

October 12th, 2020

Via Electronic Submission

Traci Davidson, Sr. Strategic Sourcing Analyst
Indiana Department of Administration
402 W. Washington St., Room W468
Indianapolis, Indiana 46204

Ms. Davidson,

Thank you for the opportunity to provide our proposal to the Indiana Department of Administration on behalf of the FSSA Division of Mental Health and Addiction for the Statewide Behavioral Health Gap Analysis. KSM Consulting, LLC (KSMC) is pleased to submit this response to RFP 21-2664.

2.2.1 KSM Consulting, LLC acknowledges understanding of the general information presented in Section 1 of RFP 21-2664, and agrees with any requirements/conditions listed in Section 1.

2.2.2 KSMC has the full ability and desire to supply the requested products/services defined in Section 1. KSMC is ready and willing to provide the requested products and/or services subject to the terms and conditions set forth in RFP 21-664 including, but not limited to, the State's mandatory contract clauses, per 2.3.5 of the RFP.

We understand the primary objective of your request for proposal is to plan and develop a comprehensive report to determine the state of the State of Indiana regarding the entire continuum of care for substance use disorder, mental health, primary care, prevention and recovery in order to treat a person as whole. The following deliverables will be produced:

- Behavioral Health Gap Analysis Report
- Interactive MAP by County

KSMC goes above and beyond, defining what consulting is and how it is done. In that, KSMC sees DMHA's request for a response as the opportunity to apply advanced methods for better data gap analyses and complex solution problem-solving. KSMC understands there can be varied factors contributing to delays and difficulties in accessing mental health and substance use services.

The Technical Repose details how KSMC's recommended approach and experience with gap analysis, data analysis, and similar work will help you achieve your objectives. Through the engagement of KSMC, we will deliver value by providing:

- **Experience Executing Gap Analysis and Data-Driven Solutions.** KSMC's data analytics consulting team translates data into insights that help refine organizations and programs with great success. Data-driven decisions get the best possible outcomes, and we are experts in the full spectrum of skills that help our clients get the most out of the information we gather about their organization. These skills include data warehousing, business intelligence, electronic data management and conversion, as well as advanced data analytics and data science. While we help clients optimize their data in many industries, our team has extensive experience working in regulated environments in the public sector.

- **Design Thinking.** Using a Design Thinking approach, KSMC is highly skilled at helping organizations successfully evaluate, assess, and implement solutions that help them meet their short- and long-term business goals.
- **Local, Available Resources.** KSMC is committed to helping our clients succeed, and our skilled and highly-dedicated resources are available locally to ensure client trust and satisfaction, as well as KSMC resource availability and access. We understand the vision, scope, and value of the DMHA project, and our team of experts is committed to ensuring DMHA's success, both immediately and in the long-term.

2.2.3 Mark Caswell has authority to commit KSM Consulting, LLC to the representations included in this letter and within our proposal package, and certify that the information offered in the proposal meets all general conditions including the information requested in RFP 21-2664.

The principal contact for this proposal is Jeanine Motsay, who is a Senior Consultant on the KSMC team. The business address is:

KSM Consulting
111 Monument Circle, Suite 202
Indianapolis, IN 46204.

Jeanine can be reached at (317) 223-1161 (phone) or jmotsay@ksmconsulting.com (email).

2.2.4 KSMC agrees to notification by email.

2.2.5 The following documents are listed confidential under the appropriate APRA exemption.

- AttB - CONFIDENTIAL KSMC Formal Disaster Recovery Plan – exemption under trade secrets IC 5-14-3-4(a)(4)
- 2.3.3_CONFIDENTIAL_KSMC_D&B_Comprehensive Report – exemption under trade secrets IC 5-14-3-4(a)(4)
- AttC - CONFIDENTIAL KSMC IEI – exemption under confidential financial information IC 5-14-3-4(a)(5)

Should you have any questions, please do not hesitate to contact me as an alternative at mcaswell@ksmconsulting.com or at 317.627.0250.

Sincerely,



Mark Caswell
President
KSM Consulting, LLC