

December 3, 2021

Julie Sloma
Gainwell Technologies
950 North Meridian
Suite 1150
Indianapolis, IN 46204

RE: State of Indiana Request for Proposal 22-69574 Premium Billing & Collection Services

Dear Ms. Sloma:

Bucher + Christian Consulting, Inc., d/b/a *BCforward* (*BCforward*) is pleased to be selected by Gainwell Technologies (Gainwell), to perform as a Minority Business Enterprise (MBE) for the above referenced Request for Proposal (RFP). Our company was formed in Indiana as an S-Corp and is listed on the Indiana Department of Administration (IDOA) Directory of Certified Firms. We are willing and eager to carry out the responsibilities described in this letter.

BCforward commits to providing valuable staffing and resourcing services for the Indiana Premium Billing & Collection Services Project. These staff and resources will provide critical functions as outlined in the RFP for overall project success. Our resources will support the project throughout the operational period of the contract, September 1, 2022 through August 31, 2026.

BCforward is a business solution and staffing firm that leverages our resources and processes to assist in the solution of business problems and staffing needs. Founded in 1998, *BCforward* currently maintains a team of more than 8,500 resources. *BCforward* operates Regional Delivery Centers in Austin, Texas; Charlotte, North Carolina; Chicago, Illinois; Cincinnati, Ohio; Des Moines, Iowa; Houston, Texas; Indianapolis, Indiana; Los Angeles, California; Minneapolis, Minnesota; New York and Peoria, New York; Tulsa, Oklahoma; Washington, D.C.; the U.S. territory of Puerto Rico; and Hyderabad, India. We currently provide staffing, project, and outsourcing solutions to more than 250 clients globally. Our teams deliver solutions for multiple industries from both public and private sectors.

BCforward has conducted/supported multiple projects for the State of Indiana as follows:

As the Prime Vendor

- Indiana Criminal Justice Institute: Victims Compensation Database
- Indiana Criminal Justice Institute: SAKI System
- Indiana Prosecuting Attorneys' Council: Prosecutor's Case Management System
- Indiana Family and Social Services Administration: Atlassian Tool Assessment and Setup
- Indiana Department of Workforce Development: Atlassian Tool Assessment and Setup

As an MBE Partner

- Indiana Family and Social Services Administration (FSSA): Medicaid Fraud Audit Detection Services
- Indiana FSSA: Medicaid Management Information System (MMIS)
- Indiana FSSA: Premium Billing & Collection Services
- Indiana FSSA: Pharmacy Benefit Management Services (PBM)
- Indiana FSSA: Hoosier Healthwise and Healthy Indiana Programs
- Indiana FSSA: Hoosier Care Connect
- Indiana FSSA: Eligibility Services, Training & Staffing
- Indiana FSSA: Care Management for Social Services (CaMMS) Support Services
- Indiana FSSA: Intake Agent Services
- Indiana FSSA: State Operated Facilities (SOF) Meal Services
- Indiana FSSA: Child Care Quality Improvement and Assurance Services
- Indiana State Personnel Department: Third Party Administrative Services for the State Employee Health Plans
- Indiana State Personnel Department: Dental Plan Administration
- Indiana State Personnel Department: Vision Insurance Services
- Indiana State Personnel Department: Wellness Campaigns and Challenges
- Indiana State Personnel Department: Onsite Clinic Services
- Indiana State Personnel Department: Employee Assistance Program
- Indiana Department of Correction: Offender Pay Telephone Services
- Indiana Department of Correction: Total Offender Management System (TOMS)
- Indiana Department of Correction: Digital Content
- Indiana Department of Education: Assessment of Student Achievement
- Indiana Department of Education: Indiana English Learner Database
- Indiana Department of Education: Educator Licensure Testing Program
- Indiana Department of Education: Early Childhood and Interim K-2 Assessments
- Indiana Department of Child Services: Federal Revenue Maximization Services
- Indiana Bureau of Motor Vehicles: Driver Safety Program Services
- Indiana Department of Administration: Maintenance, Repair & Operations (MRO) Products
- Indiana Department of Administration: Fingerprinting Services
- Indiana Department of Revenue: Revenue Collection Services
- Indiana Department of Workforce Development: Assessment Tool Measuring Career Interest and Aptitude
- Indiana State Department of Health: Public Health Preparedness & Emergency Response Consultant Services
- Indiana Gaming Commission: Gaming Laboratory Certification Testing Services
- Indiana State Auditor: PeopleSoft HCM-Payroll Modernization

BCforward agrees to comply with all State statutes and will be subject to the provisions thereof as they relate to the scope of work required by the RFP.

BCforward anticipates performing work related to the Premium Billing & Collection Services project during the initial contract term, as noted above. BCforward anticipates the overall value of the services provided to Gainwell during the initial contract period will be **\$662,657.44** based on the current scope of our agreement and the RFP. This subcontract amount represents **9.49%** of the total bid amount. BCforward understands the overall value of services may increase should Gainwell be granted contract extension years. In the event this occurs, an updated commitment

letter will be submitted.

We sincerely look forward to working with Gainwell and the FSSA in support of the Premium Billing & Collection Services contract. BCforward further certifies that Justin Christian, as signatory to this letter, is authorized to make such commitments on behalf of BCforward.

Sincerely,

A handwritten signature in black ink, appearing to read "Justin Christian", with a stylized, cursive script.

Justin Christian
President and CEO

December 3, 2021

Julie Sloma
Gainwell Technologies
950 North Meridian
Suite 1150
Indianapolis, IN 46204

RE: State of Indiana Request for Proposal 22-69574 Premium Billing & Collection Services

Dear Ms. Sloma:

Briljent, LLC is pleased to be selected by Gainwell Technologies (Gainwell), to perform as a Women's Business Enterprise (WBE) for the above-referenced Request for Proposal (RFP). Our company was formed in Indiana, is formed as an LLC, and is listed on the Indiana Department of Administration (IDOA) Directory of Certified Firms. We are willing and eager to carry out the responsibilities described in this letter.

Briljent, LLC commits to providing valuable staffing and resourcing services for the Premium Billing & Collection Services Project. Our staffing resources will provide critical functions as outlined in the RFP for overall project success. Our resources will support the project throughout the operational period of the contract, September 1, 2022 through August 31, 2026.

Briljent, LLC is currently providing staffing to the Indiana Family and Social Services Administration (FSSA) on the following contracts:

- Premium Billing & Collection Services (partnered with Gainwell)
- Medicaid Fraud and Abuse Detection Services
- Indiana Hoosier Healthwise
- Medicaid Fiscal Agent (partnered with Gainwell)

Briljent, LLC has significant experience and expertise in the Medicaid and Medicare arena for training, outreach, and call centers. Briljent provides training, call center, and business analyst support as part of the Medical Fiscal Agent contract since 2013.

Briljent, LLC agrees to comply with all State statutes and will be subject to the provisions thereof as they relate to the scope of work required by the RFP.

Briljent, LLC anticipates performing work related to the Premium Billing & Collection Services project during the contract term, as noted above. Briljent, LLC anticipates that the overall value of the services provided to Gainwell during the base contract period will be **\$537,600.00** based on the current scope of our agreement and the RFP. This subcontract represents **7.70%** of the total bid amount. Per the RFP, Briljent, LLC understands the overall value of services may increase should Gainwell be granted contract extension years. In the event this occurs, an updated commitment letter will be submitted.

We sincerely look forward to working with Gainwell and the Family and Social Services Administration in support of the Premium Billing & Collection Services contract. Briljent, LLC further certifies that Matt Odum, as signatory to this letter, is authorized to make such commitments on behalf of Briljent, LLC.

Sincerely,



Matthew D. Odum
President



December 3, 2021

Julie Sloma
Gainwell Technologies
950 North Meridian
Suite 1150
Indianapolis, IN 46204

RE: State of Indiana Request for Proposal 22-69574 Premium Billing & Collection Services

Dear Ms. Sloma:

Esource Resources, LLC is pleased to be selected by Gainwell Technologies (Gainwell), to perform as a Veteran Owned Business Enterprise (VBE) for the above referenced Request for Proposal (RFP). This will allow us to continue our existing relationship with Gainwell in support of the Premium Billing and Collection Services contract. Our company was formed in Indiana as a privately held company and is listed on the Indiana Department of Administration (IDOA) Directory of Certified Firms. We are willing and eager to carry out the responsibilities described in this letter.

Esource commits to providing valuable staffing and resourcing services for the Premium Billing & Collection Services Project. These staff and resources will provide critical functions as outlined in the RFP for overall project success. Our resources will support the project throughout the initial contract period, September 1, 2022, through August 31, 2026.

Esource performs work as a VA, Center for Verification and Education (CVE)–verified Service-Disabled Veteran-Owned Small Business (SDVOSB), a veteran business enterprise (VBE), and a disadvantaged business enterprise (DBE). Esource is registered and verified in the Vendor Information Pages (VIP) database.

Esource was founded in Indianapolis in 2002 based on the simple idea of providing high-quality, value-adding consulting services. Over the years, we have remained dedicated to this ideal, and are proud of the extensive experience we have built in providing collaborative solutions in healthcare, as well as the private and the public sectors.

Capabilities:

- A proven track record of successfully managing and executing high-visibility, data-focused projects with subcontract partners.

Esource Resources, LLC

**7114 Lakeview Parkway W Dr
Indianapolis, IN 46268**

**317-863-0423
800-454-7091**

- A staffing approach that emphasizes long-term, direct employment of expert Information Security Consultant staff to foster workforce stability, maintain turnaround time and quality performance standards, and increase client-specific Information Security Consultant expertise.
- Sound processes for contract administration (including onboarding, security clearances, training, and monthly reporting), enabling us to shepherd staff through the lengthy onboarding process as quickly as possible.

Expertise:

- To fulfill our clients' expectations in any environment, it takes motivated, experienced, and highly skilled people. Esource is committed from day one to the growth and development of our employees. In all the geographies we operate in, we deliver our solutions using local talent to give back to the economies that have supported us.
- Esource focuses on attracting and retaining talented individuals. Esource respects the work our clients are doing for their constituents and the importance of delivering high-value projects on time and within budget.

As an MBE Partner

- IU Health – Staffing Services and Applications Software Services
- Eskenazi Health – Staffing Services and Application Software Services
- United States Air Force – Graphic Design Services

Esource agrees to comply with all State statutes and will be subject to the provisions thereof as they relate to the scope of work required by the RFP.

Esource anticipates performing work related to the Premium Billing & Collection Services project during the base contract term, as noted above. Esource anticipates the overall value of the services provided to Gainwell during the base contract period will be **\$272,640.00** based on the current scope of our teaming agreement and the RFP. This subcontract amount represents **3.91%** of the total bid amount. Per the RFP, Esource understands the overall value of services may increase should Gainwell be granted contract extension years. In the event this occurs, an updated commitment letter will be submitted.

We sincerely look forward to working with Gainwell and the Family and Social Services Administration in support of the Premium Billing & Collection Services contract. Esource further certifies that Eddie Rivers, as signatory to this letter, is authorized to make such commitments on behalf of Esource.

Sincerely,

Eddie Rivers

Eddie Rivers
CEO



December 6, 2021

Julie Sloma
Gainwell Technologies
950 North Meridian
Suite 1150
Indianapolis, IN 46204

RE: State of Indiana Request for Proposal 22-69574 Premium Billing & Collection Services

Dear Ms. Sloma:

STLogics is pleased to be selected by Gainwell Technologies (Gainwell), to perform as a Women Owned Business Enterprise (WBE) for the above referenced Request for Proposal (RFP). Our company was formed in Indiana as an S-Corp and is listed on the Indiana Department of Administration (IDOA) Directory of Certified Firms. We are willing and eager to carry out the responsibilities described in this letter.

STLogics commits to providing valuable staffing and resourcing services for the Premium Billing & Collection Services Project. These staff and resources will provide critical functions as outlined in the RFP for overall project success. Our resources will support the project throughout the initial contract period, September 1, 2022, through August 31, 2026.

STLogics was founded in 2004, headquartered in Indianapolis. We are a leader in information Technology and IT Enabled Services with our focus in Application Development, Managed Services, and Enterprise Staffing Solutions. We work as a true partner to our clients.

STLogics has conducted/supported multiple projects within the State of Indiana as follows:

Active Commercial Clients

- Eli Lilly
- Eskenazi Health
- Anthem & NGS

HHS Active Contracts

- FSSA – DMHA
- FSSA – DFR
- FSSA – FADS
- Department of Child Services



We specialize in Health and Human Services Technology with specialized skills, projects and products catering to multiple programs.

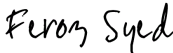
STLogics agrees to comply with all State statutes and will be subject to the provisions thereof as they relate to the scope of work required by the RFP.

STLogics anticipates performing work related to the Premium Billing & Collection Services project during the base contract term, as noted above. STLogics anticipates the overall value of the services provided to Gainwell during the base contract period will be **\$337,920.00** based on the current scope of our agreement and the RFP. This subcontract amount represents **4.84%** of the total bid amount. The overall value of services may increase should Gainwell Technologies be granted contract extensions. If this occurs, an updated commitment letter will be submitted. Per the RFP, STLogics understands the overall value of services may increase should Gainwell be granted contract extension years. In the event this occurs, an updated commitment letter will be submitted.

We sincerely look forward to working with Gainwell and the Family and Social Services Administration in support of the Premium Billing & Collection Services contract. STLogics further certifies that Feroz Syed, as signatory to this letter, is authorized to make such commitments on behalf of STLogics.

Sincerely,

DocuSigned by:


3F19220551164AC...

Feroz Syed
Principal