



## COMMONWEALTH of VIRGINIA

### DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

600 East Broad Street, Suite 1300

Richmond, VA 23219

July 11, 2016

#### ADDENDUM No. 3 TO VENDORS:

Reference Request for Proposal: RFP 2016-05, Enterprise Data Warehouse Solution

Dated: June 15, 2016

Proposal Due Date: July 29, 2016

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

#### 1. Modification to Table 10 – Standard Requirements

The RFP has been amended to properly reflect that the contractor will begin measuring the service-level (Appendix A-SLA's) within 30 days of the start of Operations and Maintenance.

The table 10 entry of "Will you agree to begin measuring the service-level (Appendix A – Service-Level Agreements) within 30 days of the start of the implementation of the Solution?" *is replaced with* "Will you agree to begin measuring the service-level (Appendix A – Service-Level Agreements) within 30 days of the start of the Operations and Maintenance phase of the Solution?"

**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". The signature is fluid and cursive, with the first name "Christopher" written in a larger, more prominent script than the last name "Banaszak".

**Christopher M. Banaszak**  
DMAS Contract Manager

**Name of Firm:** \_\_\_\_\_

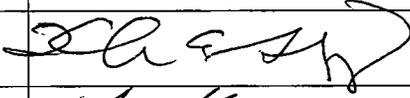
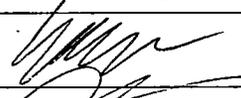
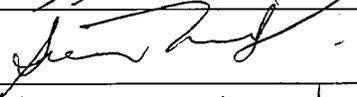
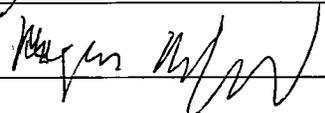
**Signature and Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Attachment 1**  
**RFP 2016-05, Addendum 3**  
**Offerors Questions and DMAS Responses**

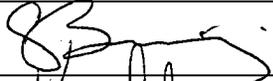
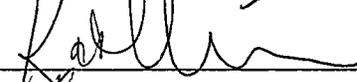
RFP	Question #	RFP Cite	Offeror Question	DMAS Response
EDWS	8	General	During the pre-bid conference today for RFP 2016-05, EDWS, the statement was made that "if a vendor bids on one module, they can't bid on another." I am wondering if what was really meant was that if one vendor is awarded one module, they cannot be awarded another."	Bidders on the ISS RFP are restricted from bidding on the CSS, EDWS, FMS, and PBMS RFPs. Bidders on the CSS, EDWS, FMS, and PBMS RFPs are restricted from bidding on the ISS RFP.
EDWS	9	General	Is it correct to assume that "DMAS" License Agreement Addendum terms" referenced in this Section is the same as Exhibit D to Appendix H in the procurement library?	Yes, Exhibit D to Appendix H - Contract Template, is the License Agreement Addendum referenced in this section.
EDWS	10	Appendix A	In reviewing the Service Level Agreements in Appendix A, all of them relate to operational requirements and as such, are capable of meaningful measurement as of the start of Operations and Maintenance and not at the start of the Solution implementation. Would the Department consider amending the RFP to clarify that bidders will be required to begin measuring the SLAs within 30 days of the start of the Operations and Maintenance phase?	The RFP has been amended to properly reflect that the contractor will begin measuring the service-level (Appendix A-SLA's) within 30 days of the start of Operations and Maintenance.
EDWS	11	General	We are requesting consideration of extending the proposal due date from July 29, 2016 by 10:00 A.M. ET to August 16th, 2016. Rationale is need for more time to perfect the COTS technical solution to maximally meet requirements in the most cost effective manner.  Should you prefer this request be in the form of the Questions template, I attach the same. Your kind consideration is appreciated.	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.

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-05 MES Enterprise Data Warehouse Solution Pre-Proposal Conference**  
**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offeror	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:46	Yes	Astyra Corp	Ken Ampy		DL	2:05
12:46	Yes	Astyra Corp	Lee Rattigan		DL	
12:46	Yes	Astyra Corp	Sam Young		DL	
12:50	Yes	CA Technologies	Jeffrey Gerhart		DL	
	Yes	CA Technologies	Patrick Maloney			
12:50	Yes	CA Technologies	Jaleh Sadeghzadeh		DL	
12:43	Yes	Cerner	Xavier Musenger		DL	
12:43	Yes	Cerner	Collin Williams		DL	
12:35	Yes	Cognosante	Brian Coll		DL	
12:35	Yes	Cognosante	Sunaina Menawat		DL	
12:35	Yes	Cognosante	Megan Renfrew		DL	

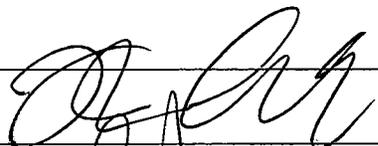
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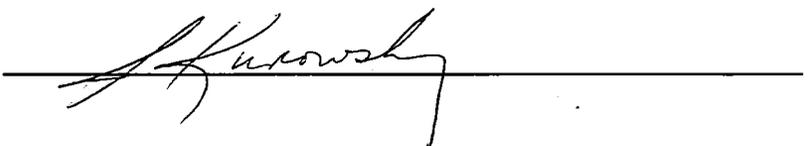
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**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offeror	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:34	Yes	Deloitte	Don Parr		DL	2:05
12:34	Yes	Deloitte	John Singleton		DL	↓
	Yes	Deloitte	<del>Gerry Yantis</del>		DL	
12:45	Yes	EngagePoint	Christopher Breining		DL	
12:45	Yes	EngagePoint	Kacie Winsor		DL	
12:48	Yes	Grant Thornton	Aleks Ivanovski		DL	
12:48	Yes	Grant Thornton	Keith Wine		DL	
12:48	Yes	R.G. Greene & Associates	Ron Greene		DL	

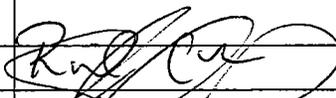
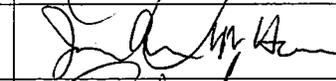
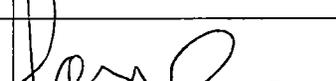
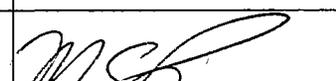
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**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offeror	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:36	Yes	IBM Corporation	Marigrace Anderson		DL	2:05
	Yes	IBM Corporation	Andy Harmond			
12:36	Yes	IBM Corporation	Deepak Mohapatra			
12:37	Yes	Informatica	<del>Daton Hall</del> Ted Chimiklis		DL	
12:37	Yes	Informatica	Mike Snodgrass		DL	
	Yes	Nuna, Inc.	Mark Krempley			
12:38	Yes	Optum Government Solutions	Jeff Goldberg		DL	
	Yes	Optum Government Solutions	Tom Graves			
	Yes	Optum Govt Solutions	Musharaf Rashid			

REVIEWED BY: 

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-05 MES Enterprise Data Warehouse Solution Pre-Proposal Conference**  
**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offeror	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:55	Yes	Oracle	Rich Clover		MO DL	2:05
12:50	Yes	Oracle	Susan Kreikamp		DL	
	Yes	Oracle	Rick Philbin			
12:44	Yes	SAS State & Local Govt	Jon Anne Howard		NC DL	
12:32	Yes	SAS State & Local Govt	Robert Latham		VA DL	
12:32	Yes	SAS State & Local Govt	Courtney Pugh		NC DL	
1:15	Yes	Teradata	Catharine Evans		DL	
	Yes	<del>Teradata</del>	<del>Cindy Wiley</del>			
12:22	Yes	Truven Health Analytics	Michael Parker		DL	
12:29	Yes	Truven Health Analytics	Mike Pflug		DL	
12:22	Yes	Truven Health Analytics	Valerie Stribbling		DL	
12:45	Yes	Xerox State Healthcare	Chris Law		DL	✓

REVIEWED BY: 

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-05 MES Enterprise Data Warehouse Solution Pre-Proposal Conference**  
**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
Non-registered Attendees

ARRIVAL TIME	Offeror Company Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:27	Commonwealth of VA Consulting	FRED NORMAN	<i>[Signature]</i>	VA DL	2:05
12:29	Progress	Kristin Keller	<i>[Signature]</i>	DL	
x 12:32	Infosys Public Services	Kristine Wallace	<i>[Signature]</i>	DL	
12:36	Qlarion	Matt Benedetti	<i>[Signature]</i>	DL	
12:40	HPE	Melissa Robinson	<i>[Signature]</i>	DL	
12:45	Accenture	Todd Mark	<i>[Signature]</i>	DL	
12:45	Accenture	Carrie McConnell	<i>[Signature]</i>	DL	
12:45	Accenture	Sue Pennino	<i>[Signature]</i>	DL	
12:45	VP/ITP	David Summers	<i>[Signature]</i>	VP/ITP	
12:51	VP/ITP	Ryan McAty	<i>[Signature]</i>	DL	
12:51	Oracle	David Myers	<i>[Signature]</i>	DL	
12:55	AWS	Alicia Cundiff	<i>[Signature]</i>	DL	✓
1:00	<del>Dana Rodwell</del> VP/ITP	Dana Rodwell	<i>[Signature]</i>	VP/ITP	

REVIEWED BY: *Nancy Malson*

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-05 MES Enterprise Data Warehouse Solution Pre-Proposal Conference**  
**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
**Pre-registered Telephonic Attendees**

<b>ARRIVAL TIME</b>	<b>Acknowledgement Confirmation Sent</b>	<b>Offeror</b>	<b>PRINTED NAME</b>	<b>SIGNATURE Not Required</b>
	Yes	Advantage Advisors	David Boldon	
	Yes	Advantage Advisors	Joseph Browne	
	Yes	Advantage Advisors	Alex Goode	
	Yes	Amazon Web Services	Lawrence Fortenberry	
	Yes	Blue Tack Consulting, LLC	Lorrie Scardino	
	Yes	Blue Tack Consulting, LLC	Maribeth Fargnoli	
	Yes	CA Technologies	Staff	
	Yes	CMA Consulting Services	Joe Chiarella, Gary Davis, Jim Van Avery, Dan Balon	
	Yes	Deloitte	Brian Erdahl, Michael Marino	
	Yes	Health Integrity LLC	Lisa Vriezen	
	Yes	Informatica	Ted Chimiklis	
	Yes	Intuity Technologies	Max Bhavnani	

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**RFP 2016-05 MES Enterprise Data Warehouse Solution Pre-Proposal Conference**  
**June 28, 2016 at 1:00 PM ET in Conference Rooms 7A/B**  
**Pre-registered Telephonic Attendees**

<b>ARRIVAL TIME</b>	<b>Acknowledgement Confirmation Sent</b>	<b>Offeror</b>	<b>PRINTED NAME</b>	<b>SIGNATURE Not Required</b>
	Yes	Molina Medicaid Solutions	Kelly Steinmetz	
	Yes	Oracle	Dave Myers, Eric Diruzzo, Mitch Palski, Travis Moretti, Donna-Mae Shyduik, Patrick Dawson, Sang Lee, Kitou Futrell, Joseph Lynch, Loren Maughlin, Lewis Perry, Rusty Lindsey & David Hecksel	
	Yes	Rose International	Teri Elder	
	Yes	Teradata	David Laband, Farrokh Sinai, Charles Guthridge, Morgan Guthridge	
	Yes	Truven Health Analytics	Kelly Gauthier	

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DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

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MANDATORY PRE-PROPOSAL BID CONFERENCE

RFP 2016-05

REQUEST FOR PROPOSAL FOR

ENTERPRISE DATA WAREHOUSE SOLUTION

\*\*\*\*\*

June 28, 2016

1:00 p.m. - 1:45 p.m.

Richmond, Virginia

Job No. 30891

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

1 APPEARANCES ON BEHALF OF DMAS:

2 CHRIS BANASZAK, Contract Officer

3 FRANK GUINAN, Project Manager

4 \* \* \* \* \*

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1 (1:00 p.m., June 28, 2016)

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P R O C E E D I N G S

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MR. BANASZAK: I'd like to welcome

6

everybody. My name is Chris Banaszak. I'm the

7

contract officer for this procurement, and I'd

8

like to welcome everyone and thank you for

9

attending today's session.

10

For the record, today is Tuesday, June 28th,

11

2016, at approximately 1:00 p.m., and this is the

12

optional pre-proposal conference for RFP2016-05

13

entitled Enterprise Data Warehouse Solution.

14

This meeting is being held in conference

15

room 7A and B at the Department of Medical

16

Assistance Services located at 600 East Broad

17

Street, Richmond, Virginia, 23219.

18

As stated in the RFP, I would like to remind

19

all potential Offerors that this is an optional

20

pre-proposal conference and attendance is not

21

mandatory and no Offeror is prohibited from

22

submitting a proposal if they did not attend

23

today's conference. Although optional, we do

24

encourage interested Offerors to attending in

25

order to gain additional insight for this

1 procurement.

2 Please note that we do have a court reporter  
3 in attendance to record the conference. In  
4 addition to the attendance roster, which you've  
5 all signed, this transcript will be posted in an  
6 RFP addendum at a later date.

7 Before proceeding I have a couple of  
8 housekeeping items I'd like to go over. If you  
9 brought any drinks or food into the conference  
10 room, please, you know, make sure you take them  
11 with you when you leave.

12 Cell phone, pagers, other electronic  
13 devices, please make sure they're on mute or  
14 vibrate. If you need to take a call, please,  
15 you're not going to hurt my feelings if you go out  
16 into either the break room or the lobby and, you  
17 know, answer.

18 Restrooms, you should be familiar with them.  
19 The ladies room is on your way out to the  
20 reception. It will be on your left. And the mens  
21 room is, if you go past the receptionist, that  
22 will be the first door on your left.

23 In the event of an emergency just follow me  
24 because I'll be running for the door. Actually,  
25 we will go in a mild manner out this door, to the

1 right, and down the stairwells. If you go out to  
2 the lobby and wait for an elevator you'll be  
3 waiting there for a pretty long time, because the  
4 way the systems work is when the elevators all  
5 shut and they go drop you down to the main floor.

6 We don't have to worry about the folks who  
7 are in attendance on the telephone. But I just  
8 want to remind everybody, sometimes this can be  
9 easy to forget, because we're not hearing them,  
10 but they're hearing us, that the meeting is open  
11 as a teleconference with folks on the line.

12 Again, key staff introductions. Our court  
13 reporter today is Kurt Hruneni from Cavalier  
14 Reporting. I am the contract officer, Chris  
15 Banaszak, and to my left, who will be speaking a  
16 little bit later, is Frank Guinan, who is the  
17 project manager for the solicitation.

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

25 Although by attending this conference

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

4 This RFP today will serve as the agenda for  
5 the conference and provide DMAS the opportunity to  
6 emphasize and clarify critical aspects of the  
7 solicitation. Due to this meeting not being an  
8 effective forum to properly address questions  
9 orally, and with provisions in the RFP for  
10 questions to be submitted electronically in  
11 writing, we will not be entertaining questions  
12 today.

13 Offerors are reminded however that the  
14 deadline for submitting their written questions is  
15 Friday, July 8, 2016, no later than 10:00 a.m. In  
16 addition, any changes made to the RFP will be made  
17 via an RFP addendum issued in eVA and the DMAS  
18 website.

19 Remember, and it's emphasized in the RFP,  
20 that eVA is the official and controlling website.  
21 We put the information out on the DMAS website as  
22 a convenience to you all. But if there's any  
23 official document that's posted in eVA, that is  
24 the official one. If something is different on  
25 the DMAS website, you know, I would stick with

1 eVA.

2 For those unfamiliar with eVA, it is the  
3 Commonwealth's electronic procurement system  
4 initiated in 2000. eVA provides the public  
5 visibility over most purchases and eliminates  
6 bureaucracy previously associated with getting  
7 procurement information.

8 eVA Future Procurements and eVA Virginia  
9 Business Opportunities alerts vendors to upcoming  
10 solicitations. Participating Offerors are  
11 required to register with eVA.

12 And I'll bring this up a little later. But  
13 I would encourage -- if you're not registered in  
14 eVA I would encourage you to go register. It's  
15 free. You can get -- they used to have two  
16 different levels. But if you go with the top  
17 level, depending which commodity codes you  
18 register under, you know, you'll get email  
19 notification for all the solicitations, and that  
20 includes the addendums that come out. It's a  
21 great system, I mean, for broadcasting and  
22 everything. It gets a lot of information out  
23 there pretty quickly.

24 At this time I'm going to cover some key  
25 components of the RFP that I feel are important

1 and need emphasizing, and afterwards I'll turn  
2 over the program to Mr. Guinan who will say a  
3 couple words.

4 Questions. Again, I just spoke about that.  
5 The deadline for questions is 10:00 a.m. on July  
6 8th. We ask that all questions be submitted in  
7 writing to the mailbox identified in the RFP.

8 DMAS will work on responding to the  
9 questions as they are received and post all Q and  
10 As in an addendum. DMAS will not send a response  
11 email back to the Offeror with a response to their  
12 questions. All questions from all Offerors will  
13 be posted in an RFP addendum. Our plan is to  
14 start working on responses to questions as they  
15 arrive and post in multiple addendums.

16 If on the last day we get 300-plus  
17 questions, you know, please bear with us. It  
18 might take a little time to respond to all of  
19 those. But, you know, I encourage Offerors to get  
20 the questions in early. I mean, there's nothing  
21 that prohibits you from submitting a bank of  
22 questions tomorrow and then next week submit some  
23 additional questions, you know, however you want  
24 to do it.

25 The quicker you get them in the quicker we

1 can get a response out. When we post our  
2 responses there will be an attachment. And they  
3 will try to reference the cite number of the RFP,  
4 the vendor's question and our response. We're not  
5 going to post who the question came from. We're  
6 not going to post the name of the Offeror who  
7 submitted the question; okay? That does not add  
8 any value to the procurement and, you know, we  
9 just don't -- we don't put it in there.

10 Proposal due dates. The deadline for the  
11 receipt of proposals as of right now is 10:00 a.m.  
12 on Friday, July 29th. This is listed in the RFP  
13 cover page. It's listed in Section 9.A.17, which  
14 is the timetable, and Section 9.B.1, which is the  
15 contractor's proposal submission format.

16 There are two addresses listed there. If  
17 mailed you need to address it and send it to my  
18 attention, Department of Medical Assistance  
19 Services, 600 East Broad Street, Suite 1300,  
20 Richmond, Virginia, 23219.

21 If it's hand-delivered you send it to my  
22 attention, Department of Medical Assistance  
23 Services, 7th Floor, DMAS Receptionist, 600 East  
24 Broad Street, Richmond, Virginia, 23219. The  
25 reason being is all of our FedEx, USPS, UPS mail

1 delivered it to our mailroom downstairs, and we  
2 monitor those areas; okay?

3 Hand-delivery. Your courier will be taking  
4 a chance if he's taking it down there of getting a  
5 correct time of receipt. So we've established  
6 this as our location for courier service.

7 On the day that they're due I will be posted  
8 out there about 20 minutes prior to the deadline  
9 just to make sure that if there are any late  
10 proposals coming in. I'll be out there to monitor  
11 to make sure that they make the deadline.

12 Our goal, you know, again, is not to exclude  
13 anybody due to a technicality. I mean, it would  
14 be silly to go through all of this, you know,  
15 pending a pre-proposal conference, drafting a  
16 proposal, and then everything falling through the  
17 cracks because it wasn't delivered on time. We  
18 don't want that happening. We want competition.

19 Some words of advice and things to pay  
20 special attention to, in RFP Section 4 and  
21 Appendix C, the Offeror shall submit their pricing  
22 proposals using the Microsoft Excel spreadsheets  
23 provided in the solicitation, which is Appendix C.  
24 This shall be a firm fixed price for each stage of  
25 the contract, which includes design, development

1 and implementation, or DDI. A lot of people call  
2 this start-up. The other one is operation and  
3 maintenance, or O&M, and then operation and  
4 maintenance for the optional years.

5 The total sum for all stages will be used to  
6 determine best value scores and used in the  
7 calculation of scores for small business  
8 subcontracting plans, also known as SWaM plans.

9 I think what needs to be taken away today is  
10 the Offeror's price needs to be inclusive of  
11 everything contained in their proposed solution.

12 You know, if you're proposing software X, Y,  
13 Z, or, you know, using these facilities or  
14 whatever to do -- you know, to perform the  
15 solution, you know, include that in your price.

16 You also need to include pricing for, you  
17 know, like the eVA fee, if so-desired; okay? But  
18 it's a fixed price. And, you know, DDI, costs for  
19 DDI is only going to be paid for DDI.

20 If something happens and you go past that  
21 time frame, say, when you say two years for DDI,  
22 and you cost it out and we're two and a half years  
23 down the road and you're still doing DDI, I mean,  
24 you're only getting paid for DDI.

25 The next section is RFP Section 6,

1 Contractor Profile and Key Personnel. This  
2 section provides and opportunity to tell DMAS a  
3 little bit about yourself. Please be thorough and  
4 mindful of some sections with page limitations.

5 With regards to proposed staffing, as we get  
6 into the evaluation and negotiations, you know, we  
7 may -- you know, we're going to look at  
8 interviews. We may do interviews of key staff,  
9 have them come in and interview.

10 But don't feel alarmed, you know, if during  
11 negotiations we're interviewing some of your staff  
12 and we say, "Yeah, could you propose somebody  
13 else," you know. Because we're looking -- you  
14 know, you may have the Grand Poobah wizard for  
15 data warehouse operations. He knows everything  
16 from A to Z. But when it comes to project  
17 management and some other functions he may be a  
18 little off.

19 And, you know, our folks are going to  
20 interview these staff. And they're going to have  
21 to be somebody they can work with, who will work  
22 with them, and who also knows, you know, what the  
23 solution is and what entails in getting it done.

24 So, you know, we've done this with others,  
25 we, you know, asked that they change staffing. So

1           it may happen. That's all I'm going to say about  
2           that.

3                       RFP Section 8 and Appendix H, which is the  
4           contract. This section covers the contract. And,  
5           of course, the attachment is Appendix H, and Table  
6           9 entitled "Standard Requirements."

7                       The Offeror needs to complete this table and  
8           submit it with their proposal. This table is  
9           essentially the Offeror's attestation agreeing  
10          compliance with the listed items.

11                      And if you looked at that table, you know,  
12          there are some things in there. There's some  
13          statutorily required links for terms and  
14          conditions. There's one in there referencing  
15          about the saying that you would only bid on this  
16          proposal. I mean, if you bid on the data  
17          warehouse you can't bid on the integrator. I  
18          mean, those things are in there that you're going  
19          to attest to.

20                      All I can say is there are some items that  
21          are, you know, cut in stone in the contract with  
22          not much room for change. I also encourage you to  
23          review the exhibits and the links referenced in  
24          the contract and throughout the RFP to ensure you  
25          have a thorough understanding of all the

1 contractual requirements.

2 Like I said, we have some links in there  
3 that will take you to another site, like the VITA  
4 website. There are some standards and conditions  
5 that they have there. You need to read those to  
6 ensure that, you know, you're in compliance; okay?  
7 A lot of them deal with security and so on and so  
8 forth.

9 There are some exhibits included as part of  
10 the contract that do not need to be completed as  
11 part of your submission. An example would be the  
12 lobbying certification and the DMAS Business  
13 Associate Agreement. These documents will be  
14 completed during negotiations, prior to any  
15 contract being executed.

16 But I encourage you to go out and look at  
17 the BAA, look what's entailed. I mean, we deal  
18 with protected health information, and that's our  
19 livelihood. So it's a big part of the security  
20 that we have.

21 There's another exhibit, it's called an End  
22 User License Agreement, and Exhibit G, which is  
23 Application Service Provider. If these documents  
24 apply to your solution they need to be included.

25 RFP Section 9.A.10, Proprietary Information

1 and Appendix F. Again, whatever you submit to us  
2 at some point in time will become public  
3 information. But there is a caveat. I mean,  
4 trade secrets and proprietary information  
5 submitted by an Offeror in connection with a  
6 procurement shall not be submit to the Freedom of  
7 Information Act.

8 However, you need to do three things to  
9 prevent this from happening. One is invoke the  
10 protections of this section prior to or upon  
11 submission of the data; two, identify the data or  
12 other materials to be protected; and three, state  
13 the reason why protection is necessary.

14 Now these requirements are on the Code 2.2-  
15 4342, which is commonly known as the Virginia  
16 Public Procurement Act. It's also listed in  
17 Section 2.2-3700, which is the Virginia Freedom of  
18 Information Act.

19 You cannot classify the whole proposal, or  
20 line item prices, or proposal pricing, as  
21 proprietary and/or confidential. If done, you  
22 know, I will notify you and give you a reasonable  
23 time to withdraw the entire classification  
24 designation. If unwilling, the proposal may be  
25 rejected.

1           Okay. The good part is as part of this RFP,  
2           you know, we provide a form, Appendix F, which is  
3           entitled "Proprietary Confidential Information  
4           Identification Form," and that shall be used. We  
5           try to make it easy for you all. And it has  
6           everything in there to comply with the code. Just  
7           complete that form for all the sections in your  
8           proposal response that are redacted, and make sure  
9           that you truly redact your proposals when they  
10          come in.

11           I mean, if you're supposed to submit a  
12          redacted copy, you know, make sure that what's in  
13          there is redacted. Because I'm relying on you to  
14          provide me that information. I may or may not  
15          look at it, and it could get released. So please  
16          be careful when your folks are redacting your  
17          proposal and before submission.

18           Procurement Contact, RFP Section 9.A.12.  
19          Again, the principal point of contact for this  
20          procurement is me. All the questions or  
21          communications shall be directed to me through the  
22          RFP mailbox. Offerors should not be calling or  
23          discussing this RFP with DMAS staff or  
24          contractors.

25           All of our staff currently involved in this

1 procurement, and other staff who were involved in  
2 it, have all signed confidentiality statements  
3 where they've agreed, you know, not to disclose  
4 any information, not to talk to anybody. If there  
5 are any conflicts of interest they will divulge  
6 them to me so that we're aware of them. Say if  
7 their mother, brother, father, or sister, works  
8 for a potential supplier, you know, we may  
9 consider removing them from the evaluation part.  
10 So, you know, we're trying to watch our Ps and Qs,  
11 and it will be real helpful if you all did the  
12 same.

13 The next section of the RFP, 9.A.15, these  
14 are the must have factors listed in the RFP. And  
15 these are the four must haves in order to get  
16 through the initial screening and into the  
17 evaluations.

18 The first one, and I've spoken about this a  
19 little earlier, proposals received by the due date  
20 and time. Again, I can't iterate this enough. I  
21 mean, if you're past the due date and time we  
22 can't accept it, and, you know, it won't be  
23 evaluated.

24 Number two, contractor affirms it's current  
25 with taxes to the Commonwealth. And this is in

1 the Section 8, Table 9. You've got to pay your  
2 taxes. I mean, statutes require us that, you  
3 know, we can't issue a contract if somebody's  
4 delinquent on their taxes and they're on the  
5 debarment list.

6 Number three, contractor accepts statutory  
7 provisions at the list URLs. Again, there are two  
8 links under this. These are in Section 8, and  
9 then they're also in the contract. And if you go  
10 to those links they contain such clauses as the  
11 applicable laws that apply to this procurement,  
12 anti-discrimination clauses, e-Verify, antitrust,  
13 payment clause, contract modification clause, you  
14 know, a drug free workplace. That's a novel idea.  
15 Some of the eVA terms and conditions. You know,  
16 those are things that we cannot waive that you  
17 must comply with in order for us to have a  
18 contract with you.

19 Number four, contractor acknowledges by  
20 submitting a proposal in response to this  
21 solicitation that it is ineligible to submit a  
22 proposal in response to the Integration Service  
23 Solution procurement released by DMAS.

24 Again, we have multiple RFPs out there. And  
25 one of the stipulations we have is that if you

1 submit a proposal for the Integrator RFP, which we  
2 had that meeting this morning, you can't submit a  
3 proposal for this one, the Data Warehouse; okay?

4 And, again, in that Table 9 there's a --  
5 that table there, you affirm that you have not  
6 submitted a proposal to any other -- or the  
7 Integrator, well, at least for this one.

8 Section 9.A.19, Excluded Parties List.  
9 Offerors must affirm that they are currently not  
10 debarred on the Federal Government Systems for  
11 Award Management, or SAM, or the Virginia  
12 debarment list.

13 You can go out -- Again, you can go out to  
14 the eVA website, and if you click in "I Buy for  
15 Virginia," link, it will take you to another page.  
16 And on that page you can see that they have links  
17 that will take you to an enjoinder list, or they  
18 have a link that takes you to a prohibited list  
19 from the Department of Taxation. And they also  
20 have another link for debarred vendors. They  
21 could be debarred for any reasons, not paying  
22 their eVA fee; okay?

23 Again, if you're on that list it's going to  
24 be hard, we can't execute a contract with you. So  
25 -- And it would be your responsibility for making

1           sure that you're not on any of those lists.

2           Section 9.B, Proposal Format. Again, this  
3           defines the format for submission and number of  
4           hard and electronic copies. Please note that in  
5           all DMAS procurements we keep the technical  
6           proposal submissions separate from the cost  
7           proposals.

8           Again, this is -- you know, like I said,  
9           when the proposals come in, you know, you already  
10          have them separated into different formats. You  
11          have a CD for the technical, a CD for the cost  
12          proposal, a CD for your redacted.

13          The evaluation team, they don't see the  
14          redacted -- of course they don't need to see it.  
15          But they don't see the cost proposals. And we do  
16          that specifically so that price does not influence  
17          their decision-making. They're only looking at  
18          the cost -- or the technical side, your response  
19          to the technical requirements; okay.

20          We want to see what their score is, what is  
21          the best of the best, you know. And they compare  
22          your proposal against the requirements in the RFP.  
23          They're not compared against one another.

24          The format also is to ease evaluation in  
25          finding material response to the requirements,

1 meaning the evaluators, everything's going to be  
2 similar from one RFP to the next. So the  
3 evaluators can go to this section and see what one  
4 Vendor responded to versus this response from this  
5 Vendor versus this response from this Vendor.

6 There's nothing more frustrating when you're  
7 trying to evaluate a requirement and you're  
8 flipping through the pages, or you're looking on  
9 line to the electronic copy of a Vendor's proposal  
10 and you can't -- "What did they say here?" This  
11 format we hope will make it easy for them and very  
12 readable.

13 Also note we have a separate Volume 3 for  
14 the redacted copy. And again, this is purposely  
15 done to ensure your information is not released  
16 improperly. Meaning, we're not going to have your  
17 redacted copy file along with your non-redacted  
18 copy. It's going to be in a separate CD.

19 Several documents -- there are several  
20 documents that are requested in the RFP that need  
21 to be signed, some are signed, some are not, and  
22 included with your response.

23 One is the Executive Summary. And I've seen  
24 it both ways, where sometimes it's signed,  
25 sometimes it's not. I don't think there's a

1 requirement that it be signed.

2 Addendums. All of the addendums that we  
3 issue out, just make sure that they're signed and  
4 dated by your authorized representative; the  
5 transmittal letter is signed, Appendix B, which is  
6 your SWaM report, your plan, that that is signed.

7 Appendix D, which is the SCC form that  
8 validates your authorization as a business in the  
9 Commonwealth, that's not a signed form, but you  
10 need to submit that.

11 Appendix E, Certification of Compliance with  
12 Prohibition of Political Contributions and Gifts.  
13 That's been in the news lately. You know, it's a  
14 big -- it was a big thing a couple of years -- I  
15 guess in 2014 is when it all started with the  
16 previous governor.

17 But, you know, they check this stuff. I  
18 mean, I submit -- you know, when the proposals  
19 come in I generate a list. I send it over to DPS.  
20 They validate that list against I guess there's  
21 another database for political contributions to  
22 ensure that none of these Offerors are submitting  
23 contributions during the proposal period or the  
24 procurement period.

25 Appendix F, Proprietary/Confidential

1 Information Identification Form. Again, I've  
2 spoken about this. You need to fill that out and  
3 make sure it's signed.

4 Appendix G, Offeror Certification. Again,  
5 this is your firm certifying they have performed  
6 ethically during the procurement process. Now  
7 granted, I guess, you know, we're not going to  
8 purposely omit anybody from the procurement if  
9 these aren't submitted.

10 They need to be submitted. If it's an  
11 informality, "We forgot to submit this form,"  
12 well, I may go back and ask for it. The only ones  
13 that are really cut and dry are, you know, your  
14 proposal has to be submitted on time, you can't be  
15 delinquent in taxes, you have to agree to the  
16 statutory requirements, and, you know, you have to  
17 agree that you're not going to submit a proposal  
18 for the Integrator if you're submitting a proposal  
19 for this.

20 Let's see what else we got. Okay. The  
21 next form that I have is we actually put a copy of  
22 the Proposal Evaluation Form out there on the  
23 website. That identifies the criteria by which  
24 the proposals will be scored and the weights  
25 assigned.

1           As you note, the evaluation form pretty much  
2 mirrors the Requirements Traceability Matrix,  
3 which is something else you need to complete. We  
4 have also included a narrative on the calculation  
5 process on the evaluation. And we think it's --  
6 They told me to write it because they said, "We  
7 need it written in a 5th grade reading level," and  
8 I'm like, "Okay, I'm your candidate."

9           So it's out there. If I can understand it,  
10 I'm sure your folks can understand it, too. It's  
11 how you're going to be scored. And like I said,  
12 we're not going to score you on something that  
13 we're not asking for.

14           eVA Orders and Contract Special Terms and  
15 Conditions, 6.9.7. Again, we can't get around it.  
16 We cannot award a contract unless you're a  
17 registered eVA vendor. And there is an eVA fee  
18 associated with an award.

19           In our contracts we generally generate one  
20 PO for the base term of the contract. So if we do  
21 a five year contract, there will be one PO  
22 generated in eVA for the total dollar amount, and  
23 it will be coming to you, wherever the Offeror is,  
24 and you will be responsible for paying the eVA  
25 fee.

1 I cannot tell you how many times more than  
2 not that I've gotten a call from somebody in their  
3 accounting office, "We got this bill from Ariba  
4 DPS, and it's for, you know, \$1500 for eVA.  
5 What's that all about?"

6 You know, let your folks know that, you  
7 know, this may be coming if you get an award. Not  
8 that I'm not willing to talk to them. I'll talk  
9 to anybody, you know, and I'll explain it to them  
10 and so on and so forth. But I just don't want  
11 this to cause -- Like I said, it causes problems,  
12 because if they don't pay it they can get  
13 debarred. I mean, it's a long process before you  
14 get debarred, but, you know, you don't even want  
15 to start that.

16 The last thing I want to talk about before I  
17 turn it over to Frank is the SWaM, Procurement and  
18 Subcontracting Monthly Report and Small Business  
19 Procurement Plan, or the SWaM plan.

20 It is a scored criteria. We had asked, you  
21 know, please give every consideration to the  
22 utilization of small businesses in the performance  
23 of your solution.

24 Even though these contracts, you know, from  
25 what we have now to what we're going to, they're

1 more modular, they're smaller, you know, they're  
2 still fairly large. And a lot of small  
3 businesses, you know, still may not be able to do  
4 the full load of work; okay? So they may be out  
5 there looking for subcontracting opportunities.

6 And I would encourage -- And that's one of  
7 the reasons, main reasons why I post the roster  
8 out there on eVA, so that they have access to  
9 vendors who came to the pre-proposal conference  
10 who may be, you know, willing to subcontract with  
11 them as a subcontractor.

12 I mean, there's a lot of talent out there.  
13 It's just a matter of you guys meshing up, okay,  
14 getting together to find out who can do what and  
15 that type of thing, and it's a good measure.  
16 They're the backbone for the Commonwealth. I  
17 mean, there's probably more small businesses out  
18 there than you can shake a stick at. And, you  
19 know, it's the Governor's initiative, it's been  
20 the Governor's initiative for many, many,  
21 administrations, since I've been working.

22 And we're just trying to do our part. We  
23 can only go -- We can only break the contracts  
24 down so much. But we just hope you folks will  
25 help us out.

1 All right. Frank.

2 MR. GUINAN: Well, thanks, Chris. This is  
3 the part of the program where we talk a little bit  
4 about project management. I'm going to talk a  
5 little bit about the background, how we got to  
6 where we are in the RFP process. I'm going to  
7 talk a little bit about objectives, and I'll touch  
8 on the EDWS procurement, and then I'll have some  
9 parting words.

10 So thank you all for coming this afternoon.  
11 We really do appreciate the participation. We're  
12 really excited and really blown away by the number  
13 of people that are participating in these  
14 conferences.

15 One caveat is if you were here this morning  
16 you shouldn't expect a lot of difference in the  
17 content. So we'll do our best to make it  
18 animated, but it's pretty much the same content.  
19 So if you are planning on attending all four  
20 conferences, you may want to rethink that or just  
21 dial in. Not that Chris is not entertaining, but  
22 --

23 So good afternoon. My name is Frank Guinan.  
24 I'm the Director of the Project Management Office  
25 here at DMAS, and I'm honored to be here

1 representing the DMAS team. We've had a lot of  
2 input and work over the last two years to this  
3 procurement. So this is a big milestone for us.

4 I will manage the MES, or the Medicaid  
5 Enterprise System program. And we will do that in  
6 collaboration with DMAS's IT agency, which is the  
7 Virginia Information Technologies Agency, or what  
8 we call VITA around here.

9 We'll have additional oversight. So there  
10 will be a lot of transparency with this program.  
11 We'll have a steering committee here at DMAS.  
12 Many of the business owners will participate in  
13 that steering committee. We'll also have a  
14 governance committee with executive participation.

15 And the MES program is being monitored by  
16 the CIO for the Commonwealth of Virginia. And we  
17 will do quarterly updates on the status of the  
18 program with Nelson Moe. Many of you know Nelson.  
19 And we have so for the last 12 months.

20 In addition, each project will have a  
21 project manager assigned from DMAS, from my  
22 office, and they'll be expected to work with a  
23 counter PM for each solution.

24 We'll do project reporting on a weekly  
25 basis, and that will go up to the permitting level

1 and will report to VITA's project management  
2 division by using their project portfolio online  
3 system on a monthly basis.

4 Okay. Let me take a sip of water in between  
5 topics here so you'll know where the breaks are.  
6 So let me give you a little background. So  
7 MuKundan Srinivasan is our CIO. And MuKundan and  
8 I have been working on this for about two years.  
9 We've been involved in the MES conference, and  
10 we've been going to the MES conferences. We've  
11 worked with CMS's central office closely with Jess  
12 Kahn and her team. We've also worked with our  
13 regional office.

14 We are part of the state cohort group  
15 sponsored by CMS, and we've worked on the uniform  
16 RFP template and guideline that was used for this  
17 -- these five procurements that we're putting out.  
18 So hopefully that will make it a better  
19 experience, procurement experience, for you, as  
20 well as for us.

21 In 2014 and 15 we conducted a state self-  
22 assessment, a MITA state self-assessment, and it's  
23 posted on the DMAS website along with content of  
24 our current production environment and support.  
25 So if you haven't been out there yet, you should

1 go out and look at the Vendor's library.

2 We worked with our DMAS executive management  
3 team on a vision of where Medicaid is going,  
4 specifically Virginia Medicaid. We have many  
5 decision memos put together and have held multiple  
6 presentations to come to a direction on where we  
7 want to go with these different business lines.

8 We solicited an IV&V contract thought the  
9 state CDI contract, and we've awarded that  
10 contract to Ernst & Young, and they will be doing  
11 their IV&V kickoff next Friday the 8th.

12 And finally, we've contracted with CSG  
13 Government Services to provide RFP assistance and  
14 PMO support. The last meeting somebody said to  
15 me, "I didn't know you were using CSG for PMO  
16 work," and we're not. We have our own internal  
17 PMO office. But they are doing work, like helping  
18 us write the RFPs and things like that.

19 Okay. Time for a sip. So let me talk a  
20 little bit about our objectives. We are moving  
21 from a monolithic mainframe based solution to a  
22 more modular service oriented architecture. And  
23 I'm sure you guys have heard this time and time  
24 again over the last two years with CMS. This SOA-  
25 based architecture, Virginia is leveraging the

1 Commonwealth of Virginia SOA environment that was  
2 an investment made to comply with the E and E  
3 program during the Affordable Care Act.

4 In keeping with CMS's objectives we're  
5 moving towards software as a service, or cloud-  
6 based computing, and commercial off-the-shelf  
7 solutions. We're going to make the procurements  
8 broader, more competitive, more innovative, and  
9 more modular, to avoid a big bang implementation.

10 So if you've been in the Medicaid world over  
11 the past years you know that that takeover  
12 process, or that new implementation, is always a  
13 heavy lift, and we're going to try and spread that  
14 out.

15 So we have included in the RFPs -- and it's  
16 consistent across the board. So let me talk a  
17 little bit about the RFPs. So I encourage you to  
18 look at the RFPs. And what you'll see is a pretty  
19 much a standardization in many of the sections  
20 across the five RFPs or solicitations that we'll  
21 be putting out there. And it's very specific  
22 towards the business or the solution that we're  
23 looking at. And that's in Section 3, or Scope of  
24 Work.

25 We did that intentionally because of

1 consistency, standardization. We actually broke  
2 the RFPs up, and we had subject matter expertise  
3 assigned to specific areas. So we wrote the  
4 project management areas. We had our testing  
5 write the management areas. The technical team  
6 wrote the technical areas. And so you'll see  
7 that's consistent across the RFPs.

8 We put together and initial flight plan in  
9 there. So when you look at that you'll say, "July  
10 1st? We're not going to make it." So we actually  
11 submitted the RFPs for approval back on February  
12 29th, so at that point July 1st looked pretty  
13 good. But the approval process is lengthy. And  
14 I'm sure if you've been out there looking at the  
15 RFPs you've seen we've updated when it's due and  
16 when it's going to be published. So here we are.

17 So the idea is that we'll get the Integrator  
18 Services Solution in here and they will put  
19 together a master implementation plan. And all of  
20 the other MES providers will have input into that  
21 master implementation plan. We'll look at it.  
22 We'll do the assessments by different solution,  
23 and we'll come up with what's a logical  
24 progression to implement.

25 Time for a break. So there are four RFPs

1 out there that are published today on the DMAS  
2 website, and there will be a fifth one published  
3 here shortly.

4 Let me talk a little bit about some of the  
5 goals that we have for this procurement. We want  
6 to replace the MMIS with components through a  
7 logical implementation program that requires state  
8 and multiple suppliers to collaborate on  
9 solutions. And I can't emphasize that enough that  
10 this is really -- and when you see it this  
11 procurement is really designed to have multiple  
12 participants.

13 We'll look to the ISS or the integrator for  
14 its leadership to control the environment, to  
15 manage the environment, and we'll look to the MES  
16 suppliers to make sure that they're sticking with  
17 standards for any data exchanges or file transfers  
18 needed.

19 We will award contracts to cooperative,  
20 flexible, team-oriented, solution providers, that  
21 will result in DMAS achieving its mission to  
22 service the citizens and stakeholders of the  
23 Commonwealth.

24 I do want to say a couple words now about --  
25 oh, I have to take a break -- about the EDWS

1 procurement. So we are getting more and more  
2 requirements, federal requirements, state  
3 requirements, for performance measurements. We're  
4 hoping that the Enterprise Data Warehouse will be  
5 able to collect that data from multiple diverse  
6 sources and have a single source of truth.

7 For example, one of the challenges we had in  
8 this past year was to build a PMS report for CMS.  
9 To immediately go collect data from different  
10 areas is very difficult. I'm happy to say that  
11 Virginia was first in the nation to implement  
12 that. But going forward, that's the type of  
13 application that we're hoping will feed our data  
14 warehouse, or will come from our data warehouse.

15 If you look at the flight plan, what's  
16 different about the data warehouse and the  
17 integration is we have an initial DDI, what we  
18 call design, development and implementation,  
19 that's a CMS term that is related to the federal  
20 funding participation we get for these projects.

21 But if you look at that, what we've done for  
22 EDWS and ISS is we had an initial startup or a  
23 launch for those two procurements. And then at  
24 some point, as we were doing DDI for these other  
25 solutions, we're expecting the EDWS and the ISS

1 contractors to participate in that project team  
2 and assess what those needs are for bringing that  
3 system online.

4 Again, what I wanted to stress was,  
5 especially for managed care, the metrics for  
6 managed care and the performance of managed care  
7 organizations is a highlight for CMS, and that's  
8 been allocated. And so this EDWS is going to be  
9 in response to that, as well as for state  
10 performance measurements.

11 Here goes the finale. These are my parting  
12 words. The only certainty is there is a lot of  
13 changes. We welcome you to participate, for your  
14 questions, just not today, and your ideas on the  
15 best way to meet our challenges.

16 We want you to participate in this  
17 procurement, we really do. We're looking for, as  
18 Chris mentioned, the best of breed. We will look  
19 at those solutions, aside from costs, and  
20 determine, you know, in our evaluation process,  
21 what's going to meet our business needs the best.

22 We look to you for innovation, efficiencies,  
23 and benefits to DMAS. We rely on the supplier  
24 community. We have a very strong internal team.  
25 And I've been on the other side of the fence.

1 I've been working in outsourcing in the banking  
2 industry, and I can tell you our team here is  
3 extremely strong, probably as strong as any  
4 commercial group I've worked with.

5 If you are willing and eager to participate  
6 in this monumental shift in Medicaid we look  
7 forward to working with you. Thank you.

8 MR. BANASZAK: Thank you, Frank. At this  
9 time I guess we're pretty much done. We do have  
10 two more pre-proposal conferences tomorrow, one at  
11 10:00 o'clock and one at 1:00 o'clock. Same  
12 schedule. One's for the Pharmacy Benefit  
13 Management Solution and one is for the Financial  
14 Management Solution. So those will be tomorrow.

15 Some of you folks may have already  
16 registered for those conferences. Some of you may  
17 not be interested in those conferences. But like  
18 today, it's going to follow a similar format.

19 Other than that I appreciate you all for  
20 coming, and good luck.

21 (Conference concluded, 1:45 p.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 4th day of July, 2016.



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KURT D. HRUNENI, CVR, CCR-VA

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