

STATE OF MARYLAND DEPARTMENT OF HEALTH
OFFICE OF ENTERPRISE TECHNOLOGY
PRE-TORFP CONFERENCE
FOR THE
MEDICAID ENTERPRISE SYSTEMS MODULAR TRANSFORMATION
AND PROJECT MANAGEMENT OFFICE

CONSULTING AND TECHNICAL SERVICES+ (CATS+)
TASK ORDER REQUEST FOR PROPOSALS (TORFP)
OPASS 20-18438
M00B0600019

THURSDAY, JANUARY 9, 2020
1:00 P.M.

Maryland Department of Health
201 West Preston Street
Room L-3
Baltimore, Maryland 21201

PRESENT FROM MARYLAND DEPARTMENT OF HEALTH:

JOHN GULLUCCI, CPPB, Lead Contract Officer
Office of Procurement and Support Services

JOHN R. BOHNS, Director of Administrative Services
Office of Enterprise Technology
Medical Care Programs

JOHN J. MOLNAR, Director
Enterprise Portfolio Management
Office of Enterprise Technology

JANELLE ROBINSON, Director
Minority Business Enterprise Program

DANA DEMBROW, Procurement Officer

TIARA SYKES, Contract Officer
Office of Procurement and Support Services

REPORTED BY: DEBORAH B. GAUTHIER, Notary Public

P R O C E E D I N G S

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MR. GULLUCCI: Good afternoon everyone.
Welcome to the Pre-TORFP Conference for the Medicaid Enterprise Systems Modular Transformation and Project Management Office, OPASS 20-18438. My name is John Gullucci. I am the Contract Officer working with the Office of Procurement and Support Services. To my left are --

MS. ROBINSON: Janelle Robinson, the MBE liaison for the Department of Health.

MS. SYKES: Tiara Sykes, Contract Officer for OPASS.

MR. MOLNAR: And I am John Molnar. I am the Director of Portfolio Management at MDH.

MR. GULLUCCI: John, you want to introduce yourself?

MR. BOHNS: John Bohns. I'm the Director of Office of Enterprise Technology.

MR. GULLUCCI: Okay. I'm here to help you understand the process for this procurement. Please be sure that your name, telephone and fax number,

1 addresses, and e-mail addresses are listed on the sign-
2 in sheets. If there is a need to contact you as a
3 result of this meeting, we will be able to do so
4 easily. As you know, the contract resulting from this
5 TORFP will be for five years with two one-year options.

6 The procurement method used in this
7 solicitation is Competitive Sealed Proposals. There is
8 an MBE subcontracting goal of 28 percent and a VSBE
9 subcontracting goal of two percent for this
10 solicitation. Be sure that you have completed and
11 signed the Bid/Proposal Affidavit, which is Attachment
12 C. If there is a question who your Resident Agent is,
13 please call the State's Corporate Charter Division at
14 410-767-1330. The office is located at 301 West
15 Preston Street. Please include in your transmittal
16 letter a statement regarding the appropriate Tier
17 designation for the Living Wage Requirement Law. See
18 Section 4.9 of the TORFP, Attachment F. Pay special
19 attention to the TORFP attachments and appendices
20 listed in Section 7. Failure to include these items
21 will void your proposal submission. Please pay special

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1 attention to Section 5, the TO Proposal Format and TO
2 Financial Proposal.

3 Section 6, the Evaluation Committee. The
4 evaluation of TO Proposals will be performed in
5 accordance with COMAR 21.05.03 by a committee
6 established for that purpose and based on the
7 evaluation criteria set forth in Section 6.2. The
8 Evaluation Committee will review TO Proposals,
9 participate in Offeror oral presentations and
10 discussions, and provide input to the TO Procurement
11 Officer. The Department reserves the right to utilize
12 these services -- the services of individuals outside
13 of the established Evaluation Committee for advice and
14 assistance, as deemed appropriate. During the
15 evaluation process, the TO Procurement Officer may
16 determine at any time that an Offeror is not
17 susceptible for award. Questions to the Procurement
18 Officer are due before February 3rd, 2020 at two p.m.
19 Local Time. The most important matter is to get your
20 Proposal to us by the date, time, and location listed
21 in the Key Information Summary Sheet. Your proposals

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1 are due no later than Monday, February 10th, 2020 at
2 two p.m. No Proposals will be accepted after that
3 time.

4 Please remember that after this Pre-TORFP
5 Conference prospective vendors can have their questions
6 answered that may help them understand the TORFP. Just
7 keep in mind that the answers to your questions, if
8 they are significant in nature, will be shared with all
9 who received copies of the specs. Therefore, please
10 allow sufficient time for this to occur. If you have
11 any comments or questions about the procurement
12 process, please contact me, John Gullucci, the Contract
13 Officer, at john.gullucci@maryland.gov. We will now
14 turn it over to Janelle Robinson, who is the MBE
15 liaison to the Maryland Department of Health.

16 MS. ROBINSON: Good afternoon, everybody.
17 I'm just going to go over the MBE and the VSBE
18 regulations for this solicitation. The MDOT certified
19 MBE Utilization and Fair Solicitation Affidavit, which
20 is Attachment D1, must be fully and accurately
21 completed and submitted in Tab O of your Proposal.

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1 Failure to do so -- I'm sorry, your Technical Proposal.
2 Failure to do so will result in your Bid or Proposal
3 being deemed nonresponsive. On the D1 form you must
4 first acknowledge and express your intention to meet
5 the overall MBE goal established for this solicitation.

6 As no subgoals have been established for this
7 solicitation, do not enter any information regarding
8 the percentages for African American, Hispanic
9 American, Asian American, or Women-Owned businesses in
10 Section 1. The MBE Participation Schedule should
11 include the names of the Minority Business Enterprises
12 that you intend to use to meet the required MBE goal,
13 along with their Federal Employment Identification
14 Number, their MDOT MBE Certification Number, as well as
15 their certification category. Only MDOT MBE
16 certification is acceptable. MBE certification from
17 another entity or jurisdiction will not be accepted.

18 Additionally, the percentage of the total
19 contract value to be provided by the particular MBE
20 should be entered, as well as a specific description of
21 work that is to be performed by that particular MBE.

1 Excuse me. MBEs must be fully certified at the time of
2 your submission of your Bid or Proposal. MBE Prime
3 Contractors may count 50 percent towards the
4 established -- the subcontracting goal. In the
5 summary, you'll break down the specific MBE status of
6 the particular MBE subcontractors and this should be
7 equal to or exceed the MBE goal established for this
8 solicitation. Within ten working days of receiving
9 notice that your firm is the apparent awardee, you must
10 submit your Outreach Efforts Compliance Statement,
11 which is Attachment D2, and your Subcontractor Project
12 Participation Certification, Attachment D3.

13 You may request a waiver of the MBE goal, and
14 within ten working days of receiving notice that your
15 firm is the apparent awardee you must submit all
16 required waiver documentation, in accordance with COMAR
17 21.11.03.10. Please carefully review the liquidated
18 damages provisions in this solicitation regarding
19 compliance with the MBE rules and regulations.

20 The VSBE Utilization Affidavit and
21 Subcontractor Participation Schedule, Attachment E1,

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1 must be fully and accurately completed and submitted in
2 Tab O of your Technical Proposal. Failure to do so
3 will result -- may result in your Proposal being deemed
4 nonresponsive. On the E1 form you must first
5 acknowledge and express your intention to meet the
6 overall VSBE goal percentage established for this
7 solicitation.

8 The VSBE Subcontractor Participation Schedule
9 should include the names of the Veteran-Owned
10 businesses that you intend to use to meet the required
11 VSBE goal, along with their DUNS number. In the past,
12 only United States Department of Veterans Affairs
13 numbers were acceptable. Currently, we're accepting
14 the DUNS numbers for Veterans Affairs and also numbers
15 given by the Maryland Department of Veterans Affairs.
16 We kind of spread out the wealth a little bit, in case
17 people aren't registered with the Department of Veteran
18 Affairs, so --

19 Okay. Additionally, the percentage of the
20 total contract value to be provided by the particular
21 VSBE should be entered, as well as a specific

1 description of the work that is to be performed by that
2 particular VSBE. Within ten working days of receiving
3 notice that your firm is the apparent awardee, you must
4 submit your Subcontractor Project Participation
5 Statement, Attachment E2. You may request a waiver of
6 the VSBE goal and within ten working days --

7 (Speakerphone interruption.)

8 MS. ROBINSON: -- within ten working days of
9 receiving notice that your firm is the apparent
10 awardee, you must submit all required waiver
11 documentation, in accordance with COMAR 21.11.13.07.

12 (Speakerphone interruption.)

13 MR. BOHNS: Would you tell them to mute their
14 phones?

15 MR. GULLUCCI: If people on the phone could
16 mute your phones, we'd appreciate it.

17 MS. ROBINSON: In summary, you'll enter the
18 total VSBE participation and this should be equal to or
19 exceed the VSBE goal established for this solicitation.
20 Are there any questions for me?

21 (No response.)

1 MR. GULLUCCI: Before we move on, there's one
2 correction I'd like to make. Any questions you have
3 that you're submitting to us, send them to
4 mdh.solicitationquestions@maryland.gov. That comes in
5 and we check that every day and --

6 AUDIENCE MEMBER: Repeat that.

7 MR. GULLUCCI: Mdh.solicitationquestions@
8 maryland.gov.

9 MR. BOHNS: It's in Section 4.2.

10 MR. GULLUCCI: Yeah. It's on your Summary
11 Sheet too -- your Key Information Sheet. Next.

12 AUDIENCE MEMBER: Is there a list of vendors
13 (indiscernible)?

14 MS. ROBINSON: For Minority Business
15 Enterprises, the MDOT -- Maryland Department of
16 Transportation is required to do the certification, so
17 there's a list on their website. Their office provides
18 the search directory for -- and then I'm not sure about
19 the Maryland Department of Veteran Affairs, because
20 it's fairly new, so I'm not sure exactly how, but I
21 know that vet.gov is the Department of Veterans Affairs

1 for the federal level, and they also have a search
2 feature, where you can go through and put in whoever
3 you're looking for. Yes.

4 AUDIENCE MEMBER: Yes. I have a question.
5 If your firm is certified as both an MBE and a VSBE,
6 can you fulfill both requirements for the contract?

7 MS. ROBINSON: It's kind of nebulous area.
8 It's kind of open to interpretation. I suppose it
9 depends on the work that you'll be doing. So if you,
10 for example, are a staffing agency and you're certified
11 as both a VSBE and an MBE, if you have one group of
12 people that are doing kind of one task and one group of
13 people that are kind of doing another task, but they're
14 all from the same staffing agency and they're all
15 (indiscernible) -- count those as both, so I'm going to
16 say yes. I don't want to be confusing. I don't want
17 to go into too much, so I'm going to say yes, you can
18 count it as both. And if I'm wrong, I will be the
19 first person to let you know. Go ahead.

20 AUDIENCE MEMBER: Will there be a
21 distribution of the vendors that participated today,

1 whether they're a Prime Contractor or a Minority
2 Contractor?

3 MR. GULLUCCI: What we do is we post all of
4 the sign-in sheets; we post a copy of the transcription
5 here and a copy of the questions we've already received
6 to all the people who were sent the specs. Remember,
7 this is not going to be on eMMA. This is only sent to
8 Master Contractors on the Master Contract.

9 MR. BOHNS: And their business cards.

10 MR. GULLUCCI: And their business cards too.

11 AUDIENCE MEMBER: Thank you.

12 MR. GULLUCCI: Okay, John. Take it away.

13 MR. MOLNAR: All right. I'll give it a shot
14 here. My name is John Molnar. As I mentioned, I am
15 the Director of Portfolio Management and -- can the
16 people in the back hear me? I'm standing up so they
17 can hear me a little bit better, not that what I say is
18 all that important, but I am trying to clarify a couple
19 things, or hopefully I can provide a little more
20 insight into some of the background on the RFP and
21 stuff. The RFP will be managed by the Office of

1 Enterprise IT within MDH, so it will be under the CIO
2 and then under the Medicaid Division, and it'll be --
3 there's an organization called Medicaid System
4 Development Group. It is being run by Feyella Toney,
5 and Feyella will actually be the one that is managing
6 the Task Orders within this arrangement. So it's a new
7 organization. Feyella is, what, two weeks old at this
8 point, so we didn't think it was fair that we have her
9 run this procurement.

10 MR. BOHNS: She's on her way.

11 MR. MOLNAR: What's that?

12 MR. BOHNS: She's on her way.

13 MR. MOLNAR: She's on her way here, so we'll
14 introduce -- they call her (indiscernible) as a
15 nickname, so we'll at least have you -- introduce
16 Fiella. The point that I wanted to make -- a couple
17 points on this proposal. One is it is certainly broken
18 up into two parts, Category 1 and Category 2. All
19 right? And there's a reason for that, and it really
20 kind of addresses a lot of the problems and issues that
21 we're dealing with now, and the dealing-with-now issues

1 are really bandwidth issues. And I'll start with
2 Category 2, so if you don't mind me kind of moving up
3 from smaller to larger.

4 Category 2 has been an issue for us since I
5 came on board here, and really the issue is that in the
6 Medicaid space, and especially in the MMT space and the
7 MMIS space, whatever word you use, 'cause I want to
8 define that a bit, because MMIS to us means all 15
9 projects that are going on within the Medicaid arena.
10 Okay? It does not mean just the claims management and
11 claims processing piece that is on our mainframe system
12 that happens to be called MMIS as well. That is one of
13 the 15 projects that are going on here. Okay?

14 One of the problems we're dealing with,
15 coming in as the Director of Portfolio Management,
16 you're supposed to implement Program Managers within
17 all these projects. All right? Well, you quickly saw
18 we didn't have Project Managers across all 15. We are
19 trying to get Project Teams in these 15 projects. And
20 these projects are on -- you can read about those on
21 page nine. There's kind of a generic listing where you

1 have the Provider Management; you have Care Management;
2 you have the Core MMIS; you have Pharmacy Point of
3 Sale, Behavior Health ASO; you have the Long-Term Care
4 System. You have all these different systems, and
5 we're talking large, system implementations, hundreds
6 of millions of dollars are going into these, so they
7 are not small potatoes in these areas. And to say we
8 have the right Program Management set up within all
9 those projects, I got to tell you, you know, well, we
10 don't, we don't.

11 There's limitations on the current contract
12 that we're dealing with, and we are just putting
13 fingers in holes where we can, basically, and it's
14 really the whack-a-mole methodology that we're using
15 right now, so we're trying to stop that at this point.
16 We're trying to get some governance across those -- all
17 those projects. And the projects that are listed on
18 nine are ongoing projects, and then the project that is
19 on the roadmap on page ten basically explains where
20 we're trying to initiate the modularity within those --
21 within each of those areas. Okay? Some of them are in

1 tow. We're not going to be able to change some of
2 those systems for a couple years now, because of the
3 current contracts we're dealing with, but some, you
4 know, we're looking for guidance. What can we do?
5 What are the options within a couple of these areas of
6 Medicaid that we can deal with? We're looking for that
7 expertise to come on board here and help us run those
8 individual projects.

9 Along with those projects, you know, you'll
10 start -- you keep reading it probably till you're sick
11 of reading it in the RFP about the MECL process. Okay?
12 And people ask me, why -- this seems to be an expansion
13 of Program Management duties. Well, if you know the
14 MECL process, one of the things -- just as an example,
15 one of the things in the MECL process is a system
16 security plan. Well, I don't know how the Project
17 Management Team can just take that 700-page document
18 and just hand it over to the CIO and have him sign that
19 without any type of evaluation at all. And if you
20 don't have any system security people within your
21 Program Management area, how are you -- I don't know

1 how you do it, to be honest with you. How are you
2 handing that over without any notes, without any
3 suggestions, without any feedback? We're just taking
4 the initial vendor that is implementing that project
5 and taking their SSP and taking their word for it. So
6 that's the type of stuff -- you know, we have that, we
7 have testing that's involved in that MECL process. You
8 know, who's dealing with those testing plans? I
9 certainly wouldn't be able to read that testing plan
10 and say if that's good or bad. We need some technical
11 folks that are reading that. So I'll get into that a
12 little bit more. So you see on that Program Management
13 -- I'll talk about that in a second; why do we need
14 Program Managers across all those different projects?

15 Two, these individual initiatives pop up of
16 cloud computing, of system security, of RFP development
17 on system integration. We're asking you to help write
18 those system integration plans. Well, you better bring
19 in people that have a clue what system integration is
20 to be able to write the RFP. Okay? So it's a little
21 bit more, yes, than just the typical status reporting

1 and budget reporting and risk management in a PMO.
2 There's a whole technical side of this that we have to
3 bring into play that the Program Management offices are
4 dealing with on a daily basis.

5 So those are sort of the two areas. You
6 know, one is sort of -- you know, these things pop up
7 individually, so we need the short-term subject matter
8 experts within these technical areas to help, and we
9 want that ability to ask for those people within the
10 Category 2 environment, as well as manage these
11 implementations and maintenance and operations of these
12 ongoing projects, and then provide some type of insight
13 into how we can move forward into modularity within
14 these projects. And so, again, I'll talk about the
15 experience you have, but if you're not familiar with
16 what other states have done with a humongous MMIS --
17 and I'm talking about the claims management module --
18 if you don't have options within that space, you're
19 going to struggle a little bit with helping us decide
20 which -- you know, what are the various ways that we
21 could go of busting up a mainframe system that's 33 --

1 that's 30 years old that has 17 sections within it. So
2 it's a little bit difficult at this point in time. So
3 that's Category 2. Hopefully, again, you know, I'm not
4 sitting there going into the weeds, but that's kind of
5 the overall perspective of Category 2.

6 Category 1 is the Enterprise Program
7 Management of the whole -- of the 15 projects and such.
8 It is the Enterprise Program Management. It is
9 providing high-level dashboard management things.
10 Where are we at risk? What -- how's the projects
11 going? Where do we need to focus our attention? What
12 steering committees do we need to be brought up to
13 senior-level management immediately? That is a lot of
14 what the MMT Category 1 office is doing, the standards
15 for project status and risk right now, having somebody
16 build those standards right now. The 15 projects I'd
17 say -- I don't know -- what, John, seven that have PMs?
18 Those seven areas have probably come from every
19 procurement mechanism known to man to try to get people
20 in place to help manage some type of risk within those
21 projects. We've done the RFR process. We've done the

1 RFP process. We've done the (indiscernible) process.
2 We've utilized -- we borrowed people from MDC and
3 utilized those resources to try to help us manage some
4 of these projects. Every which direction. So to say
5 we have an Enterprise standard and a nice dashboard on
6 what the heck is going on, I'd be lying to you. We
7 need that right now. We're trying to build it. We
8 just don't have enough capacity on the current
9 contracts to help us get to that point, and that is
10 really what we're trying to obtain through Category 1.
11 Okay? Are there any questions? Is that helpful?
12 Okay. Sure.

13 AUDIENCE MEMBER: John, just on that, are you
14 committed to SharePoint or are you open on
15 (indiscernible) for those kinds of dashboards?

16 MR. MOLNAR: The CRM is certainly one of the
17 large projects that is being initiated within this
18 project. You'll see it. I think it's the first line
19 item on the roadmap, if I -- I don't have it memorized,
20 but I think it's the first one. There are 52 projects
21 -- business process re-engineerings that are cued up

1 ready to go. All right? We don't have a mechanism for
2 the services contract to move any of those 52 forward
3 at this point in time. DoIT has put forth a one-stop
4 portal proposal at this stage. They are going through
5 the evaluation process currently at this point, but
6 that contract, utilizing the one-stop portal, which is
7 built I believe on Ruby on Rails and with the extension
8 out into sales force, kind of forces the hand down the
9 Salesforce path. Now, they say they are willing to
10 listen to other alternatives, but I don't quite see
11 that happening, just to be honest and fair to people.
12 So I think what we'll see, like I said, right now we're
13 driven down that Salesforce path.

14 AUDIENCE MEMBER: The RFP specifies that
15 SharePoint is the standard, so --

16 MR. MOLNAR: SharePoint, if I -- did you say
17 SharePoint --

18 (Whereupon, there was indiscernible
19 crosstalk.)

20 MR. MOLNAR: Anyway, SharePoint, yes. We are
21 -- SharePoint -- at this point in time, we are kind of

1 locked in to SharePoint at this point and trying to get
2 that set up. Our CTO is actually, as we speak, setting
3 up the SharePoint site, and we will probably extend
4 that into this contract as well. I don't see moving
5 away from that. And it is the SharePoint cloud
6 version, okay, if that's helpful.

7 MR. BOHNS: But they're required to use our
8 SharePoint site.

9 MR. MOLNAR: You will be required to use our
10 SharePoint site. We are not putting stuff on your own
11 site. I can tell you that right now. We've learned
12 our lesson there. We've lost way too much data through
13 that mechanism. If we haven't learned one lesson, good
14 Lord, I hope we've learned that one.

15 MR. GULLUCCI: Folks, if you'd mention your
16 name when you ask a question.

17 MR. MOLNAR: Yes.

18 MR. DONITHAN: John, Glenn Donithan, FEI
19 Systems. And thank you for -- I know you've got a lot
20 more, but on the Category 1/Category 2, in Section
21 2.1.2.C and 2.1.3, there's language of exclusions from

1 future work. Could you or somebody kind of give some
2 more information of what that might look like?

3 MR. MOLNAR: Yeah, I'll give it a shot.

4 MR. DONITHAN: Okay.

5 MR. MOLNAR: Let's say the Category 1 team
6 writes up the work order for a specific PMO for -- I
7 don't know -- for the CRM, the one that I gave the big
8 spiel on -- (laughter and cross-talk) -- so they're
9 going to write the RFP -- I mean, the Task Order -- I'm
10 sorry -- to do the work within that agreement. If that
11 organization has also won Cat 2, okay, and they're the
12 winner of Cat 1 and Cat 2 and they wrote the Task
13 Order, they cannot bid on the Task -- the Category 2
14 work. Okay? In that case, we would want competition
15 for something along those lines. The group that --
16 El's organization would write that Task Order so that
17 both organizations that were Cat 2 compliant would
18 write that. So we would not force the --

19 MR. DONITHAN: Cat 1 vendor?

20 MR. MOLNAR: No, I'm sorry. If the Cat 1
21 vendor is a Cat 2 winner as well, I think that's where

1 you're --

2 MR. DONITHAN: Yes, yes.

3 MR. MOLNAR: -- because that's the only thing
4 that really matters.

5 MR. DONITHAN: Right.

6 MR. MOLNAR: If they did not win the Cat 2 --
7 if the Cat 1 vendor did not win the Cat 2 area, they
8 can write any of the Task Orders. They're not -- they
9 wouldn't be excluded, 'cause it would be the two
10 vendors that won Cat 2. So -- but I think the office
11 would have to take control and see, you know, is this
12 something that would -- that we should have, you know,
13 competition within and that we should get that going.
14 And I would imagine that most of these Task Orders, if
15 that is the case -- I think I should say it like this.
16 There is nothing hindering us, at least in our thought
17 processes, of a Cat 1 winner winning Cat 2. To us it's
18 two succinct arenas. Okay? So that doesn't affect, at
19 least our -- at least my -- you want to tell me if I'm
20 out of line here, but that doesn't affect any other
21 thoughts in terms of evaluation and in terms of winning

1 each of those areas. The point is, I think that if
2 that is the case, I think the organization would take
3 it on itself to write up most of those work orders so
4 that we would have competition within Category 2.

5 MR. BOHNS: And in the submission
6 instructions, you need to indicate which category
7 you're bidding on. Just make sure it's very clear.
8 Make sure that you correctly label (indiscernible).

9 MR. MOLNAR: So is that helpful? Is that
10 what you were asking?

11 MR. DONITHAN: It is, and, in fact, I may
12 have a follow-up. I don't want to take the whole
13 floor. If a Cat 1 Prime has subcontractors that are
14 also Cat 2 Primes, does that muddy the waters?

15 VOICE: So just to say it clearly, the Cat 1
16 -- there will be one winning vendor.

17 MR. MOLNAR: There will be one winner for Cat
18 1 and there will be two winners for Cat 2, and that
19 winner in Cat 2 could be the same as Cat 1, but that's
20 -- it's an open end. We have no preconceptions within
21 that arena at this point in time. Yes.

1 MR. GULLUCCI: Name please.

2 MR. NATARAJAN: If the Cat 1 --

3 MR. MOLNAR: What's your name and --

4 MR. NATARAJAN: Rajan, Global Alliant. If
5 the Cat 1 vendor does not want to write the work order
6 for the Cat 2 because they already took a big -- a
7 larger Task Order, who would write the Task Order?

8 MR. MOLNAR: We would have the Cat 2 vendor
9 then write --

10 MR. NATARAJAN: If Cat 2 can't write the TO?

11 MR. MOLNAR: Well, then it would be an
12 external RFP. We would have to go outside the --

13 MR. BOHNS: No, I think what you're asking
14 is, who would write the work order for the --

15 MR. MOLNAR: If they don't want to be -- if
16 they don't want to be --

17 MR. BOHNS: I think there's a problem
18 (indiscernible) for both Cat 2 vendors to be able to
19 compete against.

20 MR. MOLNAR: I see a lot of this being
21 written by the Department, to be honest with you, if

1 the two -- there's no doubt about it. And I see what
2 you're getting at. Okay. So if it's an integration
3 write-up and you want to bid on the integration project
4 and you don't want to write that proposal, that's what
5 he's talking about, why couldn't a Cat 2, if they were
6 qualified, write that, as long as they're not --

7 AUDIENCE MEMBER: I think the question, John,
8 is could a Cat 1 vendor, if they were also a Cat 2,
9 right, 'cause that's where the COI comes into play --
10 could the Cat 1 vendor basically refuse to write a task
11 because they were a Cat 2 and they wanted to bid on it?
12 I think that's the question coming up.

13 MR. MOLNAR: I think that comes about all the
14 time and I think we would work around that.

15 MR. NATARAJAN: Is it possible you can
16 transmit it to (indiscernible) --

17 MR. MOLNAR: No.

18 MR. BOHNS: Lady over here.

19 MR. MOLNAR: Yes.

20 MS. GALLAGHER: Joanne Gallagher. When do
21 you anticipate the Task Orders to begin?

1 MR. MOLNAR: The week after the
2 (indiscernible).

3 (Laughter.)

4 MS. GALLAGHER: That would be February or
5 March?

6 MR. MOLNAR: I'm the last person to give
7 dates around here, so --

8 MR. DEMBROW: It all turns on how many
9 proposals are submitted, how complex they are, how long
10 the evaluation takes. There are a lot of variables.

11 MR. GULLUCCI: By the way, everyone, this is
12 Dana Dembrow. He's the Director of Procurement here at
13 MDH.

14 MR. MOLNAR: I saw some other hands.
15 Anything else?

16 MR. GARDENER: Hey, John. Tom Gardener,
17 Moser Consulting. I just want to follow up on the line
18 of questions that were asked. Just to clarify, a Cat 1
19 vendor, let's say they're a Cat -- you know, they're
20 awarded it. They have a team underneath them that are
21 Cat 2. If they are awarded the Cat 1 work, their team

1 is also precluded from doing the Cat 2 work; is that
2 correct or not?

3 MR. MOLNAR: Only if they write the work
4 order. If they do not have to write the work order,
5 which in most cases they probably wouldn't, and El's
6 group would write the work order, then you could bid on
7 the Cat 2 work. It would be fine.

8 MR. LASHER: Can I try some language, John?
9 So David Lasher, Keen 360. What I hear being said is
10 that if one vendor wins both Cat 1 and Cat 2, then in
11 those instances -- it'll probably be rather infrequent
12 that there is a conflict -- the Cat 1 team will be able
13 to recuse itself from the writing of that Task Order
14 and that the Department will write it and drop it on
15 Cat 2.

16 MR. MOLNAR: That's correct. Yes.

17 MR. SUBRAMANIAN: Venkat Subramanian from
18 ANGARAI. This is regarding the question. In August
19 2019, there was a solicitation for IB&B (phonetic).
20 How is that coming along? How has it impacted this?
21 That's the first part of the question. The second part

1 of the question, John, is that will that vendor who's
2 awarded (indiscernible) on any part of this?

3 MR. MOLNAR: Yeah, the IB&B (phonetic) is
4 through DoIT at this point. They are -- I think I can
5 say they're finishing up or close to finishing up on
6 the selection and the approval and the contracting of
7 that award. An estimate there I would say would be
8 March. Yeah, I mean, we're all kind of shrugging, but
9 bear with them. But, yes, there will certainly be
10 collaboration between -- I mean, that's part -- that's
11 -- you know, you can read the RFP. The thing is
12 nauseating how much IB&B interaction you're going to
13 have on the MECL process. But, yes, there will
14 certainly be collaboration between the Program
15 Management office on the individual project, as well as
16 the Enterprise Program Team regarding the interface
17 with the IB&B and get that certification within those
18 individual projects.

19 MR. KUTZER: John, this is Chris Kutzer, NTT.

20 MR. SUBRAMANIAN: And the second part, John--

21 MR. MOLNAR: I'm sorry. Go ahead.

1 MR. SUBRAMANIAN: -- will there be an OCI on
2 other (indiscernible) -- if an IB&B is awarded to a
3 vendor, how will we know? Will there be -- there will
4 be conflict of interest (indiscernible) --

5 MR. MOLNAR: Yeah, they cannot -- yeah, they
6 cannot bid this.

7 MR. SUBRAMANIAN: Thank you.

8 AUDIENCE MEMBER: (Indiscernible). Do you
9 anticipate more RFPs coming out for the entire sort of
10 seven/eight year roadmap that is shown in this RFP or
11 do you -- or are you looking at the Category 1 and
12 Category 2 vendors to take the huge majority of the
13 MMT? So is this pure just project management across
14 all of those or the assigned work comes out, would that
15 be a public RFP that goes out?

16 MR. MOLNAR: This is only the PMO; the
17 support for options, the support for technical solution
18 sets, what are our options, writing of those
19 implementation RFPs; it is not the implementation. It
20 is not the installation. It is not maintenance and
21 operation of any of those solutions that I'm talking

1 about on those 15, but it is the program management of
2 that, and a lot of that that you're hearing is, you
3 know, which way do we go? You know, do we use the ESB
4 (phonetic) over the (indiscernible)? I don't know.
5 What does that mean? You know, what's the capabilities
6 of that system? Who can I ask regarding checking out
7 the validity of how strong that ESB (phonetic) is over
8 the (indiscernible) to know whether we should utilize
9 that or should we go outside the box and utilize
10 external vendors. We need help within those types of
11 decisions, and we're looking for the team here to bring
12 those resources to bear to answer such questions. Yes.

13 MR. HATZIGEORGALIS: John, Antonios
14 Hatzigeorgalis, Innosoft. To follow up on that answer,
15 if that PMO support that we're providing also includes
16 subject matter experts and technical expertise on the
17 networking and engineering level, are we allowed to
18 utilize that with our support as well? You said we
19 could use the technical expertise of an SME for the
20 writing, but can that be part of the support that we
21 provide, since we have both?

1 MR. MOLNAR: If that project is down hard and
2 the place is burning down around us and we need
3 resources in to kick some of these vendors in the tail
4 to say what is wrong and why is that network down, we
5 are asking you to bring in your top guys or top ladies
6 to come in and help us resolve that with the vendor
7 that is responsible for that (indiscernible) -- you
8 know, it's not going to be me talking to an
9 infrastructure, you know, organization on why they're
10 delaying -- you know, why their network is down.

11 MR. BOHNS: Within the scope of the proposal.

12 MR. HATZIGEORGALIS: (Indiscernible) as long
13 as we have that upon request, that'll set us apart.

14 MR. MOLNAR: That is part of what we're
15 asking for and what we do not have at this point in
16 time to help us. I mean, again -- and I can't go over
17 the hundred different scenarios, because
18 (indiscernible) come up with the one area we need them
19 in. I'll tell you, the flavor of today is
20 cybersecurity. The flavor tomorrow, I don't know.

21 MR. HATZIGEORGALIS: Thank you.

1 MR. GULLUCCI: Any questions from the folks
2 on the phones?

3 (No response.)

4 MR. GULLUCCI: I guess not.

5 VOICE: Maybe they have muted their phone.

6 MR. MOLNAR: All right. I think I have
7 hopefully answered the question -- you know, one of the
8 questions -- several of the questions said this seems
9 to be bigger than the typical PMO. If there's still
10 questions on that, please ask, but I think I've
11 answered why this PMO is responsible. Most of our
12 Program Management governance is much more than just
13 budgeting and scheduling and risk management. It is
14 dealing with the infrastructure side of that project,
15 as well as the application side or the (indiscernible)
16 side or the agile development side or whatever we're
17 dealing with within each of those 15 projects. You
18 name it, we're dealing with that type of implementation
19 across the board, and that's why I can't quite
20 (indiscernible) -- you know, the mainframe computing.
21 Where do we get mainframe computing resources, you

1 know, to help us with the MMIS? I don't know. All
2 right. I mean, that's part of an issue that we're
3 dealing with right now, but through this we can at
4 least ask to see if you happen to have that wherewithal
5 within your organization. All right? So I'm not going
6 to waste time on that. All right. It's my little
7 cheat sheet here. I just wanted to have key areas for
8 focus. Take my words at what you will. Section --
9 please focus in several of these sections. One is
10 Section 5.4.1, Part E-1. It is the Proposed Personnel.
11 And especially this is for the Key Personnel that are
12 being enabled on the Category 1 requirement. The only
13 suggestion I give you there is please make sure they
14 meet the qualifications called out in 3.10.3, Part 1,
15 which is really the Cat's requirements for those
16 people, and if they do not meet those capabilities, you
17 will be disqualified from Category 1. If your Key
18 Personnel do not meet those base requirements, you will
19 be disqualified from Category 1.

20 MR. BOHNS: And that's Section 2.10 of the
21 Master Contract.

1 MR. MOLNAR: Okay. That's straightforward
2 enough? All right. The next one is Section -- it's
3 the same area, 5.4.2 this time, Part E-2, the Staffing
4 Plan. All right? You can see the complexity that
5 we're dealing with, with the staffing. All right?
6 This is not a three-man operation that's going to solve
7 these problems across 15 projects, across an Enterprise
8 organization, across every type of IT issue that you
9 could possibly come up with. Okay? So make clear your
10 team's capacity to fill a variety and quantity of
11 positions that may be requested as part of Category 1
12 and Category 2. All right. It's a key part that we
13 will be evaluating. All right. And then the last --
14 yes.

15 AUDIENCE MEMBER: I'm reading under "E",
16 "Proposed Personnel and TORFP Staffing" on page 57,
17 Section 2 --

18 MR. MOLNAR: Isn't that the staffing plan?

19 AUDIENCE MEMBER: Yes. Provide "planned team
20 composition by role (Important! Identify specific
21 names and provide history only for the proposed

1 resources required for the evaluation of this TORFP)."

2 That means only the four --

3 MR. MOLNAR: No, this means the generic. So
4 you don't have to name every single one of the ones we
5 have in Category 2 (indiscernible) --

6 AUDIENCE MEMBER: Okay. Thank you.

7 MR. BOHNS: Yeah. 3.10 explains what the
8 staffing plan should be for each category. Actually,
9 3.10.3 -- oh, I'm sorry -- 3.10.4. The Key Personnel,
10 you need to submit resumes, and Appendix 4 is the
11 resume form that you need to complete. Those will be
12 part of the evaluation criteria.

13 MR. MOLNAR: And that's for Category 1, but
14 the staffing plan on the others, please describe how
15 you plan -- your capabilities of filling in this area.

16 MR. BOHNS: But the Key Personnel are only
17 for Category 1.

18 AUDIENCE MEMBER: So there are no Keys for
19 Cat 2?

20 MR. MOLNAR: That's correct, yes.

21 AUDIENCE MEMBER: For Cat 2 only no resume is

1 needed?

2 MR. MOLNAR: No.

3 AUDIENCE MEMBER: Okay.

4 MR. MOLNAR: But (indiscernible) you need a
5 staffing plan on how -- what capabilities you have
6 within that arena. Okay? Section -- all right. And
7 then the third area, which is probably key, which I
8 want to call out because I don't know if it's clear or
9 not, Section 5.4.1, Part E-4, the Master Contract
10 Experience, there's a small item in that section there
11 that says "must respond to reference Section 3.10.2."
12 Please do not miss that little reference that calls you
13 back to 3.10.2. 3.10.2 is probably the most critical
14 piece of this entire evaluation. Okay? The focus here
15 is certainly on Medicaid experience, but we want to
16 hear that experience and we want to hear your
17 capabilities, so please do not overlook that little
18 sentence within that section. Yes.

19 AUDIENCE MEMBER: Can that be the team effort
20 or a Prime only?

21 MR. MOLNAR: It can be a team effort. Yes.

1 That's half the reason that, you know, we have all
2 multiple winners on this, to be honest, because we just
3 did not feel that the -- we're asking for a lot here,
4 guys. We understand how much we're asking for. And,
5 no, you're not allowed to sit down; you have to stand
6 up (indicating).

7 (Laughter.)

8 MR. MOLNAR: Please stand up for a second.
9 This is Feyella Toney, and she is the one that I
10 mentioned will be running this when this is awarded.
11 Hopefully, that was helpful. That's all I have. Is
12 there any questions from anyone? Yes.

13 MR. KAZI: Ethan Kazi, Canton Group. I
14 noticed that you didn't put any page limits. Is that
15 something that you want to rethink?

16 (Laughter.)

17 MR. DEMBROW: How many pages do you need?

18 MR. KAZI: Probably at least 25 per section.

19 MR. DEMBROW: Per section. I'm wondering
20 what the sentiment is. We want to regard our vendors
21 as our partners, and rather than dump on you an

1 unreasonable limitation, I'd be curious to know what
2 you think you need, understanding that we have to read
3 all this stuff. We have to analyze every word, and we
4 have to finish this procurement. David.

5 MR. LASHER: David Lasher, Keen 360. So, in
6 that case, I think it's hard to say a number, but would
7 it be fair to say that the evaluation team will take
8 succinctness and the brevity as an indication of
9 ability to run a PMO? I mean --

10 MR. DEMBROW: Very well said. We absolutely
11 will, and it will -- in fact, it will be given the
12 weight to which -- it deserves. So we don't have a
13 page limitation right now, but we're rethinking that.

14 MR. GULLUCCI: Down the line.

15 MR. MOLNAR: I love the question. We are
16 certainly thinking about it. Yes.

17 AUDIENCE MEMBER: RFPs written by Cat 1 and
18 Cat 2 will be publicated (indiscernible) or only those
19 two or three vendors are going to work on that?

20 MR. MOLNAR: I'm sorry. Say it again.

21 AUDIENCE MEMBER: The RFPs for the whole 15

1 projects coming in (indiscernible) --

2 MR. MOLNAR: Oh, no. These projects are -- I
3 mean, you got to remember, 15 -- or 13 of these are
4 already in queue, so seven of them do not have Program
5 Management in place right now. We need to add that
6 immediately. Okay. So we don't have the wherewithal
7 to add those resources right now under the current
8 contract vehicles that we have, so that's an immediate
9 goal. Then -- say it again what your question is.

10 AUDIENCE MEMBER: So the (indiscernible)
11 you're showing in the MES Transformation Roadmap,
12 they'll have future RFPs written by either Cat 1 or Cat
13 2 --

14 MR. MOLNAR: They'll have work orders --

15 AUDIENCE MEMBER: Work orders.

16 MR. MOLNAR: -- to manage. CRM will be the
17 first one that is written, that -- if we --

18 AUDIENCE MEMBER: So those are coming up
19 after the award of this RFP?

20 MR. MOLNAR: Yes. Yes.

21 AUDIENCE MEMBER: So are they cancelling the

1 whole group again or only those three vendors you
2 already selected on this one? (Indiscernible) correct?

3 MR. MOLNAR: No, no, no, no, no. We're not
4 cancelling any of those, no. The ones that are -- the
5 eight that are in place right now that have Program
6 Management Offices and stuff, we are not canceling
7 those, no. They will remain in place and they will
8 remain in queue and continue on with what they are
9 currently doing within this contract. And as those
10 contracts end, then the decision is made, do we go
11 outside or do we add this contract onto those as they
12 -- as those PMO contracts end, yes.

13 AUDIENCE MEMBER: Okay.

14 MR. MOLNAR: No, that's a good question, but
15 yes, as they end, we would probably look first here to
16 re-up those PMOs with organizations (indiscernible) --

17 AUDIENCE MEMBER: One more small question.
18 This is a seven year or a five -- three plus two?

19 MR. MOLNAR: Five plus two.

20 AUDIENCE MEMBER: Five plus two. Okay.

21

1 MS. KWATENG: Brenda Kwateng, Ingenuity
2 Consulting Solutions. I think his question was, so the
3 additional Project Managers that you're looking for in
4 these, will that -- when those Task Orders come out,
5 will it be open to everyone or just those individual --
6 those either Cat 1 or Cat 2 winners or how will that
7 work (indiscernible) --

8 MR. MOLNAR: It would mainly be the Cat 2
9 winners that will be provided those PMOs for those
10 specific projects. Yes.

11 MS. GALBANI: Francesca Galbani with CAS
12 Severn. Regarding the experiences that you are
13 requesting, don't you think you are limiting yourself
14 when you ask for MITA experience, since it's kind of
15 brand new?

16 MR. MOLNAR: I don't think so. I don't think
17 -- if the team doesn't bring that -- if somewhere in
18 that team you don't have that experience, you leave us
19 with a big hole in regards to options and solutions
20 within that bucket of projects in that particular
21 space. So, you know, I understand trying to limit

1 people, but I also understand what we've been dealing
2 with and the gaps in knowledge that we've been trying
3 to look for, and we are trying to limit those gaps as
4 much as possible with this Task Order.

5 MR. PERLSTEIN: Yes. Eric Perlstein, Edwards
6 Performance Solutions. I have a question regarding the
7 questions' due date and the time line. Presently,
8 questions are due February 3rd, proposals are due
9 February 10th. Has the government considered having
10 the deadline for the questions earlier in the time line
11 so part of our proposal response will be able to factor
12 in all the answers of those particular questions?

13 MR. MOLNAR: John, you want to --

14 MR. DEMBROW: Yes, we're going to consider
15 that. John and I were just discussing it and you might
16 anticipate an amendment.

17 MR. PERLSTEIN: All right. Thank you.

18 MR. MOLNAR: But the other option, you're
19 also provided the answers to the questions before
20 February 10.

21 MR. DEMBROW: Right.

1 MR. MOLNAR: I mean, as soon as this
2 meeting's over, we're going to try to consolidate these
3 questions and get them out as soon as we physically
4 can. Yes.

5 AUDIENCE MEMBER: John, for the
6 (indiscernible) MMIS transformation, what's the
7 Department's philosophy on -- are you looking to build
8 upon solutions specific to Maryland or are you looking
9 to get a solution that has been implemented in any of
10 the other states? (Indiscernible) what is the thinking
11 like by --

12 MR. MOLNAR: Thinkingwise, in that -- you
13 know, we're dealing with a couple things there, and
14 this is where we need the help and suggestions. We're
15 not going to pretend to be the all-knowing. We have
16 our ways, but you also have CMS rules for
17 (indiscernible). Okay. We've put in a hundred million
18 dollars into MD THINK. All right? It almost has to be
19 a first look I would think. An evaluation of that tool
20 would have to be at least considered. All right? The
21 pros and cons of that, I'm not going to say. I don't

1 know if it's the best, if we can do much better in
2 going out and we get back from the experts that we
3 select from this room. That is what we are looking for
4 in this room, help for -- what do they -- don't they
5 have that would stop us from utilizing what we've
6 already spent and built over at MD THINK, and then, if
7 that's not the case, would it be much faster to use a
8 COTS type of solution, would it be faster to use a SAS
9 solution, would it be faster to get an outside vendor
10 that already has a lot of this set up, but that has to
11 go into that equation as well and it has to be
12 (indiscernible) and these are the types of analyses we
13 are not -- but everything is just not being handed over
14 to MD THINK, but we need the expertise here to help us
15 with those types of minutiae. Is that sort of where
16 you were going?

17 AUDIENCE MEMBER: That was, yes.

18 AUDIENCE MEMBER: And, John, those analyses
19 will be by the State and the Cat 1 and/or Cat 2
20 vendors?

21 MR. MOLNAR: That's correct. Mainly the Cat

1 2 vendors, to be honest with you. The Cat 2 -- the Cat
2 1 -- I can't even -- I can't impress on you the amount
3 of work that is involved in a Cat 1. I don't want to
4 -- that's a humongous task at this point in time that
5 we have, that we are starting from -- you know, we have
6 a lot of room to grow within that arena and a lot of
7 work to do within that arena. I can't -- I don't know.
8 I mean, yeah, that organization is going to be very
9 busy.

10 AUDIENCE MEMBER: And to follow up on I think
11 David's question earlier, if one of the Cat 2 vendors
12 or both were assisting the State on requirements,
13 analysis, everything for a downstream MMT module, but
14 that vendor had an interest in that downstream module,
15 could that vendor work with the State to recuse itself
16 from development of those requirements?

17 MR. BOHNS: We would hope not.

18 MR. MOLNAR: Yeah, you're -- I don't know.
19 You need to ponder that as a team. We can't guarantee
20 you anything within that environment. I got to be
21 honest with you.

1 (Indiscernible cross-talk.)

2 MS. STRATTON: Stacy Stratton, Attain. I
3 have two questions. One following on -- the financial
4 submittal sheet has hours allocated for both Category 1
5 and Category 2. So in the event that a vendor for
6 Category 1 would recuse itself and would also recuse
7 itself for Category 2, but they have already been
8 awarded a contract based on this hours allocations in
9 an amount, would the State then have to issue an
10 amendment to those contracts so that money that has
11 been allocated, from which the vendor has recused
12 himself, will then go back to the State for the State
13 to develop those pieces of work for which those two
14 vendors have recused themselves?

15 MR. MOLNAR: I think --

16 MS. STRATTON: Because there's a pricing
17 impact.

18 MR. MOLNAR: Well, the billing will be T and
19 M, so it'll be as you work that you get paid, so if you
20 don't do that work, you're not going to get paid for
21 that work.

1 MS. STRATTON: Okay. Thank you. So that's
2 very helpful. Thank you. The second question, a
3 follow-on to that, there are no deliverable
4 requirements as part of either of these categories?

5 MR. MOLNAR: They'll be in the work orders.

6 MS. STRATTON: So it's Time and Materials
7 with deliverables requirements in the subsequent work
8 orders, but there are no deliverable requirements in
9 this current -- I just want to make sure that we have a
10 clear understanding of what we are responding to.

11 MR. MOLNAR: I think there's some basic
12 deliverables --

13 MR. BOHNS: 2.5.4 is the deliverable table.
14 No, I think that's Category 2. Yeah, I think they're
15 all Category 2 deliverables. I'd have to read it
16 again, but --

17 MR. MOLNAR: Stacy, the answer is -- you're
18 correct though. The deliverables will come within the
19 work orders that are provided.

20 MS. STRATTON: And if I could just spend a
21 couple more minutes on Section 6.2, the Proposal

1 Evaluation Criteria, to make sure that we all have
2 clarification on that. 6.2.1 is pretty clear. It
3 talks about that criteria applies to both Category 1
4 and Category 2. 6.2.2, the Offeror Qualifications and
5 Capabilities, could you please clarify and follow-up in
6 writing which categories that applies to? Is it both,
7 one or the other?

8 MR. MOLNAR: 6.2.1 you're talking about?

9 MS. STRATTON: 6.2.2. Is this criteria for
10 Category 1 or Category 2 or both?

11 MR. MOLNAR: That's really focusing in on
12 -- that's a Cat 1, because really most of those
13 qualifications are in the Key Personnel. Oh, it is
14 in G. I'm sorry. It is in 3.10.2 as well. This is
15 where --

16 MR. DEMBROW: Can I point out, John, that in
17 some of the Technical Evaluation Criteria, it expressly
18 says that it applies only to Cat 1, for example. Cat
19 1, Cat 2. When there is not a specific application to
20 just Cat 1 or Cat 2, it will apply to both.

21 MS. STRATTON: Both. Okay. Thank you. And

1 then the last -- that's very helpful. Thank you. And
2 then 6.2.3, I think this might be -- perhaps it's a
3 typo, but perhaps you had a formatting issue --
4 Experience and Qualifications of Proposed Staff, PMO
5 only. And then the third paragraph under that says
6 that it's Category 1 and Category 2. So my question
7 is, what is the evaluation criteria for Category 2, if
8 it was stated earlier that a vendor may apply only for
9 Category 2. Would -- the third paragraph and 6.2.1.
10 and 6.2.3 then be the -- or 6.2.2 be the only criteria
11 for Category 2 in the evaluation?

12 MR. BOHNS: We're going to have to reread
13 that, 'cause it says "Experience and Qualifications of
14 Proposed Staff", which implies the Key Personnel. So I
15 think we need to reread this. So can you submit that
16 question?

17 MS. STRATTON: Sure. Thank you.

18 MR. DEMBROW: And I think I should probably
19 correct the statement I just made, because I know that
20 some of these expressly apply to Cat 1 and Cat 2, but
21 Section 6.2.2 has no reference at all, so we will

1 respond in writing as to which category or whether it
2 applies to both.

3 MS. STRATTON: Thank you.

4 MR. MOLNAR: Yeah. And then it sends you to
5 5.4.2, which gets into Section E, which is the Key
6 Personnel, which, of course, is Category 1, but 5.4.2
7 also has Section G, which leads you to the Category 2
8 requirements for the corporate experience as well.

9 MS. STRATTON: All right. We just want to
10 understand which standards to follow.

11 MR. MOLNAR: I know. I see what your
12 question is now. All right. I'm not sure we looked at
13 it from that perspective of bidding individually in
14 that section, so I understand now. Yes.

15 MR. HATZIGEORGALIS: Thank you, John.
16 Antonios, Innosoft. May I bring your attention to
17 5.4.2 for a moment?

18 MR. MOLNAR: Yeah.

19 MR. HATZIGEORGALIS: If you notice B,
20 Information Sheet and Transmittal Letter", and then D
21 is Proposer Information Sheet and Transmittal Letter.

1 Can I ask the difference between those two transmittal
2 letters, 'cause I don't see it defined in the
3 paragraph?

4 MR. DEMBROW: Give us the reference again
5 please.

6 MR. BOHNS: What's the section again?

7 MR. HATZIGEORGALIS: Sure. 5.4.2, and that
8 would be B and D.

9 MR. BOHNS: B as in boy?

10 MR. HATZIGEORGALIS: B as in boy and D as in
11 dog, in case we confuse it with (indiscernible) --

12 MR. GULLUCCI: So you want to know if you
13 have to send in two?

14 MR. HATZIGEORGALIS: Just what the difference
15 would be between them. I don't see it defined.

16 MR. DEMBROW: I don't see a difference
17 between the two.

18 MR. GULLUCCI: Basically, the transmittal
19 letter is just saying, you know, what you're going to
20 do and your -- you can do this work and this is your
21 Federal ID number and all the rest of the stuff. The

1 transmittal letter is always the same, whether it's an
2 RFP or a TORFP. They're both the same.

3 MR. HATZIGEORGALIS: Okay. And then my last
4 question would be under C, Minimum Qualifications
5 Summary, not applicable. Do you require anything for
6 that or can we still submit it if we have it?

7 MR. GULLUCCI: I believe the minimum quals
8 were in -- we said there's no min quals.

9 VOICE: There are no min quals, no.

10 MR. GULLUCCI: And then that's in Section 1 I
11 believe.

12 MR. HATZIGEORGALIS: Thank you, gentlemen.
13 Oh, I'm sorry. Can I -- last question. How many
14 companies will be invited for orals?

15 MR. GULLUCCI: All that we see are qualified.

16 MR. HATZIGEORGALIS: Great. Thank you.

17 MR. GULLUCCI: If we have orals, which we
18 don't have to.

19 MR. MOLNAR: Yes.

20 MR. HOTH: Tom Hoth, PLANIT Group. What are
21 the location expectations for Cat 1 and/or Cat 2 staff?

1 MR. MOLNAR: Most of that effort will
2 certainly be within State Center. We don't move. Just
3 read the papers. But it'll be certainly in the
4 Baltimore area. At this point in time, I mean, you
5 know, Jesus, we're talking seven years from now, I
6 can't predict that, but I think some of the efforts
7 that some of the people are going to are -- the
8 furthest that I've seen people to go is Crownsville and
9 Linthicum.

10 MR. BOHNS: Yeah, that was Crownsville.

11 AUDIENCE MEMBER: As a follow-up to that
12 though, we would be co-located with you --

13 MR. MOLNAR: Yes.

14 AUDIENCE MEMBER: -- or we would renting our
15 own space?

16 VOICE: That's a good question.

17 MR. MOLNAR: I don't know. We would have to
18 put that in a work order. Different projects are doing
19 different things. Space is definitely an issue around
20 this facility here.

21 MR. BOHNS: Working here on the site,

1 Category 1 specifically.

2 MR. MOLNAR: Category 1 is here, but her
3 question still is would they have -- could they be --
4 we are not requiring you to have office space at this
5 point in time.

6 MR. BOHNS: It's not a requirement.

7 MR. MOLNAR: The assumption is that you would
8 be located here.

9 AUDIENCE MEMBER: All right. Thank you.

10 MR. MOLNAR: Okay. If that changes, we
11 certainly would have to work through that.

12 MR. GULLUCCI: Anymore questions?

13 (No response.)

14 MR. GULLUCCI: How about folks who have
15 called in; any questions from the folks who have called
16 in?

17 (No response.)

18 MR. GULLUCCI: Hello?

19 TELEPHONE VOICE: (Indiscernible).

20 MR. GULLUCCI: You didn't come through, sir.

21 TELEPHONE VOICE: No questions. Thank you.

1 MR. GULLUCCI: Thank you.

2 TELEPHONE VOICE: We don't have any
3 questions.

4 MR. GULLUCCI: Thank you. Okay. Listen,
5 everyone, thank you so much for coming.

6 MS. ROBINSON: Can I say one more thing? I
7 already read my spiel, but I just want to make sure
8 that everybody understands, the D1 and the E1
9 attachments are going to be looked at before your
10 proposals, so if they're not filled out correctly, we
11 won't even look at your proposal, so please don't put
12 all that effort into your proposal and then have some
13 silly mistake on that D1 form and we never even see
14 that (indiscernible) --

15 MR. DEMBROW: I see people standing up
16 getting ready to leave. I hope you were paying
17 attention to what Janelle just said, because it is very
18 aggravating to us to have to throw you out after you've
19 done all that work --

20 MS. ROBINSON: We can't even look at it.

21 MR. DEMBROW: -- and then you make a mistake

1 in the D2 (sic) and we don't even evaluate your
2 proposal. Please --

3 MS. ROBINSON: D1 and E1. D1 and E1 needs to
4 be fully and accurately completed.

5 AUDIENCE MEMBER: Quick question. And you
6 would be available for any vendor that may have a
7 question on submitting that?

8 MS. ROBINSON: You should submit it to the
9 procurement solicitation questions, and then they'll
10 share it with me and I'll -- yes, so just one

11 MR. BOHNS: Yeah, all questions will be
12 answered to that date.

13 MS. ROBINSON: Yeah. So if you have -- yeah.
14 Any questions about the MBE Program, any questions
15 about any of that should go through that e-mail.

16 MR. GULLUCCI: Don't forget to sign in and
17 leave business cards. Thank you.

18 (Whereupon, at 2:05 p.m., the Pre-TORFP
19 conference was concluded.)

20 .

21 .

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I, Deborah B. Gauthier, Notary Public, before whom the foregoing Pre-Proposal Conference was held, do hereby certify that said Pre-Proposal Conference is a true record of the proceedings; that I am neither counsel for, related to, nor employed by any of the parties to this action, nor financially or otherwise interested in the outcome of the action; and that the Pre-Proposal Conference was reduced to typewriting by me or under my direction.

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Date: January 9, 2020 1:00PM L-3

*Leave Business Card in Envelope

CATS+ TORFP #M00B0600019

Name	Company Name Address	Phone Number	Fax Number	E-mail Address & Certification Number	Certified MBE/SBR	
					YES	NO
Bola Hooper	ATT Systems 12200 Tech Road, Sct 200 Silver Spring, MD 20904	301-646-1720	301-384-1405	Bola.Hooper@ATS.COM		X
Patrick Cookley	North Highland	617-306 7032		Patrick.cookley@ northhighland.com		X
FRED MILLER	INNOVATE 7127 AMERLINDOR RD MINOR RD, MD 21224	202 549 5345		fred.miller@ innovatet.com		X
MIKE FAULKNER	Que Technology Group	443 896-8649		MICHAEL.FAULKNER@ QTECHQ.COM	X	

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Date
CATS+ TORFP #M00B0600019

Name	Company Name Address	Phone Number	Fax Number	E-mail Address & Certification Number	Certified MBE/SBR	
					YES	NO
SRINIVAS	INNOOSOFI	573-230-1625	206-309-0196	SRINIVAS@INNOOSOFI.COM	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Adam Lee	Hendall 203 Research Rd East-Side MD 20850	201-471-7222		adam.lee@hendall.com	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Paresh Sharma	Navitecs	7036246826		Paresh.Sharma@Navitecs.com	<input checked="" type="checkbox"/>	<input type="checkbox"/>
MOHAN	NEXSOLV				<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>
					<input type="checkbox"/>	<input type="checkbox"/>

