



STATE OF INDIANA
Eric Holcomb, Governor

Department of Administration
Procurement Division
Indiana Government Center South
402 W. Washington Street, Room W468
Indianapolis, Indiana 46204

Award Recommendation Letter

Date: September 15, 2022

To: Erin Kellam, Deputy Commissioner
Indiana Department of Administration

From: Traci Davidson, Consultant
Indiana Department of Administration

Subject: Recommendation for Award RFP 22-70302
All Payer Claims Database

Based on the State's evaluation of responses to RFP 22-70302, it is the evaluation team's recommendation that **Onpoint Health Data** be selected to begin contract negotiations to provide All Payer Claims Database Administrator services for the Indiana Department of Insurance (IDOI).

*Onpoint Health Data has committed to subcontract 11.12% of the contract value to **Briljent, LLC** (a certified Woman-Owned Business (WBE)), 8.36% to **RocketBuild LLC**, d.b.a. Haystack Consulting (a certified Minority-Owned Business (MBE)), and 3.21% to **Vespa Group, LLC** (a certified Indiana Veteran Owned Small Business (IVOSB)).*

The terms of this recommendation are included in this letter.

Estimated Contract Value: \$13,947,150.79

The evaluation team received proposals from six (6) Respondents:

- CGI Technologies
- Comagine
- Indiana Health Information Exchange
- Milliman Solutions
- Onpoint Health Data
- SymphonyCare

The proposals were evaluated by the evaluation team according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	50 points
3. Cost (Cost Proposal)	30 points

4. Buy Indiana	5 points
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus point available)
6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus point available)
7. Indiana Veterans Owned Small Business Subcontractor Commitment	5 (1 bonus point available)
Total: 100 (103 if bonus awarded)	

The proposals were evaluated according to the process outlined in Section 3.2 (“Evaluation Criteria”) of the RFP. Scoring was completed as follows:

A. Adherence to Requirements

The proposals were reviewed for responsiveness and adherence to mandatory requirements. All Respondents adhered to the mandatory requirements and were moved to the next step in the evaluation process.

B. Management Assessment/Quality (50 points)

The Respondents’ proposals were evaluated based on their respective Business Proposals and Technical Proposals.

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the information the Respondents provided in their Business Proposals.

Technical Proposal

For the Technical Proposal evaluation, the evaluation team considered the information the Respondents provided in their Technical Proposals.

The evaluation team’s initial (Round 1) scores were based on a review of the Respondents’ proposed approach to each section of the Business Proposal and Technical Proposal. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Round 1 – Management Assessment/Quality Scores (MAQ)

Respondent	MAQ Score
CGI Technologies	6.25
Comagine	34.50
IHIE	23.50
Milliman Solutions	27.25
Onpoint Heath	41.00
SymphonyCare	6.00

C. Cost Proposal (30 points)

Cost scores were normalized to one another, based on the lowest cost proposal evaluated. The lowest cost proposal received a total of 30 points. The normalization formula is as follows:

- *Respondent’s Cost Score = (Lowest Cost Proposal / Total Cost of Proposal) X 30*

The cost scoring as a result of the Respondents’ cost proposals is as follows:

Table 2: Round 1 – Cost Scores

Respondent	Cost Score
CGI Technologies	25.38
Comagine	18.16

IHIE	22.00
Milliman Solutions	22.75
Onpoint Heath	22.72
SymphonyCare	30.00

D. Initial (Round 1) Total Score

The initial Management Assessment and Quality (MAQ) Scores in Table 1 were combined with the initial Cost Scores in Table 2 to generate the combined initial scores in Table 3. The combined initial MAQ and Cost Scores from the initial evaluation are listed below.

Table 3: Round 1 – Total Scores

Respondent	Total Score 80 pts.
CGI Technologies	31.63
Comagine	52.66
IHIE	45.50
Milliman Solutions	50.00
Onpoint Heath	63.72
SymphonyCare	36.00

In accordance with RFP Section 3.2 Evaluation Criteria, a short-list of Respondents was created. Of the six (6) Respondents, four (4) moved forward to the second round of evaluations.

E. Second Round Scores – Oral Presentations and BAFO

Short-listed Respondents were invited to participate in an oral presentation and the given the opportunity to provide a Best and Final Offer (BAFO). The Respondents' scores were reviewed and re-evaluated based on the oral presentations and BAFOs.

The scores for the Respondents after these updates are as follows:

Table 4: Round 2 – Post Oral Presentation and BAFO Scores

Respondent	MAQ Score (50)	Cost Score (30)	Total Score (80)
Comagine	35.50	23.10	58.60
IHIE	23.50	27.98	51.48
Milliman Solutions	27.25	29.84	57.09
Onpoint Health	41.00	30.00	71.00

F. IDOA Scoring

IDOA scored the Respondents in the following areas: Buy Indiana (5 pts.), MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), and

Indiana Veteran Owned Small Business Subcontractor Commitment (5 points + 1 available bonus point) using the criteria outlined in the RFP. The total scores out of 103 possible points were tabulated and are as follows:

Table 5: Final Overall Evaluation Scores

Respondent	MAQ Score	Cost Score	Buy Indiana	MBE	WBE	IVOSB	Total Score
Points Possible	50	30	5	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	100 (+3 bonus pts.)
Comagine	35.50	23.10	0	3.13	0.00	5.00	66.73
IHIE	23.50	27.98	5	5.00	5.00	6.00	72.48
Milliman Solutions	27.25	29.84	0	-1.00	6.00	-1.00	61.09
Onpoint Health	41.00	30.00	0	5.00	5.00	5.00	86.00

Award Summary

During the course of evaluation, the State scrutinized the proposals to determine the viability of the proposed solutions to meet the goals of the program and the needs of the State. The team evaluated the proposals based on the stipulated criteria outlined in the RFP document.

The term of the contract shall be for a period of four (4) years from the date of contract execution. There may be up to four (4) one-year renewals for a total of eight (8) years at the State’s option.

Traci Davidson
 Traci Davidson
 Consultant - Account Management
 Indiana Department of Administration