any elected official. So they do
12 actually go back and confirm that listing.

13 Appendix F, which we talked about,
14 Proprietary/Confidential Information
15 Identification Form. Please make sure you fill
16 that out, because this is your only protection
17 from us not releasing your information.

18 You know, again, if I don't get that form,
19 and you have proprietary information, I'm not
20 going to release it. But I'm going to go back to
21 you and ask for the form.

22 But I can't -- you know, if I catch it we'll
23 complete it right. But I'm not going to release
24 proprietary information if I know what it is. But
25 if it -- you know, for some reason it goes to

1 court and the judge says something, I mean, you're
2 going to have to talk to them.

3 Appendix G, which is the Offeror's
4 Certification. This is your firm certifying that
5 they have performed ethically during this
6 procurement process.

7 The next one is the Proposal Evaluation
8 Form; okay? This identifies the criteria by which
9 the proposals will be scored and the weight
10 assigned.

11 As you note, the evaluation form pretty much
12 mirrors the requirement traceability matrix, which
13 we call the RTM. We also include a narrative on
14 the calculation process.

15 Again, we can only evaluate you based on
16 what we request in the RFP. And the RTM, which is
17 sort of like the backbone behind all the
18 requirements, that's what you're going to be
19 evaluated on, in addition to SWaM and contract and
20 some other things.

21 eVA orders and contracts, which is Special
22 Terms and Conditions 6.9.7. Again, make sure that
23 you're registered with eVA. When we create the
24 order, one order will be generated in eVA for the
25 base contract period. The fees for this if you

1 are a small business, if the prime contractor is a
2 certified small business, it's one percent capped
3 at \$500. If you're a non-small business, it's one
4 percent capped at \$1500. So just be aware of that
5 cost if you need to include it in your cost
6 proposal.

7 And my last thing that I want to talk about,
8 again, it's regarding SWaM, which is the small
9 businesses. This RFP breaks down I guess the
10 modules into smaller chunks of business; okay.
11 And there may or may not be small businesses out
12 there capable of doing the work.

13 If not -- and I get questions about -- I'll
14 probably get questions on this RFP. Every RFP
15 that I do I get questions from small businesses
16 wanting to get a list of the roster for this pre-
17 proposal conference. The reason being is they
18 want to contact you in order to maybe get some
19 subcontracting business opportunities.

20 I encourage you -- I mean, it's part of the
21 evaluation process. It's part of the contract
22 process. You know, we encourage businesses to
23 subcontract to small businesses. However, be
24 mindful, they need to be certified by the
25 Department of Small Business and Supplier

1 Diversity.

2 If they're certified by another state, we
3 can't count them. But I'll tell you what, it
4 doesn't take much to go down the street and get
5 certified; okay? And I even, on behalf of one of
6 the small businesses, I even called them up.
7 Because they are going to be trying -- they're
8 trying to subcontract with another Offeror on one
9 of our other RFPs. I called up the Department,
10 SBSB to have them rush this one through. I mean,
11 I'll do whatever I can to help the small
12 businesses out.

13 So I encourage you, look at it carefully,
14 consider it. And, you know, like I said, it's
15 part of the process and it's part of the
16 Commonwealth's initiative.

17 With that in mind, I'll turn it over to
18 Frank Guinan.

19 MR. GUINAN: Thank you, Chris.

20 Good morning.

21 THE AUDIENCE: Good morning.

22 MR. GUINAN: All right. Like the energy.
23 Thank you all for participating today, and thanks
24 to the folks that are dialing in on the phone. I
25 hope this is a helpful, and will help you in

1 response to the RFPs.

2 My name is Frank Guinan. I'm the director
3 of the Project Management Office, and I'm managing
4 the MES, or Medicaid Enterprise System Program,
5 along with DMAS Agency management, their CIO, and
6 VITA, or Virginia Information Technology Agency.

7 Additionally, we have other groups that are
8 involved in oversight, including a DMAS steering
9 committee made up of business owners, a governance
10 committee made up of DMAS executive leadership.

11 The MES program is being monitored by the
12 Commonwealth's CIO, and DMAS will provide
13 quarterly updates, as we have for the last 12
14 months, on the progress of the program.

15 Each project will have a DMAS project
16 manager assigned to it, along with a project team,
17 that will work with the supplier's project
18 management office and project manager.

19 We will have monthly status reports that we
20 will provide to Centers for Medicare and Medicaid,
21 or CMS. And they will also get reports from the
22 IV&V contractor at the same time that those
23 reports go to DMAS management. So a lot of
24 oversight.

25 So let me talk a little bit about our

1 background, how we got here. So Mukundan
2 Srinivasan, our CIO, and I have been working on
3 this for about two years. And we've met with CMS
4 regional leadership, CMS central leadership, many
5 representatives to get to this point.

6 We've actively participated in the CMS
7 cohort, state cohort workgroups. And we've
8 utilized the work product out of that workgroup,
9 along with the commercial workgroup, to formulate
10 the template for this RFP.

11 I'd ask for you to -- after you've
12 experienced this bidding process to give feedback
13 to CMS on this whole standardized template process
14 and any lessons learned. And the state's going to
15 incorporate that the next go around.

16 In 2014 and 15 DMAS conducted a MITA state
17 self-assessment. We posted it on the DMAS
18 website, along with a vendor reference library. I
19 highly recommend you go look at that.

20 We use that, along with a Virginia road map,
21 to come up with a vision for MES, or Virginia
22 Medicaid. We've had multiple discussions on the
23 MITA business functionality, and how to transform
24 from the current business organizations to meet
25 the MITA business functions so that the system

1 will be certified.

2 We solicited an IV&V contracted required by
3 CMS. And we did award to Ernst & Young the IV&V
4 contract. And there was a kickoff meeting held on
5 July 8th. And we are actively engaged with them
6 today. We've also contracted with CSG Government
7 Services for our RFP assistance work.

8 So let me talk a little bit about the
9 objectives of this procurement. We've moved from
10 the monolithic mainframe-based solution to modular
11 solutions. And that's critical.

12 Now many of you worked on the MMIS for
13 years. You know it's been a coupled solution, and
14 we're breaking that up and we're looking at it
15 more from the business functionality standpoint.

16 It will be supported by SOA, or Service
17 Oriented Architecture. And one of our goals is to
18 leverage that the Commonwealth of Virginia SOA
19 environment that was invested in for the
20 eligibility and enrollment program that was used
21 to comply with the Affordable Healthcare Act.

22 In keeping with CMS's objective, we will
23 move toward software as a service and cloud
24 computing, and commercial off-the-shelf solutions.
25 These objectives are also now being embraced by

1 VITA in the current disentanglement effort.

2 So we've made the procurement -- And Chris
3 touched on this for small businesses, et cetera.
4 We made the procurement broader, more competitive,
5 more innovative, more modular, to avoid the big
6 bang implementations.

7 The idea is that as solutions come up and
8 you want to replace a particular module, it's not
9 that, you know, we have one big implementation day
10 when everything has to happen.

11 If you read the RFPs you'll notice we
12 include an initial flight plan in there. And it's
13 a depiction of a staggered implementation
14 schedule. We've gotten a lot of questions about
15 the picture and the gaps in the picture. And,
16 again, it's just supposed to be a depiction.

17 And the idea is when we get the Integrated
18 Services Solution provider in there -- in here,
19 they will come up with a master implementation
20 plan. They'll collaborate with DMAS and the MES
21 suppliers to actually come up with what's that
22 staggered process or program going to look like.

23 The RFPs have their own design, development,
24 and implementation phases, or DDI. And some have
25 two phases, a Phase I and a Phase II, that we'll

1 incorporate between now and June 30th, 2018.

2 This RFP is one of five. And you noticed
3 that we first called it the Core Services, and
4 then we renamed it to the Modular Core Services.
5 That was because CMS gave us a friendly reminder
6 that we needed to have more modularity in the
7 solutions.

8 In addition, and some of you might know,
9 DMAS has already had a provide enrollment services
10 contract in place since 2010. So that came into
11 play as far as our choices. And so from those
12 experiences and from that guidance we came up with
13 the five areas. And Chris had touched on this.
14 These solutions consist of Care Management,
15 Provider Management, Operations Management,
16 Performance Management, and Plan Management.

17 So let me talk a little bit about our goals.
18 We want to replace the MMIS with components
19 through a logical implementation program that
20 requires states -- require the State and multiple
21 suppliers to collaborate on a solution.

22 One of the feedback items that the State's
23 got from vendors are they're too prescriptive.
24 States are too prescriptive. You want everything
25 to be exactly the way the current system is.

1 So if you read the RFP you'll notice that we
2 were not prescriptive intentionally. So we're
3 looking for solutions.

4 Interestingly enough, we've gotten over 1100
5 questions for the first four RFPs. And the
6 questions, a lot of them were, "Could you be more
7 prescriptive?"

8 So we want to establish multiple
9 partnerships with the supplier community to
10 service the many Medicaid business needs by being
11 more nimble, responsive, and service-driven. We
12 tend to award contracts to cooperative, flexible,
13 team-oriented solution providers that will result
14 in DMAS achieving its mission to better serve the
15 citizens and stakeholders in the Commonwealth.

16 So we are targeting smaller, more MITA
17 business functional implementations to minimize
18 risk and foster an environment for best of breed
19 solutions.

20 So parting words. So the only certainty in
21 this procurement is there's a lot of change going
22 from one platform to the next. We welcome your
23 participation, your questions, your ideas on how
24 to best meet our challenges. We look for you to
25 bring innovations, efficiencies, and benefits to

1 DMAS. We'll have an open mind. We won't be
2 prescriptive.

3 We have a very strong internal team,
4 probably one of the best technical group of people
5 that I've worked with, both in the business
6 standpoint and the technical standpoint.

7 And we'll accomplish many things over the
8 next 24 months. If you're willing and eager, and
9 I emphasize eager, to participate in this
10 monumental shift in the Medicaid IT industry, we
11 look forward to working with you and to building
12 strong partnerships. Thank you.

13 MR. BANASZAK: Thanks a lot, Frank.

14 MR. GUINAN: You're welcome.

15 MR. BANASZAK: So is everybody eager?

16 THE AUDIENCE: Yes.

17 MR. BANASZAK: I am too. These RFPs have
18 been a long time coming. There's a lot of time
19 and effort been put in to them. We, you know,
20 finally got them on the street. This Friday we've
21 got two of them coming in, proposal responses, and
22 the other ones are staggered down the road.

23 We're, you know, excited to get into the
24 evaluation part to see what solutions you all
25 propose to us and see where we go from there.

1 I appreciate you all for coming. Again,
2 five separate modules. That's the key word. And
3 I guess we look forward to your questions and
4 ultimate proposal responses. Thanks a lot for
5 coming.

6 (Conference concluded, 10:37 a.m.)

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CERTIFICATE OF COURT REPORTER

I, KURT D. HRUNENI, a Certified Verbatim Reporter, do hereby certify that I took the notes of the foregoing proceedings and thereafter reduced the same to typewriting; that the foregoing is a true record of said proceedings to the best of my knowledge and ability; that I am neither counsel for, related to, nor employed by any of the parties to the action in which these proceedings were held; and further, that I am not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of the action.

IN WITNESS WHEREOF, I have hereunto set my hand this 10th day of August, 2016.

KURT D. HRUNENI, CVR, CCR-VA

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