

MARYLAND DEPARTMENT OF HEALTH AND MENTAL HYGIENE

PRE-PROPOSAL CONFERENCE

SOLICITATION NO. DHMH OPASS-16-15772

TORFP - MEDICAID MANAGEMENT INFORMATION SYSTEM
RESOURCES
MMIS II

301 West Preston Street
Baltimore, Maryland 21201

Thursday, November 5, 2015

ATTENDANCE:

AGENCY:

Queen Davis, Office of Procurement and Support
Services (OPASS)

Jane Rutkowski, Procurement Officer

Matt Asplen, Medicaid, Office of Systems,
Operations and Pharmacy (OSOP)

John Bohns, Medicaid, Office of Systems,
Operations and Pharmacy (OSOP)

Craig Smalls, Medicaid, Office of Systems,
Operations and Pharmacy (OSOP)

Matt Asdley, DHMH

Tony Cegelski, DHMH

Joe Dunne, DHMH

Patricia Leak, DHMH

Zena Morris, DHMH

C. Lee Russell, DHMH

ATTENDEES:

Amit Arora, SNAP, Inc.

Narayan Athreya, iCUBE Systems, Inc.

Nisha Bouri, N3 Technologies

Theresa Boyle, AP Ventures

Lance Carroll, Softek, Inc.

Joseph Conley, SQN Systems

Bob Cusack, Custom Software Systems

Aparna Iyer, Mansai Corporation

Kenneth Kelly, Strativia

Vijay Mishra, CNS, Inc.

Rajan Natarajan, TechnoGen, Inc.

Chandra Palamappan, Cognizant Technology Solution

Nora Presti, Group 2, Inc.

Alester Rials, AR Global Solutions

Bhaskar Roy, Web Traits, Inc.

Sharon Sabol, International Software Systems, Inc.

Carolina Seldes, Itnova

Venlat Subramanet, Angarai

R. S. Venkatachalam, Mansai Corporation

Jay Walker, Gantech, Inc.

Rhonda White, CSC

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Brian Zernhelt, Software Consortium

Reported by: Carol O'Brocki, Notary Public
Hunt Reporting Company, Glen Burnie, Maryland

P R O C E E D I N G S

(9:08 a.m.)

MS. DAVIS: Good morning, everyone, and welcome to the Pre-Proposal Conference for the Task Order Request For Proposals, Medicaid Management Information System Resources for MMIS II.

My name is Queen Davis. I am the Procurement Officer for this Task Order Request for Proposals, and I'm here to give an overview of the content for the solicitation.

After I've completed my overview of the program we'll give you a brief overview of the scope of work, and after that we will open it up for questions. Once it's opened up for questions, I ask that you state your name and where you're from prior to asking your question. State it clearly and succinctly so that our transcriber can capture the

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questions.

And any questions that we are not able to answer at this moment, we'll be able to get back to you. Okay?

Please be sure that your name and your telephone number and your email address are on the sign-in sheet, and that's in case we have a need to contact you with any addendums or any questions we'll be able to do so quickly and easily.

The State is issuing this solicitation for the purpose of providing ongoing technical and business support and maintenance services for Medicaid management information system resources for MMIS II.

The State of Maryland Medicaid Program is a unit of the Department of Health and Mental Hygiene, which has state responsibility for operation of the Medicaid program authorized under Title 19 of the Social Security Act.

The Maryland State Medicaid program has

approximately 1,300,000 enrollees, of which 1,100,000 are enrolled in managed care organizations.

The contract resulting from this solicitation will be in effect from notice to proceed for three years base, with two additional one-year option renewals. The procurement method for this solicitation, as I said, is a task order request for proposals.

Our offeror minimum qualifications are listed in Section 2 under Company and Personnel Qualifications of the TORFP begin on page 15. Please review those minimum qualifications and make sure that you are meeting those minimum qualifications. Otherwise, you will not be considered for this proposal.

Section 3 lists the scope of work. It begins on page 22. Carefully review this section to get a full understanding of the requirements of the task order request for proposals.

Offerors are required to submit their proposals to the TORFP in two parts. Section 4, Task Order Proposal Format and Submission Requirements in subsection 4.2 begin page 59. It clearly lists all submission requirements.

The task order proposal shall be submitted via two emails. DHMH can only accept emails that are less than or equal to 24 megabytes. If the submission exceeds the size submission, into two parts or more parts and include the appropriate part number in the subject -- for instance, part 1 of 2 after the subject line of information above the email.

The task order technical proposal shall be contained in one or more unencrypted emails with two attachments. This email shall include -- the one subject line should be CATS+TORFP the number M00B6400191, and it should say Technical Proposal for your technical submission, plus the master contractor's name should be included in the subject

line.

The second one should be reading CATS+ Task Order or TORFP - T-O-R-F-P for short, M00B6400191, and all of the technical attachments -- containing all technical proposal attachments as listed in Section 3.3. And this should be signed in .pdf format on the attachments.

And the next attachment should be labeled Task Order Request for Proposal or TORFP M00B6400191, technical proposal in Microsoft Word format, and it should be in 2007 or later.

Now, for your financial proposal, it should be contained in one email containing as attachments all submission documents detailed in Section 3.4.2 with password protection. DHMH will contact offerors for the password to open each file and each file should be encrypted with the same password. The subject line for the financial proposal submission should be CATS+ TORFP, the task order number

M00B6400191, and it should state Financial, plus your name -- the master contractor's name.

And one attachment should be labeled Task Order Request for Proposal or TORFP, and the task order number M00B640019 Financial, and this financial should contain the signed contents in .pdf format.

There has been a 30 percent MBE goal established for the contract resulting from this TORFP. In addition, there are subgoals and the subgoals are 8 percent women owned, 7 percent for African American, and 2 percent for Hispanic American owned. Be sure to include your MDOT certification MBE utilization and Fair Solicitation affidavit. That's Attachment 2 of the Minority Business Enterprise forms.

The task order contractor will be selected from among all eligible master contractors within the appropriate functional area responding to this CATS+ TORFP. In making the task order agreement

determination, the task order request agency will consider all information submitted in accordance with Subsection 3.

Commencement of work in response to this task order agreement shall be initiated only upon issuance of a fully executed task order agreement in our disclosure agreement to the contractor, a purchase order number, and a notice to proceed authorized by the Task Order Procurement Officer. And please see Attachment 7, the notice to proceed.

Closing date and time for questions will be November 18, 2015, at 2:00 p.m. local time. After that date, the Department will not consider any more questions unless they are substantial in nature and requires a response. Everyone who known to have received a copy of this proposal will receive any questions and answers that are submitted to the Department.

Closing date and time for the task order

submission is December 7, 2015 at 2:00 p.m. local time. Any emails sent to me after 12/7/15, time 2:00, will not be considered. If it says 2:00 plus 2:01, I will not open it up. It will not be considered. There will be no exceptions.

Please review the key information summary sheet beginning on page 3 of the task order as it lists contact information as well as other pertinent information to the solicitation.

And we have -- actually, I should have had everybody introduce themselves on the panel. I was so eager to get started. I guess I can have you guys introduce yourselves. Afterwards, the podium will give an overview of the scope of work and the services related to the task order.

MS. RUTKOWSKI: I'm Jane Rutkowski. I'm the program coordinator for Operations Systems and Pharmacy.

MS. DAVIS: And again, I'm Queen Davis.

MR. ASPLEN: I'm Matt Asplen. I'm the TO Manager.

MR. BOHNS: I'm John Bohns. I'm the director of contracts.

MR. SMALLS: I'm Craig Smalls. I'm acting executive director of Systems Operations and Pharmacy.

MS. MORRIS: I'm Zena Morris, Procurement Director.

MR. ASPLEN: Good morning, again. My name's Matt Asplen. I am the Chief of the Division of Medicaid Information Systems. I have been designed the task order manager for this task order. I'm the chief of the Division of Medicaid Information Systems, which supports the Medicaid Information Management System, or MMIS. We support the Medicaid program, all aspects of it, for the State of Maryland.

We are seeking a contractor to provide 19 technical resources to augment my team. The resources are looking for 13 Mainframe programmers with COBOL,

CICS, (indiscernible) FOCUS skills; two DB2 DBAs; one Web Sphere Java DB2 programmer to support our eMedicaid functionality; one computer specialist; one senior systems engineer; one business analyst. This staff will be reporting directly to supervisors and management in my area, directly.

In your proposals you must name and provide resumes for the four key personnel noted in the task order RFP. You must not provide names or resumes for any of the non-key personnel. The staffing management plan will describe your methodology as pertaining to the non-key personnel.

For key personnel, all are expected to be onsite from the day of notice to proceed.

That's all I have.

MR. BOHNS: My name is John Bohns. I'm the director of the contract. In the solicitation of the RFP we noticed some discrepancies and we want to issue our first addendum sometime today.

So, two other things I just want to go over with you quickly, but you'll see it coming out sometime nearer to the appropriate date. So this will be Addendum No. 1 to be issued on November 5, and it will replace the original narrative that's in the October 29 submission for solicitation that went out. The first one is the price sheet. This is in the back of the RFP. There is a change. There was a subtotal as listed as being 20 staff. It should be 19 staff. And also we added another category -- another column there for CATS plus labor category or the letter categories for each of those additional folks.

Another change is in Section 3.6.1.2, the Staffing Management Plan, we added language in there to make it specific that the Staffing Management Plan is it only contain name of key personnel only. No other names.

Attachment 18 is an example of the Staffing Management Plan that has the same language to specify

the only person -- key personnel names are given for the Staffing Management Plan.

Section 3.6.1.2 was in there twice -- labeled twice with the same number. So we changed the names for the Communication Plan section and the Transition Period Results sections to (indiscernible).

In the back of the RFP, prior to the attachments there's a list of all attachments. There's a change. I think it's on page 46. So list of attachments.

Attachment 18, you must submit with your proposal the staffing management plan. It's Attachment 18. It must be submitted with your technical proposals naming the four key personnel, and a proposal on how you want to staff up the rest of your technical staff, without naming names.

Attachment 11, there's a change at the end of that contract self-reporting checklist. We removed the very last sentence for clarity. It says submit as

instructed, and you don't need to submit that one. You're going to need to review the list of attachments. And also, with these changes, we extended the due date to Tuesday, December 8 now. So, that's it from us.

MS. DAVIS: So, now we'll open it up for questions. And remember, if you have a question -- if you're called upon to ask a question, please state your name clearly and succinctly and your question to follow.

Are there any questions? Yes, ma'am?

MS. SABOL: Sharon Sabol, International Software Systems. For the key personnel, do you require any specific work statuses? Are H1s, green card holders, U.S. citizens acceptable? What would be acceptable?

MR. ASPLEN: They would need to be eligible to work.

MS. SABOL: I understand.

MR. ASPLEN: And all that paperwork would have to be handled by your company.

MS. SABOL: Okay. But you would accept H1s or green card holders?

MS. DAVIS: Let us get back to you on that one. That way, we can put that out in the amendment.

And also, if you would submit the questions to me in writing so that we can be clear in what you're asking?

Any other questions? Yes, sir?

MR. CUSACK: Bob Cusack, Custom Software Systems. It was mentioned the management of the overall task -- there's no technical or project manager applicable. So, can we expect that the State will be providing that management to our team, or are we to provide a technical manager in our costs?

MR. ASPLEN: We're going to be managing the resources here by my team by my managers. You will still need to handle at your cost the administration

manager of the billing, of the time and submitting the report. But there would no direct onsite management from us.

MR. BOHNS: Let me also say, too, that all staff in the contract will be onsite for this contract.

MS. DAVIS: Yes, sir?

MR. ATHREYA: Narayan Athreya from iCUBE Systems. We are an MBE. Question on the staffing management plan on Attachment 18. Can you elaborate on that, because generally staffing management what process we have in place to bring onboard anywhere you need those additional resources. You have 19 resources. When they (indiscernible) submit with the proposal.

So this staffing management plan is something different. So, could you please elaborate on what you are expecting there? Because you said only for the four key personnel?

MR. BOHNS: No. Read the instructions on the staffing management plan. So you're going to -- it's the column there where it says name. The name will be for those four resources, and we put the labor category in there for those four resources.

There's obviously 15 additional resources. Do not put a name in there for them, but you're going to explain how you're going to acquire those resources. And that's the whole idea, for the initial submission of this document. It goes into more detail in the back --

MR. ASPLEN: And it would also describe how you would obtain resources going forward and need to be (indiscernible). But only the four key resources will be evaluated with the proposals, along with how you propose to come up with the rest.

MS. DAVIS: Yes, sir?

MR. ZERNHELT: Brian Zernhelt, Software Consortium. You mentioned you need the names of the

four key personnel. Do you also need completed and signed Attachment 5A and B for those four people?

MR. BOHNS: So 5A is your minimum requirements. So you have to state the names of those people and a summary on how they qualify --

MR. ZERNHELT: Of each resume separately to --

MR. BOHNS: And each resume is separate. There's instructions in there also that tells you make sure you submit the resume for each one.

MR. ZERNHELT: Well, I know they have to be completed. My question is does 5A and 5B have to be completed for each of the four named individuals?

MS. DAVIS: I would think so. Yes.

MR. BOHNS: Yes.

MS. DAVIS: Okay. Yes, ma'am?

MS. IYER: Aparna Iyer with Mansai Corporation. When are these four key players -- or when is the award going to be made, approximately?

MR. SMALLS: We never know it. The award is made based on -- as far as the date, that's what you're looking for? We never know that, because again, it depends on the number of proposals.

MS. IYER: Sure. Does DHMH have a target date? I know that if there are too many proposals you need time, but do you have a target date?

MS. DAVIS: I think that the current contract that we have is October 2016.

MR. BOHNS: Yes.

MS. DAVIS: So we will definitely have it in place by October 2016 and that's the best date we can give you at this time.

MR. BOHNS: Well, before that date.

MS. DAVIS: Well, we want to have it well before that. We will have it well before that because they have some -- approved and all that. But we will know, and the transition period -- 90 day transition period. You would know well before -- 90 days prior

to October.

Yes, sir? No, excuse me, but this gentleman had his hand up first.

MR. ROY: Bhaskar Roy from Webtraits. What is the onboarding process for -- the onboarding process for the rest of the 4 minus -- I mean, 19 minus for the rest of the resources?

MR. ASPLEN: Yes. We would accept resumes, your proposed resumes. We would review them, interview them, and work with you to choose the remaining staff with my managers.

MR. ROY: Sure. And last question is I came in a little late. I don't know if you covered that, but may I ask who the incumbent is?

MR. SMALLS: CSC Corporation.

MR. BOHNS: They're the current contractor providing services.

MS. DAVIS: Yes, sir? Anymore questions?
Yes?

MS. SABOL: And what is the current contract number and the value of the contract?

MS. DAVIS: I don't have that information and that's what I need to bring down -- but we will include it in the minutes.

MS. SABOL: Okay. And is there a transition out plan -- a draft or something that we can take a look at?

MS. DAVIS: From the incumbent? No, there isn't. Yes, sir?

MR. WALKER: Jay Walker from Gantech. So for the 15 resources that's part of the staffing plan, when one of those resources are selected to join the team, would they be on the team from then on as for the team, or would they be used part-time, or just to meet the current load?

MR. SMALLS: On the additional resources, they are FTEs -- full-time.

MR. ASPLEN: And we intend to fill all 19

positions in that beginning transition time.

MS. DAVIS: Yes, sir?

MR. ATHREYA: Narayan Athreya from iCUBE Systems. Is the current contract awarded under the CATS 2 on eMaryland?

MS. DAVIS: No.

MR. BOHNS: It's an RFP.

MS. DAVIS: It's an RFP. It was done as a request for a proposal. It wasn't done through CATS.

MR. ATHREYA: But was it through eMaryland?

MS. DAVIS: That was on eMaryland Marketplace and on our DHMH websites, the current contract.

Yes, sir?

MR. KELLY: Kenneth Kelly, Strativia. Going back to the incumbent, does the incumbent have currently all 19 of those positions?

MR. ASPLEN: Close to it, yes. I think there might be a business analyst. It's a new

position. The current contract has a couple of different pieces to it. But it's substantially that.

MR. KELLY: Okay. So, finally, this one question -- are you happy with the current contractor, or do you have any challenges that you want to address?

MR. ASPLEN: We're happy with the staff.

MR. NATARAJAN: Rajan Natarajan. I want to go back to the question the gentleman asked. This is at least to the CATS. So you mean anyone can compete but people won't have the CATS for this contract?

MS. DAVIS: This is only CATS. This is only CATS.

MR. BOHNS: It's only that functional area.

MS. DAVIS: Yes, sir?

UNIDENTIFIED SPEAKER: Any contract terms has changed from the current one to the new one that prevents the current incumbent to compete? So basically is -- the current incumbent is eligible to

compete?

MS. DAVIS: If he is on CATS Plus (phonetic) as a master contractor for the functional area, he is eligible to compete, yes.

UNIDENTIFIED SPEAKER: Not (indiscernible) over the current incumbent?

MS. DAVIS: Yes. If the incumbent is on the CATS Plus master contract as a vendor for functional area 8, he is eligible.

MR. BOHNS: But we're not aware of any changes then -- we're not aware of any major changes of the master contract that would allow other bidding outside -- on that functional area.

MS. DAVIS: And there are no changes to the terms and no outside vendors can bid.

MR. BOHNS: So again, if they're not on that -- if they're not listed as a vendor on the function 5 -- function 8.

MS. DAVIS: I'm sorry. It's functional area

5.

MR. BOHNS: It's 5? Okay. I'm sorry. It is function 5.

MS. DAVIS: Yes, sir? No -- this gentlemen right here.

UNIDENTIFIED SPEAKER: My question is on table 4-1, on the offeror's minimum qualifications. The offeror must have -- 2.1.1.1(b), the last one -- "The offeror must have provided at least ten full-time technology support staff across all disciplines, including at least eight full-time technology support staff simultaneously."

Now, do the eight full-time technology staff should be on a specific project, or can they be across different technologies? If you look at page number --

MS. DAVIS: Page number 15 -- 2.1.1.1(b).

MR. BOHNS: You said table 4-1?

UNIDENTIFIED SPEAKER: Yeah, 4-1. It's for page number 41.

MS. DAVIS: Okay.

MR. BOHNS: Okay. So, I would say to make your question clearer, and so we can get the right answer back to you, if you could send that to us and we can get the answer out to everyone, and we'll get it out real quick.

MR. SMALLS: And, again, when we say get your questions out, because a lot of times questions are answered or asked on these forums, but we never see those coming back in. So, again, it's important for those of you who ask questions to definitely send those in. Okay?

MS. DAVIS: Yes, sir?

MR. CUSACK: Bob Cusack, Custom Software Systems. Can past performance be performance that we did as a subcontractor?

MR. SMALLS: Can you repeat that?

MS. DAVIS: Can the past performance be considered as a sub and not as a prime?

MR. CUSACK: So the past performance we submit will be past performance that we did as a subcontractor?

MR. SMALLS: Can you be included -- in other words, that past work, can you add that as work that you've done with the --

MR. CUSACK: So we would -- if we primed, do you want us to submit that performance in terms of performing as a subcontractor?

MS. DAVIS: The program would have to be able to verify the references of your work performance, and not through your prime but through your company.

MR. ASPLEN: But only work that you did, right --

MS. DAVIS: It cannot be work that you --

MR. ASPLEN: You can't count work that the prime did.

MR. CUSACK: No, it's work that we did.

That could actually --

MR. SMALLS: Yeah. We would have to verify that.

MS. DAVIS: They will have to verify that your company did provide that service, and not the prime.

MR. KELLY: Just so to clarify that, we had some of the same questions. Kenneth Kelly, Strativia. If we supported the contract, say at the IC, there were 40 specific roles were subbed to the prime. The prime filled 25 of those roles and we just filled 15 roles. Will that past performance, in fact, count against that 10 that's required within the task order?

MS. DAVIS: If the reference can clearly state that you as the subcontractor performed the duties that you are including as your past experience, it can be considered, but they will definitely have to be able to say your company, and not what the prime did.

MR. ASPLEN: Sometimes they know the prime -
- they'll know the prime, you may not know. So I
don't know in your case. Typically in those
scenarios, we would -- our records would be the prime.

MS. DAVIS: Well, we couldn't get your
reference from the prime. It would have to be from
the client that you did the service for. But we could
not use the prime as a reference. We would have to
use client that you did the work for.

MR. KELLY: So, for the specific one I'm
talking about we've actually done middle reservoir
(phonetic) database support, big development support
across multiple areas at this client. So we've had
multiple project managers that we worked with and we'd
use each of those as a reference if they're the
client. Would that be acceptable?

MS. DAVIS: Well, send me that question and
let me -- before I give you a definitive answer for
that I want to clarify it and maybe through a task

management team.

MR. KELLY: The way this client does it is by task order.

MS. DAVIS: Right.

MR. KELLY: Sort of different task orders -- those database task orders --

MS. DAVIS: Yeah, I understand. But submit your question and we'll certainly get you an answer.

Yes, sir.

MR. ATHREYA: I have two questions. Am I allowed to ask both?

MS. DAVIS: Yes.

MR. ATHREYA: Out of the ten full-time staff requirement you have on a single project, are you looking at we should have a (indiscernible) idea of mainframe work or other IT technology?

Say the company had 15 people working in some project but it's all like (indiscernible) and it's 10 or 15 people, okay? If they don't do the

Mainframe, do you still evaluate that same way as the other technology used in this project, just for the past performance?

MR. ASPLEN: Well, the minimum requirement does not specify Mainframe.

MR. ATHREYA: Yeah. That's what I just wanted to clarify.

MR. ASPLEN: No. The staff would need to have Mainframe experience. That's required.

MR. ATHREYA: The second question is, if the prime is an MBE and they can -- can they still meet the MBE goal --

MS. DAVIS: If the prime is an MBE it can only meet 50 percent of the goal. So if the goal's 13 percent, you just consider yourself 15 percent. But, mind you, we have subgoals, and you have to meet those subgoals, and if any portion of the subgoals is under your certification, you can meet that.

But there are three subgoals -- women owned,

African American, and Hispanic American owned. Those subgoals have to be met.

Yes, sir?

MR. RIALS: Yes, I have a question. Alester Rials, AR Global Solutions. I have a question regarding what you just stated. Those subgoals, is that cumulative to what, 30 percent? How is that?

MS. DAVIS: Yes. It's cumulative towards the 30 percent. So you have the 8 percent and you have the 7 percent, and the 2 percent, and that makes it a total of 17 percent. So the additional 13 percent can be done any other way.

MR. RIALS: Okay. So if your firm is already MBE certified, that's not a full 30 percent?

MS. DAVIS: No.

MR. RIALS: Okay. That's only -- what are you asking for, 15, did you say?

MS. DAVIS: Well, you're going to have to use the 13 percent because you still have to meet the

requirement of the subgoals. So, the subgoals take up more than the 50 percent of the 30 percent. The subgoal is basically 17 percent, and then you have 13 percent of that.

MR. RIALS: Okay. Okay. So those other subgoals we have, we need other firms?

MS. DAVIS: Yes. Yes. And they can't be duly certified. You can't use one subcontractor for a woman-owned, and if she's African American or Hispanic-owned woman, she couldn't get both. She can't use both. One or the other.

MR. RIALS: Okay.

MS. DAVIS: So you'll have three different subcontractors meeting those goals. Is that clear?

MR. RIALS: Yeah.

MS. DAVIS: Yes, sir?

MR. ATHREYA: You have two -- say take these two subgoals, woman-owned and African American owned that total is 15 percent. So you can't have one

company that's woman-owned and African American, can you --

MS. DAVIS: No. She can't do that. She has to have one or the other. You cannot use the same company for -- to meet two of the goals. If you choose a vendor, if she's woman-owned and African American, you have to choose which one you want her -- which goal you want her to meet, and then go to another subcontractor to meet the other.

You can't be duly eligible for the subgoal. One company per subgoal, even if they are duly certified.

Yes, sir?

MR. VENKATACHALAM: Looking at page 22 -- my name is Venkatachalam. I am from Mamsai. And just with regard to the resources and the time of the need of resources, initially in order to proceed you need four resources, and then you also need to get the rest of the resources from NPT to past 16. So does that

mean that you are planning on taking the rest of the resources within 60 days of the notice to proceed?

MR. ASPLEN: We would like to have them rolling in that first 60 days, and if they can't, you know, we will at minimum a signed letter of commitment, and a definitive start date, and that would have to be approved by me.

MS. DAVIS: Did you have your hand up, sir?
Yes?

UNIDENTIFIED SPEAKER: No, I didn't, but I did want to ask a question.

MS. DAVIS: Okay. Go ahead. I thought I saw your hand up.

UNIDENTIFIED SPEAKER: Well, the subgoals that you was talking about, it has 13 percent less. I'm a Veteran-owned company. Can they use a Veteran company to fill that other 13 percent?

MS. DAVIS: We did not have an established requirement for veterans. So, you would have to have

one of the other certified --

UNIDENTIFIED SPEAKER: I am African American.

MS. DAVIS: Okay. And are you certified?

UNIDENTIFIED SPEAKER: Yes, I am.

MS. DAVIS: Okay. So you could use that.

UNIDENTIFIED SPEAKER: But if they wanted to use a Veteran company --

MS. DAVIS: We're not asking that in our TORFP. That's up to the prime.

Yes, sir.

UNIDENTIFIED SPEAKER: I have a question. Late last year, a similar RFP was done and then we (indiscernible) and I think many of us here (indiscernible) like a subset of one you had done last time. I'm just trying to understand that.

MR. ASPLEN: This is a subset.

UNIDENTIFIED SPEAKER: What will be the main part of it? Are there any updates as to what will be

done in the near future, or --

MR. ASPLEN: You'll have to stay tuned.

MS. DAVIS: Yes, sir?

MR. NATARAJAN: Rajan Natarajan. Is income from this eligible to be computed on this form?

MR. SMALLS: I think the question was asked. Again, you guys would have to take a look at the CATS+ number at functional category 5 to see if it is there. And I can't tell you all the vendors that's there. You guys would have to do that and --

MR. NATARAJAN: As an incumbent?

MR. SMALLS: Yeah. You're saying as a (indiscernible) element are not eligible, and again, based on the category within CATS, category 5, functional area, there are a list of vendors in there. If the vendor is not there, then, of course, he can't compete on this procurement.

MR. KELLY: Kenneth Kelly, Strativia. Just a quick question. I noticed that your contract was

issued under eMaryland and this was issued on the CATS+. Is there a reason why you switched from eMaryland to CATS+?

MR. ASPLEN: To improve competition.

MR. KELLY: Okay.

MS. FARENKINO: Just a quick question. This is Carolina Farenkino (phonetic). I would like to know if with the current team that you are working with, you are able to fulfill the requirements of the agency? That means, are you happy?

MR. ASPLEN: Yes. We're happy with the current team.

MS. FARENKINO: Okay. Thank you very much.

MS. DAVIS: Any more questions?

I would like to take this opportunity to ask all MBEs present if they will just stand so that they will be recognized by any prime that's here. Primes take a note and if you can possibly give your cards to these people. I appreciate that. Thank you very

much.

Yes?

MS. SABOL: Just another question. I'm sorry. Do you require any security clearance for key personnel?

MR. ASPLEN: No.

MS. DAVIS: Yes, sir?

MR. WALKER: Ms. Davis, one follow-up question. You gave the date of when you thought the contract would start by. You said October, 2016. Do you have a date? I didn't get a date.

MS. DAVIS: I did not have a date there. The contract ends October 31st.

MR. BOHNS: October. So we would only have enough time for a transition period, so depending on the process for the evaluation and award and approvals, depending on when we can get those three done.

MS. DAVIS: So we're looking to try to have

this awarded by April -- hopefully.

MR. NATARAJAN: Rajan Natarajan, TechnoGen. During the evaluation process, (indiscernible), are you willing to substitute (indiscernible) candidates?

MR. BOHNS: There's a description there of substitute personnel. Read that very carefully.

MR. SMALLS: It's very strict. It's not our language. It's coming out of the last contract. So definitely you need to read that language.

MS. DAVIS: And I encourage you, if you have not already read this TORFP all the way through, to please do so. There are specific requirements and I don't want you to get to the submission process and then you are disqualified because you did not look at some of the requirements and did not comply.

And if you will read it, all of the requirements are listed there, and I will implore you to read it and read it very carefully in your review. We want as much competition as we can possibly get.

So, I appreciate you doing that.

Yes, sir?

UNIDENTIFIED SPEAKER: Sorry, asking the same question again. Just making sure. I understand the subgoals, but if we are an MBE firm, can you just give us an example of what percentage do we fulfill, including the subgoals and goals can be in the --

MS. DAVIS: If you are an MBE firm, you can use the remaining percent for your participation. That's 13 percent, which is less than the 50 percent of the 30 percent goal. Because you have to -- you have to comply with the subgoal requirement, and that's 17 percent of 30 percent goal. So there's only 13 percent allowed. If you are an MBE prime, you can use that 13 percent as your participation.

UNIDENTIFIED SPEAKER: Okay.

MS. DAVIS: Okay?

UNIDENTIFIED SPEAKER: Thank you very much.

MS. DAVIS: Okay. Any more questions? If

there are no more questions, I thank you all for coming, and I wish you all the luck.

MS. RUTKOWSKI: Thank you. And if you haven't already done so, can you please sign the sign-in sheet and leave your business card?

MS. DAVIS: And, also, one other thing. Anyone that has asked a question, please submit your question so that we make sure we have them and we can include them in the minutes. Thank you.

(The meeting concluded at 9:49 a.m.)

CERTIFICATE OF NOTARY

I, CAROL O'BROCKI, the officer before whom the foregoing testimony was taken, do hereby certify that the witness whose testimony appears in the foregoing transcript was duly sworn by me; that the testimony of said witness was taken by me by stenomask means and thereafter reduced to typewriting by me or under my direction; that said testimony is a true record of the testimony given by said witness; that I am neither counsel for, related to, or employed by any of the parties to the action in which this testimony is taken; 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.

This certification is expressly withdrawn and denied upon the disassembly or photocopying of the foregoing transcript of the proceedings or any part thereof, including exhibits, unless said disassembly or photocopying is done by the undersigned court reporter and/or under the auspices of Hunt Reporting Company.

CAROL O'BROCKI

Notary Public in and for the
State of Maryland

My Commission Expires:
January 15, 2019

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Pre-Proposal Conference Sign-In

November 5, 9:00 a.m. Local Time

"TORFP - MEDICAID MANAGEMENT INFORMATION SYSTEM RESOURCES

M00B6400191 / DHMH/OPASS 16-15772

Name	Company Name Address	Phone Number	Fax Number	E-mail Address	Certified MBE	
					YES	NO
NARAYAN ATHIYERA	iCUBE SYSTEMS, Inc	703-222-3688	703-498-0666	NATHIYERA @ iCUBESYS.COM	<input checked="" type="checkbox"/>	
Joseph Conley	SON Systems	410-908-6518		jconley@sonsystems.com	<input checked="" type="checkbox"/>	
Chandru Palaniappan	Cognizant tech solutions	410-493 -9669		ChandruSekaran- Palaniappan.cognizant .com		
Aparna Iyer	Mansai corp	301-441-1011		aiyer@mansai .com	<input checked="" type="checkbox"/>	
BHASAR Roy	WEBTRAILS, INC	240-731- 6120		bhaskar.roy@ web-trails.com	<input checked="" type="checkbox"/>	
R.S.VenkataJaleem	Mansai	301-441-1011		venk@mansai.com	<input checked="" type="checkbox"/>	
LANCE CARROLL	SOFTTEK	703 517 7442		lance.carroll@ softtekintl.com	<input checked="" type="checkbox"/>	
VENKAT SUBRAMAN	ANYSOFT	410472 5000		VSUBRAMAN@ anysoft.com	<input checked="" type="checkbox"/>	

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Name	Company Name Address	Phone Number	Fax Number	E-mail Address	Certified MBE	
					YES	NO
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Theresa Byrle	AP Ventures	301-760-7226		tbodye@aovt.com	X	
MATT PISLER	DHMH	X5715		MATV.SOV		
MISNA BROWN	N3 Technologies	301 290 3700		MISNA@N3TECH.COM	X	
Vijay M	CSI	301 634 4579		vmishra@csi-inc.com	X	
Bob Cusack	CUSTOM SOFTWARE SYSTEMS LEESDALE, VA	703-771-9757		bcusack@customsoftware.com		X
Amar Arora	SWAP, Inc	703 230 6631		aarora@swapinc.com	X	

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Name	Company Name	Address	Phone Number	Fax Number	E-mail Address	Certified MBE	
						YES	NO
Alister Ricks	AR Global Solutions 400 Westfield Cir, suite 3061 Landover MD 20785		202.953.2555 x2	202.953.2555 x2	alister.ricks@arglobal.com	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Marion Sebol	International Software Systems Inc. Greenbelt MD		301 982 9800	301 982 0500	sebol@isri-software.com	<input checked="" type="checkbox"/>	<input type="checkbox"/>
RASHM NATARAJAN	Technogen Inc 8525 Spang Rd Glen Ridge MD		301-801-8157	703-668-0714	Rnatarajan@Technogeninc.com	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Robert Presti	GROUP 2, INC #6118 10320 Little Patuxent Pkwy Columbia MD 21044		410 712-0881	410 772 0288	npresti@group-2.net	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Jay Wickham	3408 Ashke St Upper Meriboro, MD 20772		240-381-7566		jay@wamtech.com	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Joe Duane	DIAMOND DATA		7-5408		mybond.90	<input type="checkbox"/>	<input type="checkbox"/>
Brian Zerkel	Software Consulting		413-690 0880		BZerkel@SciNSO.com	<input type="checkbox"/>	<input type="checkbox"/>
Ronald White	CSBA		7-1095			<input type="checkbox"/>	<input type="checkbox"/>

