

EXHIBIT A

June 26, 2020

THIS NOTICE WAS SENT VIA EMAIL

Robert Phillips, President and CEO
The Center to Promote Healthcare Access, Inc DBA Alluma
1951 Webster Street, 2nd Floor
Oakland, CA 94612
rphillips@alluma.org

Re: RFP YH20-0001 Results
Health e Arizona Plus Maintenance and Operations Service RFP

Dear Mr. Phillips:

Your proposal to provide the above referenced services was received and reviewed. The proposal was ultimately determined to be not susceptible for award. Please see attached determination.

Contract award was made to Accenture. This proposal will be the most advantageous to AHCCCS based on the evaluation factors set forth in the solicitation. The full procurement file may be found on our website under the solicitation documents (<https://www.azahcccs.gov/Resources/OversightOfHealthPlans/SolicitationsAndContracts/open.html>)

We have truly appreciated your partnership over the years. We encourage your response to upcoming solicitations that will be offered in the near future. Please feel free to reach out to me directly to request a vendor debrief if you are interested.

Sincerely,

Meggan LaPorte

Meggan LaPorte, MSW CPPO
AHCCCS Chief Procurement Officer
Meggan.LaPorte@azahcccs.gov
Procurement@azahcccs.gov

PROCUREMENT DETERMINATION

Solicitation Number: YH20-0001

Service: HEAplus Maintenance and Operations RFP

After careful review of the proposal submitted by The Center to Promote Healthcare Access, dba Alluma, the Chief Procurement Officer has determined that the proposal is not susceptible for award for the following reason:

1. The proposal is unreasonably high in comparison to other proposals received.
 - a. The 5 year cost submitted by Alluma for all scored portions is \$138,863,613 in comparison to the other proposals at \$36,592,728, \$41,277,318 and \$49,959,499. Alluma's proposal is 178-279% higher than the other offers received. See cost scoring methodology for description of scored portions.
 - b. The total 5 year cost submitted by Alluma for all portions, scored and not scored, is \$139,362,536 in comparison to other proposals at \$42,031,087, \$53,881,208 and \$43,540,325. Alluma's total 5 year cost proposal is between 159-232% higher than the other offers received.
 - c. Additionally, as the incumbent contractor, Alluma's offer proposes an increase of more than 35% for Maintenance and Operations costs compared to current contract expenditures for Maintenance and Operations.
2. The agency chief procurement officer also determines that prompt notification to Alluma would compromise the State's ability to negotiate with other offerors, thus this determination is confidential until date of award.

Therefore, pursuant to R9-22-602, the proposal is hereby rejected.

Signature: Signature on file

Name: Meggan LaPorte, CPPO
Title: Chief Procurement Officer
Date: March 27, 2020