



COMMONWEALTH of VIRGINIA

DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

600 East Broad Street, Suite 1300

Richmond, VA 23219

July 11, 2016

ADDENDUM No. 2 TO VENDORS:

Reference Request for Proposal: RFP 2016-03, Financial Management Solution

Dated: June 15, 2016

Proposal Due Date: August 5, 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 5 – 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 5 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 pre-proposal conference attendance roster.

See Attachment 2 (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 cursive script, appearing to read "Christopher Banaszak".

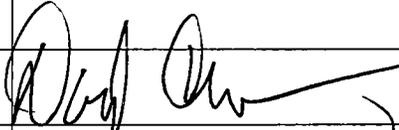
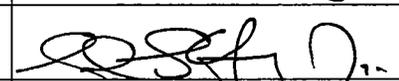
Christopher M. Banaszak
DMAS Contract Manager

Name of Firm: _____

Signature and Title: _____

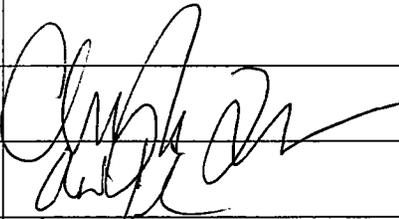
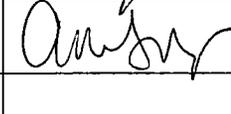
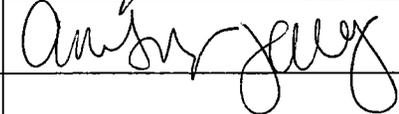
Date: _____

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-03 MES Financial Management Solution Pre-Proposal Conference
June 29, 2016 at 1:00 PM ET in Conference Rooms 7A/B
Pre-registered Attendees

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:50	Yes	AST Corp	Daryl Cockerham		DL	2:15
12:50	Yes	Astyra Corp	Ken Ampy		DL	↓
12:50	Yes	Astyra Corp	Sam Young		DL	
12:50	Yes	Astyra Corp	Lee Rattigan		DL	
1:12	Yes	CA Technologies	Jeffrey Gerhart		DL	
	Yes	CA Technologies	Patrick Maloney			
	Yes	CA Technologies	Jaleh Sadeghzadeh		DL	
	Yes	CAS Severn	Mark Belluz			
	Yes	ComputerAid	Stacy Stratton			

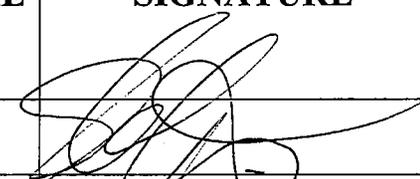
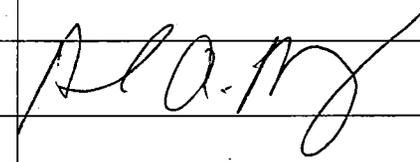
REVIEWED BY: 

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-03 MES Financial Management Solution Pre-Proposal Conference
June 29, 2016 at 1:00 PM ET in Conference Rooms 7A/B
Pre-registered Attendees

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:05	Yes	CSRA	Christie Fitzsimmons		DL	2:15
12:05	Yes	CSRA	Asad Jabbar		DL	↓
12:05	Yes	CSRA	Courtney Aubrey		DL	
	Yes	Deloitte	John Singleton			
	Yes	EngagePoint, Inc.	Kacie Winsor			
	Yes	EngagePoint, Inc.	Christopher Breining			
	Yes	Grant Thornton	Keith Wine		DL	
12:51	Yes	Grant Thorntin	Aleks Ivanovski		DL	
	Yes	R.G. Greene & Associates, Inc.	Ron Greene			

REVIEWED BY: 

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June 29, 2016 at 1:00 PM ET in Conference Rooms 7A/B
Pre-registered Attendees

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:55	Yes	Oracle	Susan Kreikamp		ID	2:15
12:55	Yes	Oracle	Kitou Futrell		ID	
	Yes	Oracle	Sang Lee			
	Yes	USL Financials	Edward Foster			
12:42	Yes	VSoftConsulting	Howard Haynes		DL	
	Yes	Xerox State Healthcare	Chris Law		DL	

REVIEWED BY: 

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-03 MES Financial Management Solution Pre-Proposal Conference
June 29, 2016 at 1:00 PM ET in Conference Rooms 7A/B
Non-registered Attendees

ARRIVAL TIME	Offerors Company Name (Print Clearly)	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
12:45	Accenture	Carrie McConnell	<i>Carrie McConnell</i>	DL	2:15
12:45	Accenture	Sue Pennino	<i>Sue Pennino</i>	DL	

REVIEWED BY: *Amy Malgou*

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-03 MES Financial Management Solution Pre-Proposal Conference
June 29, 2016 at 1:00 PM ET in Conference Rooms 7A/B
Pre-registered Attendees Telephonic

ARRIVAL TIME	Acknowledgement Confirmation Sent	Attendance Method (P/T)	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
	Yes	Telephonic	Altus Dynamics	Stefanie Gause			2:15
	Yes	Telephonic	AST Corp	Subash Krishnaswamy			
	Yes	Telephonic	Blue Tack Consulting, LLC	Lorrie Scardino			
	Yes	Telephonic	Blue Tack Consulting, LLC	Maribeth Fagnoli			
	Yes	Telephonic	Blue Tack Consulting, LLC	Judy Meagher			
	Yes	Telephonic	Blue Tack Consulting, LLC	Jeanne Smith			
	Yes	Telephonic	CA Technologies	Staff			
	Yes	Telephonic	ComputerAid	Rich Hacker, Thom Peer			
	Yes	Telephonic	CSRA	Alan Shugart, Chad Koerber, Lori Landman			
	Yes	Telephonic	Deloitte	Don Parr			
	Yes	Telephonic	Angaging Solutions LLC	Shanette Gibbs			
	Yes	Telephonic	McKesson Business Performance Solutions	Ron Parker			

600 East Broad Street Building Security and DMAS Visitor Log
RFP 2016-03 MES Financial Management Solution Pre-Proposal Conference
June 29, 2016 at 1:00 PM ET in Conference Rooms 7A/B
Pre-registered Attendees Telephonic

ARRIVAL TIME	Acknowledgement Confirmation Sent	Attendance Method (P/T)	Offerors Name	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
	Yes	Telephonic	Molina Medicaid Solutions	Nate Taylor, Kay Anders, and Mike McKenzie			2:15
	Yes	Telephonic	Optum Government Solutions	Dennis Dworman, Rashan Venugopal, Rajesh Bait.			
	Yes	Telephonic	Oracle	Dave Myers, Rusty Lindsey, Patrick Dawson, Lewis Perry, Kitou Futrell, Eric Diruzzo, Travis Moretti, Ray Panetta, Kitchell Palski, Rick Philbin, Joseph Lynch, Rich Clover, Loren Maughlin.			
	Yes	Telephonic	PCG/Public Partnerships	Craig Connors			
	Yes	Telephonic	Rose International	Teri Elder			
	Yes	Telephonic	SRA International, Inc.	Mike Thomas			

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DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

MANDATORY PRE-PROPOSAL BID CONFERENCE

RFP 2016-03

REQUEST FOR PROPOSAL FOR

FINANCIAL MANAGEMENT SOLUTION

June 29, 2016

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

Richmond, Virginia

Job No. 30893

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 (1:00 p.m., June 29, 2016)

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P R O C E E D I N G S

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MR. BANASZAK: Good afternoon. This is the last session of a two day session. It's been a marathon for Frank Guinan and myself. But we're glad everybody's here today.

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My name is Chris Banaszak. I'm the contract officer for this procurement, and I'd like to welcome everyone and thank you for attending today's session.

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For the record, today is Wednesday, June 29th, 2016, at approximately 1:00 p.m., and this is the optional pre-proposal conference for RFP016-03 entitled, "Financial Management 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

1 submitting a proposal if they did not attend
2 today's conference. Although optional, we do
3 encourage interested Offerors to attend in order
4 to gain an additional insight and understanding
5 for this procurement.

6 Please note that we do have a court reporter
7 in attendance to record the conference, and in
8 addition to the attendance roster that you all
9 signed coming in, this transcript will be posted
10 in an RFP addendum at a later date.

11 Before proceeding I would like to go over a
12 couple housekeeping items. If you have any food
13 or drink in here, you know, please feel free to
14 bring them in, but make sure you take it with you
15 when you leave.

16 Cell phones, pagers, and other electronic
17 devices, please make sure that they're on mute or
18 off. In the last session we had actually one of
19 our own DMAS staff's phone go off. I thought that
20 was pretty funny.

21 If you need to use your phone, please go to
22 the lobby and use your cell phone. You're not
23 going to hurt my feelings. Restrooms. If you
24 need to go to the restrooms, they are located out
25 by the lobby area. The ladies room is right there

1 on the left as you're exiting. And if you go past
2 the receptionist, to your left is the mens room.

3 In the event of an emergency, you know,
4 we'll go in an orderly fashion, exit here and go
5 down the stairwell. Don't go to the lobby area,
6 because there's nothing there. The elevators will
7 not be working and you'll be standing there for a
8 good while.

9 For today's meeting, again, we have a court
10 reporter. His name is Kurt Hruneni from Cavalier
11 Reporting. My name is Chris Banaszak. I am the
12 Contract Officer for this solicitation. And with
13 me, who will be presenting a little later, is
14 Frank Guinan. He is the Program Manager for this
15 solicitation.

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

23 Although by attending this conference
24 Offerors are not committed or obligated to submit
25 a proposal, it will allow DMAS to plan for the

1 future based on current interests.

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

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

17 Remember however, and it's in the RFP, eVA
18 is the official and controlling website. For
19 those unfamiliar with eVA, it is the
20 Commonwealth's Enterprise Electronic Procurement
21 System initiated back in 2000. eVA provides the
22 public visibility over most purchases and
23 eliminates bureaucracy previously associated with
24 getting procurement information.

25 eVA Future Procurements and eVA Virginia

1 Business Opportunities, or eVA VBO, alerts Vendors
2 to upcoming solicitations. As part of the
3 solicitation participating Offerors are required
4 to register with eVA. Okay, we cannot issue a
5 contract to an Offeror who is not registered in
6 eVA, period.

7 I would encourage everybody -- I mean,
8 registration, it used to cost an annual fee to
9 register. That's been gone for several years now.
10 So you can register in eVA. And depending on the
11 commodity code that you register under, eVA will
12 send you electronic notification of the RFPs, not
13 only from DMAS, but from every agency in the
14 Commonwealth.

15 I mean, it's a good system. But, you know,
16 just make sure you register under the proper
17 commodity codes. And the commodity codes for this
18 procurement are listed -- or they were listed
19 under the eVA Future Procurement site and, of
20 course, they're listed under the current
21 solicitation. So just a heads up on that.

22 At this time I'm going to cover some key
23 components of the RFP that I feel are important
24 and need emphasizing. Afterwards I will then turn
25 the program over to Mr. Guinan.

1 As I've already stated, the deadline for
2 questions is 10:00 a.m. on July 15th, 2016. We
3 ask that all questions be submitted in writing to
4 the mailbox identified in the RFP. DMAS will work
5 on responding to the questions as they are
6 received, and post all Q and As in an RFP
7 addendum.

8 DMAS will not send a response email back to
9 the Offeror with a response to their questions.
10 Our plan is to start working on responses to
11 questions as soon as they arrive and post in
12 multiple addendums.

13 If we get, you know, a lot of questions on
14 the due date, I mean, people are going to have to
15 bear with us to get a response. Because some
16 questions may be a simple yes or no, or a simple
17 reference back to the RFP. Some of them may
18 actually change the requirements in the RFP based
19 on the question. I mean, it could vary.

20 But when we post the Q and As in the
21 addendum they'll be in a table. They'll have the
22 question, the RFP cite, and then our response.
23 We're not going to post the name of the Offeror
24 who submitted the question. That adds no value to
25 the procurement, and it's not necessary.

1 Again, when you send your emails in we may -
2 - we will send a verification email back to
3 acknowledge receipt of your questions, but we're
4 not going to respond to your questions back to you
5 in the email. Just a heads up on that.

6 Proposal due date. The deadline for receipt
7 of proposals is 10:00 a.m. on Friday, August 5th,
8 2016. This is referenced in the RFP cover page.
9 It's referenced in Section 9.A.17, Time Table, and
10 RFP Section 9.B.1, Contractor's Proposal
11 Submission Format.

12 Key date. If it is changed it would be
13 referenced in an RFP addendum. If the RFP is
14 going to be mailed either USPS, FedEx, UPS, or
15 whatever commercial carrier, it should be
16 addressed to my attention, Department of Medical
17 Assistance Services, 600 East Broad Street, Suite
18 1300, Richmond, Virginia, 23219. This is our
19 mailing address.

20 If you're going to have a courier deliver
21 it, or if you're going to deliver it yourself,
22 again, it should be addressed to my attention,
23 Department of Medical Assistance Services, 7th
24 Floor, DMAS Receptionist, 600 East Broad Street,
25 Richmond, Virginia, 23219.

1 On the date of receipt of the proposals,
2 that morning I will be positioned at the
3 receptionist area out here just to make sure that
4 no late proposals come in, because we cannot
5 accept a late proposal. If it's one second, one
6 minute after 10:00 o'clock, I'm going to mark it
7 late and return it back unopened.

8 So it's very critical. You know, we don't
9 want to eliminate anybody due to a technicality.
10 I've had calls -- I mean, God's honest truth.
11 I've had calls come in. You know, the proposal is
12 due at 10:00 o'clock. Somebody calls me up at
13 9:30 and says, "Hey, I'm on 95 stuck in traffic.
14 I may be a little late."

15 You may as well hit the next exit and turn
16 around and go home, because you're not going to
17 make it here on time. I hate to do it. I mean,
18 you know, when a Vendor comes in late and I have
19 to write "Late" on there and send them back home
20 with their proposal. But, you know, it's an RFP
21 requirement.

22 We want competition. I mean, there is no
23 incumbent. And we don't want to eliminate anybody
24 due to a technicality.

25 Some words of advice with the various

1 sections. RFP Section 4 and Appendix C. Offerors
2 shall submit their pricing proposals using the
3 Microsoft Excel spreadsheet provided in the
4 solicitation, which is Appendix C. This shall be
5 a firm fixed price for each stage of the contact,
6 which include design, development and
7 implementation, or commonly known as DDI;
8 operations and maintenance are O&M; and operation
9 and maintenance optional years.

10 The total sum for all stages will be used to
11 determine the best value scores, and are used in
12 the calculation of scores for the small business
13 subcontracting plans, which is also known as just
14 SWaM plans.

15 I think what needs to be taken away today is
16 that, you know, your pricing proposal needs to be
17 inclusive of everything contained in their
18 proposed solution.

19 You know, we have a separate section in
20 there for software. Price out your software for
21 each year that it costs for your solution.
22 Include that. You can roll that up to the next
23 line.

24 You know, is the price in there for whatever
25 is involved in the cost of your solution? I mean,

1 if you're going to propose the kitchen sink, I
2 always use that, put the cost for that kitchen
3 sink. We want the final cost for that solution
4 over the life of the contract.

5 Moving on to RFP Section 6, Contractor
6 Profile and Key Personnel. This section provides
7 an opportunity to tell DMAS a little bit about
8 yourself. Please be thorough and mindful of some
9 sections with page limitations. We don't want a
10 lot of fluff. I mean, get to the point and tell
11 us, you know, whatever's been asked.

12 With regards to proposed staffing, as we get
13 into the evaluation and negotiations we may -- I
14 hate to say "may," but we will interview key
15 staff.

16 And, you know, I tell this with everybody.
17 I mean, any part of any solution or project that
18 you're doing, I mean, you hear this everywhere,
19 it's always the staffing. It's the people who
20 make the difference, who get the program up and
21 running. And we're looking at that seriously.

22 Frank will mention this later on. You know,
23 we got a lot of good people here at DMAS. We're
24 looking to bring in additional people of that same
25 caliber or greater that can help us get this

1 solution up and running.

2 If by some chance -- I mean, depending on
3 who's doing the interviewing, they may ask you to
4 propose somebody else. Which, you know, you may
5 want to have somebody else in mind if something
6 happens. But like I said, that's just a heads up.
7 That's further on down the road. But, I mean, you
8 know, we're looking for the best of the best.

9 RFP Section 8 and Appendix H, which is the
10 contract. This section covers the contract which
11 is attached as Appendix H, and Table 9 entitled,
12 "Standard Requirements."

13 The Offeror needs to complete this table and
14 submit it with their proposal. This table is
15 essentially the Offeror's attestation agreeing
16 compliance with the listed items. And if you go
17 to that table, I mean, there are several things
18 listed on there, "Do you agree to accept the
19 provisions of the following links" -- which are
20 the statutorily required terms and conditions.
21 "Do you affirm your response meets all the
22 mandatory requirements, the must have factors in
23 Section 9.A.15?"

24 Okay. There's 13 things that you need to
25 attest to. And the response is a yes or a no.

1 That needs to be -- Make sure you submit that with
2 your proposal.

3 Appendix H, again, is the template for the
4 contract to be signed between DMAS and the winning
5 Offeror. You are given an opportunity to provide
6 comments with your suggested language in the form
7 of notes, comments, or redline. Any changes will
8 be discussed with the Offerors during
9 negotiations.

10 However, I mean, this is a scored criteria.
11 It's part of the contract section. And Offerors
12 are encouraged to give careful review and
13 consideration when making changes.

14 Again, all I can say is, you know, that
15 contract is developed, it was approved by our OAG,
16 as are some of the other exhibits. I'm not saying
17 they're cut in stone, but I'll tell you what, it
18 may be some hard rock. But we can be flexible,
19 but I would try to limit anything, unless there's
20 something really, really, critical or important in
21 there that you want to change, you know, we'll be
22 open to looking at it and discuss it.

23 Note that there are some exhibits included
24 as part of the contract. These do not need to be
25 completed as part of your submission. For

1 example, the certification regarding lobbying and
2 DMAS BAA. These will be completed as part of
3 negotiations. BAA, you know, that's kind of like
4 when we get into the finalization. You're going
5 to be providing us with the names of staff at your
6 organization and who are going to have access to
7 all of our PHI.

8 We don't want that up front now from
9 everybody, because, you know, we don't need it
10 from everybody. We're only going to need it for
11 the ones who are potentially going to sign a
12 contract with. And we'll deal with that when we
13 get into negotiations.

14 Some of the other exhibits, which is the End
15 User License Agreement, which is Exhibit D and
16 Exhibit G, which is the Software as a Service.
17 Again, if they apply to your solution, include
18 them. If not, then you don't need to worry about
19 them.

20 Moving on to RFP Section 9.A.10, Proprietary
21 Information and Appendix F. Again, this is one of
22 my pet peeves. Because if I release your
23 information through a FOIA request or to another
24 Offeror I could get in trouble. So I emphasize
25 this to make sure that what you give me is

1 correct; okay?

2 The information you submit at some point in
3 time will be open for public inspection. There is
4 a caveat though. Trade secrets or proprietary
5 information submitted by an Offeror in connection
6 with a procurement shall not be subject to the
7 Freedom of Information Act. This is under Code
8 2.2-3700, which is the Virginia Freedom of
9 Information Act.

10 However, to get that protection you need to
11 do three things. One is invoke the protections of
12 this section prior to or upon submission of the
13 data. And this is referenced in Section 2.2-4342,
14 commonly known as the Virginia Public Procurement
15 Act.

16 The second item is identify the data or
17 other materials to be protected. And number
18 three, state the reason why protection is
19 necessary. You can't just arbitrarily redact
20 something and that's it and say, "Okay, I'm good."
21 You've got to say why, you know, what is the
22 reason for redacting.

23 You're dealing with the Commonwealth. We
24 report to the public. The public has a right to
25 know what business is going on. But you do have

1 protections. You just have to implement them,
2 enact them; okay?

3 The good thing is is we've included a form,
4 Appendix F, Proprietary/Confidential Information
5 Identification Form. And this shall be used. And
6 like I said, I can't make it any easier. On that
7 form it gives you all the sections to what you
8 have to do.

9 I mean, you invoke protection by signing it.
10 You're going to identify the data and you're going
11 to identify why protection is necessary. And
12 you'll sign it, and then that form, you know, like
13 I said, it's your protection.

14 To clarify what can or cannot be classified
15 as proprietary and confidential is there are some
16 things -- you cannot classify the whole proposal
17 or line item prices or proposal prices as
18 proprietary or confidential. If done, you know, I
19 will come back to you and notify you and give you
20 a reasonable time to withdraw the entire
21 classification designation. If unwilling the
22 proposal may be rejected. So like I said, don't
23 go crazy, just protect what you need to protect.

24 Another thing I want to bring to everybody's
25 attention is how you redact it. Make sure you

1 totally black it out. Adobe Acrobat Pro is a good
2 tool for that. I use it all the time. It allows
3 you to select what you want to redact. And then
4 when you accept it it's gone, I mean it's just a
5 black, you know, mark there.

6 Believe it or not I've had proposals come in
7 to me in the past from other Offerors, other
8 procurements, it's almost like they highlighted
9 it. And I'm like, you know, "I can still see
10 through this redaction."

11 So I went back the Offeror and gave them
12 another opportunity to redact it, and they did,
13 and everything's good. But don't rely on me to
14 redact your proposal. I may look at it, but, you
15 know, if I miss something, you know, don't blame
16 me, because I'm going to go back to the copy you
17 gave me and say, "This is what was given to me.
18 This is what was released"; okay?

19 Moving on to Procurement Contact, RFP
20 Section 9.A.12. I am the principal point of
21 contact for this procurement, commonly known as
22 the SPOC, or single point of contact.

23 All questions or communications shall be
24 directed to me through the RFP mailbox. Offerors
25 should not be calling or discussing this RFP with

1 DMAS staff or contractors. All of our staff
2 working on this particular procurement since the
3 very beginning have all signed conflict and
4 confidentiality of information statements. And
5 this essentially was a five page document layout
6 out all the dos and don'ts, and the cites in the
7 code, you know, telling them, you know, if your
8 mother or brother or sister works for one of the
9 contractors, and you're aware of it, that may be a
10 conflict of interest, you know.

11 So I just want you to be aware that our
12 staff are aware. And if you were to contact one
13 of them, you know, like I said, they would
14 probably more often than not report it to me, and,
15 you know, I'll probably send out a letter or
16 something, a nasty letter.

17 Moving on. Must have evaluation factors,
18 which is located at RFP Section 9.A.15. Please
19 note that the must have factors listed in this
20 section. Number one, the proposal is received by
21 the due date and time. It's kind of like a gimme.
22 I mean, I've beaten this dog. They've got to be
23 received before the due date and time, period.

24 Contractor affirms it is current with taxes
25 to the Commonwealth. You've got to pay the

1 Cardinal. They're going to get their money. And
2 if you don't give it to them there's a debarment -
3 - Department of Taxation debarment list that is
4 located out of eVA. You've got to make sure
5 you're up to speed with your taxes.

6 The next one is contractor accepts statutory
7 provisions at the listed URLs. Again, these are
8 terms and conditions that are statutorily
9 required, they're non-negotiable. And these
10 links, you know, they're also listed in the
11 contract. And it includes such clauses as the
12 applicable laws and courts, anti-discrimination,
13 eVerify, antitrust payment clause, modification
14 clause, drug free workplace. And it also has the
15 eVA clauses in there for eVA registration and eVA
16 order.

17 Number four of the must have factors, the
18 Contractor acknowledges by submitting a proposal
19 in response to this solicitation that it is
20 ineligible to submit a proposal or response to the
21 Integration Services Solution procurement released
22 by DMAS. So if you submit a proposal for this you
23 can't submit a proposal for the Integrator that we
24 have out there also.

25 And, again, the Offeror affirms that they

1 have met the must have factors. And these are in
2 Section 8, Table 9. So when I get your proposals
3 in I'll go to that table. That will let me know
4 whether or not we have the must have factors, if
5 they've been met. Of course the one that won't be
6 in that table is due date and time, because I'm
7 going to document that.

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

13 You can go to the eVA website and you can
14 click on "I Buy for Virginia," you'll see some
15 links on the next page. And some of those links
16 are an enjoinder list, a prohibited list from the
17 Department of Taxation, another debarment list
18 that DPS puts out there.

19 Like I said, the internet makes the world
20 small. I mean, I go to the SAM site and I check
21 all the vendors. I go to the SCC to confirm SCC
22 registrations. So it's all out there.

23 If your name is on one of these lists, not
24 the SCC list, but if it's on one of these
25 debarment lists, I mean, it would be up to you.

1 It's your responsibility to make sure to get your
2 name off that list.

3 Moving on to Section 9.B, Proposal Format.
4 This section defines the format for submission and
5 number of hard and electronic copies. Please note
6 that in all DMAS procurements we keep the
7 technical proposal submissions separate from the
8 cost proposal; okay?

9 It's not required by code to do that, but we
10 do it because we don't let our evaluators know
11 what the costs are for each of the solutions.
12 That way they can go into the evaluations not
13 knowing what the cost is, and that won't effect
14 their scoring.

15 Sometimes it's hard for people to score the
16 technical proposal, and in the back of their mind
17 they're saying, "This Vendor's cost proposal is
18 triple of everybody else."

19 So that doesn't come into play. And the
20 evaluators don't even get a look at the SWaM plans
21 because they contain costs, too. So they don't
22 see those at all.

23 The other one is the format allows the
24 evaluators to follow the Offeror's response to the
25 RFP requirements and locate information without

1 having to search. We have the Requirements
2 Traceability Matrix in there, the RTM, which goes
3 back to your section of your proposal response for
4 where your response is for that particular
5 requirement. You know, it makes their job a heck
6 of a lot easier. They don't have to go searching
7 through the proposal response trying to find where
8 your response is. I mean, that RTM will tell them
9 where to go.

10 Also note that a separate Volume 3 for
11 redacted copy is in there. And this is purposely
12 done to ensure your information is not released
13 improperly. Meaning I'll get your redacted CD.
14 It's separate from the other CDs. There's no way
15 I can get it confused and put it into the wrong
16 file.

17 Documents. There are several documents
18 requested in the RFP that need to be submitted
19 with the response. Some of these are signed. And
20 they include the Executive Summary, which I have
21 seen it signed and not signed. It varies.

22 The addendums. Of course, they need to be
23 signed and dated to ensure that you read all the
24 addendums to the RFP. There's a transmittal
25 requirement. There's Appendix B, which is the

1 SWaM plan.

2 Appendix D, which is the SCC form. That
3 form is not signed, but it just acknowledges
4 whether you're registered with the SCC.

5 Appendix E, which is the Certification of
6 Compliance with Prohibition of Political
7 Contribution and Gifts. That's a mouthful. But
8 when the proposals come in I generate a list of
9 all the proposals received, and on a weekly basis
10 I send that over to DPS. They in turn check it
11 against another database to ensure that none of
12 those Offerors have submitted gifts for political
13 purposes; okay? So they actually do check this
14 stuff.

15 Appendix F, I talked about this earlier,
16 Proprietary/Confidential Information
17 Identification Form. Again, please complete that
18 and sign it and send it in.

19 Appendix G, which is the Offeror's
20 Certification. This is your firm certifying they
21 have performed ethically during this procurement
22 process.

23 Moving on. Proposal Evaluation Form. We've
24 posted the evaluation form out there, a sample.
25 It identifies the criteria by which the proposals

1 you will be scored and a weight assigned. As you
2 note, the evaluation form pretty much mirrors the
3 Requirements Traceability Matrix, the RTM.

4 We also included a narrative on the
5 calculation process. Again, we can only evaluate
6 you based on what we've asked you to provide. And
7 everything in the RTM is, you know, you have to
8 provide it to us, a response. That's what we
9 evaluate on for each of the requirements.

10 Just a heads up on the eVA orders and
11 contracts, Special Term and Conditions, 6.9.7;
12 okay. Make sure that you're eVA registered.
13 Whoever gets awarded the contract we will generate
14 one eVA order in the eVA system for the period of
15 the contract.

16 The eVA fee if you're a certified small
17 business is one percent capped at \$500, and a non
18 small business is one percent capped at \$1500. So
19 the max you're going to pay is \$1500. Because I
20 can guarantee the price is going to be -- the
21 minimum -- it's going to be the greater of the
22 minimum -- the greater of the two is going to be
23 \$1500. Or the lesser of the two. Excuse me. So
24 that will be there.

25 But I bring that out because more times than

1 not after the contract is signed, you know, I get
2 a call from their finance office wanting -- you
3 know, wanting to know what this is for and why are
4 getting this bill. And I explain to them, "Well,
5 you all just signed a contract with us," and da,
6 da, da, da, and -- So just be aware of that.
7 It's a process.

8 The last thing I want to talk about is the
9 SWaM, Procurement and Subcontracting Monthly
10 Report and Small Business Procurement Plan.

11 Again, even though we've broken down these
12 procurements into smaller procurements than what
13 we currently have in place, you know, they're
14 still probably -- they may be -- you know, the
15 scope of work may be larger than what some small
16 businesses are capable of doing, period.

17 But we ask that the big Offerors, the other
18 Offerors, the prime contractors who are going to
19 submit a proposal and who have the resources,
20 facility and resources to submit a proposal, that
21 they take into consideration the utilization of
22 small businesses as subcontractors.

23 I mean, I know there's a lot of things that
24 go into the make up, you know, of a solution.
25 There has to be -- I mean, I think there would

1 have to be many things that small businesses could
2 do in the performance of the contract.

3 This has been one of the Governor's
4 initiatives -- or the Administration's initiatives
5 for many, many, years now. And, you know, like I
6 said, all I can do is put it out there and
7 encourage you to do it. SWaM is a scored
8 criteria. It does add points to your total. The
9 more SWaM you do in comparison to your total
10 dollar amount the more points you get. So that's
11 what I'm going to say about that.

12 And right now I'll turn it over to Mr.
13 Guinan.

14 MR. GUINAN: Thank you, Chris. So good
15 afternoon and welcome to our friends in the room,
16 and then also to the folks that are on the line.

17 My name is Frank Guinan. I am the Director
18 of the PMO office, the Project Management Office
19 here at DMAS, and I will be managing the MES, or
20 Medicaid Enterprise System Program. I will do
21 that in collaboration with the DMAS IM management
22 team, as well as the different division managers,
23 and also in collaboration with the IT agency for
24 Virginia, the Virginia Information Technology
25 Agency, or as we affectionately call them, VITA.

1 A couple other mentions of oversight. So we
2 do have a steering committee made up of the
3 business owners. And they will be involved in
4 overseeing the project. And we also have a
5 governance committee that will include Cindi
6 Jones, our Director, our CIO, and a couple of
7 other executive managers.

8 The MES program is being monitored by the
9 CIO of the Commonwealth, Nelson Moe. And we will
10 give him quarterly updates on the progress, as we
11 have for the last 12 months.

12 Each project will be resourced with a DMAS
13 project manager. I will be the program manager
14 for those projects. The team will consist of an
15 IM analysts, test team members, and subject-matter
16 experts, depending on the scope of the solution.

17 Okay. I want to talk about 15 minutes on a
18 few items. One is the backbone, how we got to
19 where we are today, the objectives, the goals.
20 I'll mention some details about the particular
21 RFP, and then I have some parting words.

22 So MuKundan Srinivasan is our CIO. And he
23 and I have been working on this procurement for
24 about two years. We have worked closely with
25 CMS's regional and central office on this project,

1 on this procurement. We've actively participated
2 in CMS's state cohort group with 35 other states
3 in some cycle of procurement with our MMIS
4 replacement. We've used the CMS uniform RFP
5 template and guideline in our RFP process. So if
6 you're not familiar with that you can go out to
7 the CMS website and get a copy of that.

8 And that work product was created by both
9 the private sector work group and a state work
10 group. So hopefully that will result in a more
11 pleasurable procurement experience for all of us.

12 So a little history here. Back in 2014 and
13 15 we put together a MITA State Self-Assessment
14 based on MITA 3.0. It's posted on the DMAS
15 website along with the Vendor library. It
16 contains -- if you're not familiar with the MITA
17 State Self-Assessment, I assume most people are,
18 but it contains the as-is situation today and then
19 the to-be situation when we bring up the new MES
20 environment.

21 DMAS has worked with our executive and
22 senior management team on the MES vision that's
23 incorporated in the to-be document. And we've
24 solicited an IV&V contractor with a CAI state
25 contract. And it's been awarded to Ernst & Young.

1 And the kickoff for that IV&V is next Friday the
2 8th. And we've also contracted with a company,
3 CSG Government Services, for RFP assistance.

4 So let me tell you a little bit about the
5 objectives and give you a flavor for how we put
6 this together.

7 We're going to move from a monolithic
8 mainframe-based solution to a more modular
9 solution that takes advantage of service oriented
10 architecture, or SOA-based environment.

11 So if you've been in the Medicaid arena for
12 the last two years you have heard that time and
13 time again spoken to by CMS.

14 We're going to leverage the state's --
15 Commonwealth of Virginia SOA environment that was
16 an investment made for the eligibility and
17 enrollment program that was used to comply with
18 the Affordable Healthcare Act.

19 In keeping with CMS's objectives we will
20 move forward toward using software as a solution,
21 cloud-based software solutions, and also
22 commercial off-the-shelf solutions, getting away
23 from customized specific code.

24 We'll make the procurement broader, more
25 competitive, more innovative, more modular, to

1 avoid big bang implementations. Again, if you've
2 been in the Medicaid arena in the past couple of
3 years you know what it's like to install a new
4 MMIS. It's a grueling effect.

5 If you look at the RFPs we put together a
6 high level initial flight plan. And that flight
7 plan is supposed to depict periodic DDI tracks
8 that move into operation and maintenance.

9 We will work in conjunction with an
10 Integrator Services Solution contractor that we'll
11 award that to, as well as an Enterprise Data
12 Warehouse Solution. Those two contractors will
13 become part of the DDI process for the rest of the
14 MES projects. This RFP is one of four RFPs that
15 have been posted related to MES. There will be a
16 fifth RFP out shortly.

17 So let me talk a little bit about our goals.
18 Obviously, the first one is to replace our MMIS.
19 And we want to do it with components through a
20 logical implementation program that requires state
21 and multiple supplier collaboration to be
22 successful. I can't emphasize that enough. That
23 is the CMS theme. And they have a unique way of
24 motivating and stimulating us by participating in
25 the funding for these projects. So, you know,

1 that's the direction we're going.

2 We'll establish multiple partnerships with
3 our supplier communities to service the many
4 Medicaid business needs. Our intent is to award
5 contracts to cooperative, flexible, team-oriented,
6 solution providers, that will result in DMAS
7 achieving its mission to service citizens and
8 stakeholders of the Commonwealth.

9 Okay. So now let me touch on a few words
10 about the RFP in particular. So Chris has done a
11 great job breaking down the contract-related
12 sections for you. And if you look at the RFP
13 template that CMS has put out it focuses on the
14 requirements and the scope of work area.

15 So Section 3.A we have used to cross RFPs,
16 identify areas that are common, project
17 management, testing, technology, data warehouse;
18 those type of things that each RFP will be
19 involved in.

20 Section 3.B is specific to the business
21 scope of work. That section was built using the
22 MITA business processes. So this is a big shift
23 from what was done in the past. When we did a
24 Medicaid MMIS replacement in the past we would
25 work with business units and define at a detailed

1 level each function that they would do.

2 As you go out and look at this, this would
3 take the MITA business process, and it's not too
4 prescriptive. It will ask you how you go about
5 achieving this business function.

6 We'll focus on solutions that are products
7 or products and services. And these will be
8 identified in the requirements.

9 IV&V. So you'll see there's a whole section
10 in the RFP on IV&V certification. You remember in
11 the past we used to build and MMIS system, and
12 then after six months CMS would come in and try to
13 certify the whole system.

14 The new methodology is to have and IV&V
15 contractor on-site prior to even moving into DDI.
16 So we'll follow the methodology. They will have
17 multiple engagements throughout the next 24 months
18 to assess where DMAS is on movement toward
19 certification.

20 And obviously we want to get the best of
21 breed solutions. All suppliers are welcome, even
22 small. And we will review all Offerors.

23 Just a couple words about some of the other
24 MES RFPs. We're looking to the Integrator
25 Services Solution contractor to manage the

1 Medicaid Enterprise System environment. It will
2 bring standards to the environment. It will have
3 an unbiased approach to managing the environment.
4 And they will have a contract with us, and we'll
5 make sure that they do.

6 The third role with the suppliers, the other
7 MES suppliers, will be to exchange data, establish
8 standards, move things back and forth that are
9 needed. At no point will one modular solution
10 directly exchange with another. It will always go
11 through the Integrator.

12 Data warehouse. So it is our goal to build
13 a Enterprise Data Warehouse. Again, each MES
14 supplier will contribute to that data warehouse.
15 Ideally the federal reporting that we will do will
16 come out of that data warehouse. It will have
17 data fed from multiple sources. It will be
18 standardized data so that we can report to both
19 fed and state reporting.

20 So a couple of parting words on this RFP.
21 The only certainty is that there are a lot of
22 changes. I've heard somebody say, "Well, this is
23 new to all of us," and it is.

24 To that end, you know, we welcome your
25 participation, your questions, and your ideas on

1 how best to meet our challenges. We're open.
2 We'll look for you to bring innovation,
3 efficiencies, benefits, to DMAS.

4 As Chris mentioned, we have a very strong
5 internal team. We've done our due diligence. The
6 missing component right now is the suppliers. We
7 will achieve many things over the next 24 months.
8 If you are willing and eager to participate in
9 this monumental shift in the Medicaid IT industry
10 we look forward to working with you.

11 We hope you decide to partner with us and to
12 participate in this bid process. I want to thank
13 you. And if you have questions, don't forget to
14 use the email box. Send those in. Thank you.

15 MR. BANASZAK: Thanks, Frank. And that
16 pretty much concludes are presentation for today.
17 Again, I thank you all for coming down here, or
18 participating via teleconference. Hopefully, you
19 know, we're able to provide some insightful
20 information, you know, where we're going and how
21 fast. As I say, it's a new DMAS.

22 Again, like Frank said, get your questions
23 in and we'll try and get responses out as quick as
24 we can. And we look forward to receiving many
25 proposals. We appreciate it. Thanks a lot.

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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 6th day of July, 2016.



KURT D. HRUNENI, CVR, CCR-VA

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