



10 W Market St
Suite 1600
Indianapolis, IN 46204
USA

Tel +1 317-639-1000
Milliman.com

July 19, 2022

Teresa Deaton- Reese, CPPB, CPPO, Procurement Consultant
tdeaton@idoa.in.gov
Indiana Department of Administration
Procurement Division
402 W. Washington St., Room W468
Indianapolis, Indiana 46204

RE: Respondent Clarification/ BAFO – Request for Proposal: Administrative Code Assessment, Milliman, Inc

Dear Ms. Deaton-Reese:

Thank you for your continued consideration of Milliman's proposal to support the Indiana Family and Social Services Division of Mental Health and Addiction with the Administrative Code Assessment.

This letter provides our response to your email received July 14, 2022, which stated:

Clarification:

The State is giving an opportunity for the Respondent to improve their pricing proposal. The Respondent's Best and Final Offer (BAFO) will be used in calculating their final cost scores according to the evaluation criteria and formula set forth in the RFP. The Respondent is required to use the Cost Proposal Template (Attachment D) to submit their BAFO. A Respondent's BAFO must include all costs for the original proposal, and pricing reductions should be based on reduced costs, not reduced services. If the Respondent is providing a BAFO, they must also submit updated MWBE and IVOSB Subcontractor Commitment Forms (Attachment A and A1) and updated commitment letters that align with the BAFO pricing.

We appreciate the opportunity to provide a BAFO and have included a revised Attachment D Excel workbook as a separate attachment to our email. The updated subcontractor commitment forms and commitment letters from our MBE, WBE, and IVOSB vendors are attached to this letter as Enclosure 1.

Again, we thank you for your continued consideration and we hope to have the opportunity to work with the Commonwealth team on this important project. If you have any questions, please feel free to contact me at 317-524-3523 or paul.houchens@milliman.com.

Sincerely,

A handwritten electronic signature in grey ink that reads "Paul R. Houchens". The word "Electronic" is written in a smaller font above the signature, and "Signature" is written below it.

Paul R. Houchens
Principal & Consulting Actuary



Ms. Teresa Deaton-Reese
BAFO for RFP 22-70333
July 19, 2022
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ENCLOSURE 1

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70333

DUE DATE: 07/19/22

TOTAL BID AMOUNT: \$637,490.28

<input checked="" type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm			
Company Name: Mangas Global Solutions, Inc		Contact Person: Michael Minor	
Address: 8800 North St., Fishers, IN 46038		E-mail: mminor@mangasglobal.com	
Sub-Contract Amount: \$31,508.40		Telephone Number: (317) 997-1940	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 4.94%		Describe service/product to be provided and <u>how this is a Valuable Scope Contribution of the Contract:</u> Mangas Global Solutions will provide administration and project management support for the project. Tonya Gooday-Minor and Michael Minor bring decades of project management experience and expertise to the team. Both have extensive experience providing logistical and operational support for private and public sector clients and, most importantly, are able to draw on their logistics experience as veterans of the United States Army. Michael is a certified project manager and Lean Six Sigma Black Belt.	
Provide approximate dates when Sub-Contractor will perform on this project: Services will be performed throughout the duration of the contract.			

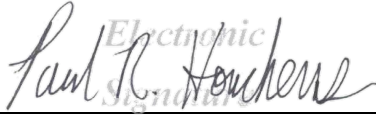
<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
Company Name: Lawrance Policy Consulting, LLC		Contact Person: Kristine Lawrance	
Address: 14575 Sherwood Forest Way, Fishers, IN 46307		E-mail: Kristy@lawrancepolicyconsulting.com	
Sub-Contract Amount: \$72,000.60		Telephone Number: (317) 509-1621	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 11.29%		Describe service/product to be provided and <u>how this is a Valuable Scope Contribution of the Contract:</u> Lawrance Policy Consulting will manage the stakeholder engagement and outreach work and conduct focus groups. Kristy Lawrence and her team have significant experience developing and leading stakeholder engagement and outreach, including direct experience conducting interviews and meetings with behavioral health providers across Indiana. Kristy has also worked for FSSA for seven years where she held several roles, including helping implement the Children's Health Insurance Program (CHIP).	
Provide approximate dates when Sub-Contractor will perform on this project: Services will be performed throughout the duration of the contract.			

Milliman, Inc
Respondent Firm
10 W Market Street STE 1600
Address
Indianapolis, IN 46204
City/State/Zip Code

317-524-3523
Telephone Number
N/A
Fax Number
Paul.houchens@milliman.com
Email Address

Paul R. Houchens
Representative

7/19/2022
Date


Authorizing Signature

Paul R. Houchens, Principal and Consulting Actuary
Printed Name and Title

☒ Please check if additional forms are attached.
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FORM MUST BE COMPLETED IN ITS ENTIRETY WITH COMPLETED LETTERS OF COMMITMENT.



Mangas Global Solutions, Inc.
"A Tradition of Leadership"

8888 Keystone Xing, Suite 1300
Indianapolis, IN 46240

Paul Houchens, FSA, MAAA
Principal and Consulting Actuary
Milliman, Inc
10 W Market Street #1600
Indianapolis, IN 46204

Regarding:

Request for Proposal 22-70333
Administrative Code Assessment
Indiana Department of Administration on behalf of The Family and Social Services
Administration, Division of Mental Health and Addiction

Mangas Global Solutions, Inc will provide Milliman, Inc. with the following scope of work to assist with this project:

- Project management and administrative support
- Development of comprehensive project management plan
- Tracking progress of plan, identifying potential project risks, and ensuring timely deliverables

The total subcontract amount for these services is for 4.94% of the total bid which equates to \$31,508.40.

Mangas Global Solutions, Inc will perform the work described above throughout the duration of the contract.

If you have any questions, please feel free to reach out to me directly. Sincerely,

Tonya Gooday-Minor
CEO
tonyagm@mangasglobal.com



July 18, 2022

Paul Houchens, FSA, MAAA
Principal and Consulting Actuary
Milliman, Inc
10 W Market Street #1600
Indianapolis, IN 46204

Regarding:

**Request for Proposal 22-70333 BAFO
Administrative Code Assessment
Indiana Department of Administration on behalf of The Family and Social Services
Administration, Division of Mental Health and Addiction**

Lawrance Policy Consulting LLC will provide Milliman, Inc. with the following scope of work to assist with this project:

- Stakeholder engagement
- Development of stakeholder outreach and engagement plan
- Lead, conduct interviews, meetings, and focus groups with the spectrum of stakeholders and invested interests

The total subcontract amount for these services is for 11.29% of the total bid which equates to \$72,000.60.

Lawrance Policy Consulting will perform the work described above throughout the duration of the contract.

Name,

A handwritten signature in black ink that reads "Kristine Lawrance". The signature is fluid and cursive, with the first name and last name clearly distinguishable.

Kristine Lawrance, President
Lawrance Policy Consulting LLC

STATE OF INDIANA IVOSB SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70333

DUE DATE: 07/19/22

TOTAL BID AMOUNT: \$637,490.28

Company Name: Axon Advisors, LLC	Contact Person: Emily Brammer	
Address: 333 N. Alabama St., Suite 350 Indianapolis, IN 46204	E-mail: emily.brammer@axonadvisors.com	
Sub-Contract Amount: \$116,919.60	Telephone Number: (317) 800-7962	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 18.34%	Describe service/product to be provided and <u>how this is a Valuable Scope Contribution of the Contract:</u>	
	<p>Axon Advisors brings its regulatory expertise to support the analysis and rule drafting and promulgation. Axon Advisors has the ability to provide access to seasoned and specific subject matter expertise regarding legal and regulatory drafting, specific to the Indiana Administrative Code, and will provide this staff on an as-needed basis depending on the specific needs that arise during the project. Brandon Shirley is one of the individuals that Axon Advisors has identified for this project. Brandon previously worked for the Indiana FSSA as its Deputy General Counsel and promulgated many rules for the FSSA, including drafting new rules for the Healthy Indiana Plan (HIP 2.0) and worked closely with OMPP to overhaul its Title 405.</p>	
Provide approximate dates when Sub-Contractor will perform on this project: Services will be performed throughout the duration of the contract.		

Milliman, Inc

Respondent Firm

10 W Market Street STE 1600

Address

Indianapolis, IN 46204

City/State/Zip Code

Paul R. Houchens

Representative

7/19/2022

Date

317-524-3523

Telephone Number

N/A

Fax Number

Paul.houchens@milliman.com

Email Address



Authorizing Signature

Paul R. Houchens, Principal and Consulting Actuary

Printed Name and Title

☒ Please check if additional forms are attached.Page 1 of 2

FORM MUST BE COMPLETED IN ITS ENTIRETY WITH COMPLETED LETTERS OF COMMITMENT.



July 18, 2022

Paul Houchens, FSA, MAAA
Principal and Consulting Actuary
Milliman, Inc
10 W Market Street #1600
Indianapolis, IN 46204

Dear Mr. Houchens:

This letter is confirmation of the intent and willingness of Axon Advisors LLC to participate with Milliman, Inc. upon successful award of a contract from the Indiana Department of Administration on behalf of The Family and Social Services Administration, Division of Mental Health and Addiction in relation to the work in Request for Proposal 22-70333 Administrative Code Assessment issued March 25, 2022.

Axon Advisors LLC is registered as a corporation in the State of Indiana. We agree to subcontract to Milliman under our qualification as an Indiana Veteran Owned Small Business under IC 5-22-14 and 25 IAC 9.

Axon Advisors will provide Milliman with the following scope of work to assist with this project:

- Subject matter expertise
- Regulatory expertise with Indiana Administrative Code
- Assist with the drafting of new rules and the promulgation process

Axon Advisors agrees to the total subcontract amount of 18.34% % of total bid, which equates to \$116,919.60. Axon's work is anticipated to be completed over the entire span of Milliman's contract with the State of Indiana.

As President and Founder of Axon Advisors, I certify that I am authorized to be signatory on this letter. I also assert that no real or perceived conflict of interest exists for Axon Advisors in relation to the work in RFP 22-70333. We value the potential opportunity to work with you on this important project.

Sincerely,

A handwritten signature in cursive script that reads "Emily Brammer".

Emily Brammer
President & Founder, Axon Advisors LLC



Main: (317) 800-7962
Fax: (317) 800-7962



333 N. Alabama St., Ste. 350
Indianapolis, IN 46204 USA



info@axonadvisors.com
www.axonadvisors.com