AHCCCS
Arizona Health Care Cost Containment System

**Summary of Events**
**#YH23-0021 AHCCCS Systems Integrator Services**

Date: May 11, 2023

The Request for Proposals (RFP) commenced in accordance with A.R.S. § 36-2906.

This solicitation was open to limited contractors under the NASPO Value Point Cloud Contracts.

Timeline

1. The procurement was written and reviewed by a team of internal subject matter experts from AHCCCS in conjunction with consultants from NTT Data.
2. The procurement was sent to vendors on February 6, 2023 via email.
3. Round #1 Questions were due February 9, 2023, and were answered by AHCCCS and published in Solicitation Amendment #1 on February 13, 2023.
4. Round #2 Questions were due February 15, 2023, and were answered by AHCCCS and published in Solicitation Amendment #2 on February 17, 2023.
5. Evaluator Training and Scoring Methodology meeting was held on March 16, 2023.
6. Proposals were due March 20, 2023 and 5 proposals were received.
7. Individual Evaluation was held between March 20, 2023 and March 26, 2023.
8. Consensus Evaluation was held between March 27, 2023 and April 3, 2023.
9. Clarification Letter #1 was sent to all offerors on March 27, 2023.
10. Subsequent clarifications were sent to individual offerors on an as needed basis.
11. Recommendation for award was reached on April 27, 2023.
12. The State of Arizona budget was confirmed by the Arizona Legislature on May 12, 2023.
13. Contingent Award was made on May 17, 2023.

List of Offerors

A total of five (5) proposals were submitted to AHCCCS by the following vendors in alpha order:

- Accenture
- Deloitte
- Gainwell Technologies LLC/ DXC
- Health Tech Solutions LLC (through either CarahSoft or SHI)
- KPMG LLC (through Carahsoft)

Confidential Requests

The following four (4) vendors requested select portions of their proposals to be kept confidential due to proprietary concerns and thus withheld from public view. The procurement officer reviewed each request and will agree with the requests.

- Accenture
- Deloitte

- Gainwell Technologies LLC
- KPMG LLC

Scoring Methodology

The scoring methodology was as follows.

- Mandatory Requirements (security Certifications) - PASS/FAIL
- Pricing - maximum points allowable of 350
- Requirements Matrix - maximum points allowable of 330
- Approach (including proposed methodology, timeline and solution overview) - maximum points allowable of 320
- Experience and Capacity of the firm was reviewed but not scored

Evaluation Team

The proposals were evaluated pursuant to the evaluation criteria published in the RPP. The following subject matter experts served as evaluation committee members:

- Marna Richmond (AHCCCS)
- Anthony Flot (AHCCCS)
- Mike Sisson (AHCCCS)

Additional non-scoring subject matter experts were consulted on an as-needed basis for technical aspects of the proposal.

Award Recommendation

After giving the proposals serious consideration and after examining the facts related to the evaluation criteria as published in the solicitation, the Committee recommended a contract be awarded to **Health Tech Solutions**. It is determined that this Offeror submitted a proposal that was in line with the agency's objectives and that this award will be the most advantageous to AHCCCS and the State of Arizona based on the evaluation factors set forth in the solicitation.

The Chief Procurement Officer concurred with the committee's recommendation.

Award will be made for the base solution, including DDI and Maintenance and Operations, a pool of 90,000 hours for new development, with option to expand to the optional elements and will be based on the following conditions:

1. CMS Approval of the project award as well as the APD funding for the project.
2. State of AZ ITAC or other internal State approvals from ADOA.
3. State of AZ Budget approval.
4. Finalization of contract between Carahsoft and HealthTech Solutions.

The final scoring sheet is incorporated into this Summary as shown on the following page.

## YH23-0021 SCORING SUMMARY

| Criteria | Points Max | ACCENTURE | DELOITTE | GAINWELL | HEALTH TECH | KPMG |
|---|---|---|---|---|---|---|
| **Mandatory Requirements (Security certs)** | Pass/Fail | PASS | PASS | PASS | PASS | PASS |
| **Pricing Schedule** | 350 | 253 | 272 | 333 | 350 | 331 |
| **Requirements** | 330 | 264 | 165 | 198 | 264 | 132 |
| **Approach** | 320 | 192 | 128 | 192 | 256 | 160 |
| **TOTAL SCORE** | **1000** | **709** | **565** | **723** | **870** | **623** |