



STATE OF INDIANA

Mike Braun, Governor

DEPARTMENT OF ADMINISTRATION Commissioner's Office

Indiana Government Center South
402 West Washington Street, Room W462
Indianapolis, IN 46204

Amended Award Recommendation Letter

Date: August 4, 2026

From: Robert Cohen, Category Director – Major Procurements,
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 26-86592
Pharmacy Benefit Management Services

Signed by:

Robert Cohen

57B1B8F1A26C4DB...

Based on its evaluation of responses to RFP 26-86592, it is the evaluation team's recommendation that CaremarkPCS Health, L.L.C (CVS Caremark) be selected to begin contract negotiations to administer Pharmacy Benefit Management Services for the Indiana State Personnel Department (SPD).

The terms of this recommendation are included in this letter.

Estimated one-year contract value: \$191,444,000.00

Estimated Maximum Award Value (Initial one-year term plus three optional one-year extensions): \$765,776,000.00

The evaluation team received four (4) proposals from:

1. AffirmedRx, PBC (AffirmedRx)
2. CaremarkPCS Health, L.L.C (CVS Caremark)
3. MedImpact Healthcare Systems, Inc. (MedImpact)
4. Navitus Health Solutions, LLC (Navitus)

The proposals were evaluated by SPD, and IDOA 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
3. Cost (Cost Proposal)	50
Total: 100	

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

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. All proposals were deemed responsive and adhered to the mandatory requirements.

B. Management Assessment/Quality: Initial Scoring

The Respondents' proposals were each evaluated based on their respective Business Proposal and Technical Proposal.

Business Proposal

For the Business Proposal evaluation, the evaluation team considered the Respondent's proposal in the following areas:

- Experience Serving State Governments/Similar Clients
- Company Financials
- References

Technical Proposal

For the Technical Proposal evaluation, the evaluation team considered the Respondent’s proposal in the following areas:

- Account Management: General Experience/Operational Overview, Implementation, Account Management, Member Service, Eligibility, Identification Cards, Compliance, and Audit Rights
- Plan Design: Network Pharmacies, Mail Order, Specialty Pharmacy, Plan Design & Pricing Methodologies, and MAC Programs
- Plan Management: Utilization Management & Clinical Programs and Formulary Management
- Data, Systems & Reporting
- Programs: HDHP - Preventive Drug List, Copay Assistance & Copay Accumulator Programs, and Medicare Part D Administration
- Rebates & POS Rebates
- Network Access
- Fiduciary – Market Check, Fiduciary Alignment, and Fees at Risk

The evaluation team’s Round 1 scoring is based on a review of the Respondent’s 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

Respondent	MAQ Score 50 pts.
AffirmedRx	12.25
CVS Caremark	33.25
MedImpact	37.00
Navitus	30.75

With IDOA approval, the evaluation team elected to shortlist CVS Caremark, MedImpact, and Navitus based on Round 1 MAQ Scores.

C. Cost Proposal (50 Points)

The price points on the Respondent’s Costs were awarded as follows:

Score = {

- If Respondent’s Cost amount is lowest among all Respondents, then score is 50.
- If Respondent’s Cost amount is NOT lowest among all Respondents, then score is:

50 * $\frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$

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

Table 2: Round 1 – Cost Scores

Respondent	Cost Score 50 pts.
CVS Caremark	50.00
MedImpact	46.29
Navitus	39.35

D. First Round Total Scores and Shortlisting

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3: Round 1 – Total Scores (MAQ + Cost)

Respondent	Total Score 100 pts.
CVS Caremark	83.29
MedImpact	83.25
Navitus	70.10

With IDOA approval, the evaluation team elected to shortlist CVS Caremark and MedImpact based on Round 1 Total Scores.

The evaluation team elected to issue Oral Presentation invitations to the two (2) shortlisted Respondents.

E. Post Oral Presentations – Second Round MAQ Scores

The Respondents' MAQ scores were reviewed and re-evaluated based on the Oral Presentations and questions asked during Oral Presentations. The scores for the Respondents after the Oral Presentations were as follows.

Table 4: Round 2 – Management Assessment/Quality Scores

Respondent	MAQ Score 50 pts.
CVS Caremark	39.25
MedImpact	30.75

F. Post Best and Final Offer Opportunity – Final Round Cost Scores

The State elected to issue Best and Final Offers (BAFOs) to the two shortlisted Respondents.

The cost scoring as a result of the Respondents' BAFO Cost Proposals is as follows:

Table 5: Round 2 – BAFO Cost Scores

Respondent	Cost Score 50 pts.
CVS Caremark	50.00
MedImpact	49.86

G. Round 2 – Final Evaluation Scores

The combined final scores for the Respondents, based on Round 2 Management Assessment/Quality and BAFO Cost Scores are listed below.

Table 6: Round 2 – Final Evaluation Scores

Respondent	MAQ Score	Cost Score	Total Score
Points Possible	50	50	100
CVS Caremark	39.25	50.00	89.25
MedImpact	30.75	49.86	80.61

Award Summary

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

The term of the contract shall be for a period of one (1) year from the date of contract execution. There may be three (3) one-year renewals for a total of four (4) years at the State's option.