

November 13, 2020

Emily Cranfill, Strategic Sourcing Analyst
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

RE: Response to RFP Number 21-2355 for Fraud and Abuse Detection System (FADS)

Dear Ms. Cranfill:

Deloitte Transactions and Business Analytics LLP (Deloitte) is pleased to submit this proposal to provide a Fraud and Abuse Detection System (FADS) for the Indiana Office of Medicaid Policy and Planning (OMPP). We have had the privilege of serving the State of Indiana for three decades. During this time, we have worked with the State to effectively implement and administer programs such as Medicaid. In our proposal, we demonstrate our commitment to continuing this record of collective success as we look forward to delivering innovative solutions to support your evolving needs.

2.2.1 Agreement with Requirements listed in Section 1

Deloitte acknowledges understanding of the general information presented in Section 1, and we agree with the requirements/conditions listed in Section 1.

2.2.2 Summary of Ability and Desire to Supply the Required Products or Services

Deloitte understands that the Indiana Department of Administration (IDOA), acting on behalf of the Indiana Office of Medicaid Policy and Planning (OMPP) seeking a vendor to provide a Fraud and Abuse Detection System.

Deloitte has a rich history in serving the State of Indiana, including extensive experience with your systems and software, both from a technology and business perspective. We also know you, your stakeholders, and your constituents. This allows us to respond quickly and efficiently to your changing needs and offer innovative and pragmatic ideas that align with your technical, business, and organizational environment.

Deloitte is willing to provide the products and/or services defined in Section 2.4 of the RFP subject to the Sample Contract terms set forth in RFP Attachment B, including the mandatory contract terms as listed in Section 2.3.5 of the RFP, as further explained in our response in Section 2.3.5 of our Business Proposal. With certain clarifications, including those described in Section 2.3.5 of our Business Proposal, we accept in principle, the contract terms and conditions included in the RFP as drafts of certain provisions of a contract, the final terms of which will be negotiated by the Indiana Department of Administration and Deloitte if we are awarded the contract. Deloitte acknowledges that the State has identified certain clauses in RFP Section 2.3.5 as mandatory and agrees that these clauses should remain as mandatory in the final contract.

2.2.3 Signature of Authorized Representative

██████████ is authorized to commit Deloitte to its representations and can certify that the information offered in our proposal meets all general conditions including the information requested in RFP Section 2.3.4 (Authorizing Document). We have provided a letter of signatory authority as part of our Business Proposal. ██████████ will serve as the principal contact for this proposal. His contact information is:

[REDACTED]

2.2.4 Respondent Notification

Deloitte understands that notification will occur via email. We understand that it is our obligation to notify the Procurement Division of any changes in any address.

2.2.5 Confidential Information

In accordance with Section 1.15 (Confidential Information) of the RFP, Deloitte is claiming a statutory exception to the Access to Public Records Act (APRA). As instructed, we are specifying (see the Confidential Information Designation section to this Transmittal Letter) which statutory exceptions of APRA apply and to which material the exceptions apply. We have also provided a separate redacted (for public release) version of the proposal.

2.2.6 Other Information

We are well positioned to successfully transition program integrity services to Indiana. Our clients have indicated that these have been seamless, low-risk, and ultimately have resulted in improved service delivery. Throughout our proposal, we highlight how the State of Indiana benefits from continuing the its journey with Deloitte. In summary:

- Deloitte offers proprietary, innovative technologies and services to Indiana that represent leading-edge capabilities in program integrity
- A seamless transition is the lowest risk to the State, and our methodology aligns to efficient on-boarding and delivery of program integrity solutions
- Our team provides business agility and technical strength, with expertise in program integrity, cognitive analytics, project management and fraud risk management
- We bring innovation in government and insights that will truly help Indiana enhance its capabilities
- We are committed to taking FADS to the next level

2.2.7 Adherence to Mandatory Requirements

Deloitte meets the Mandatory Requirements as described in section 2.4 of Attachment I, Statement of Work. Below we illustrate how we meet the requirements.

• Independence (2.4.1)

Deloitte is independent from any provider or MCE it would audit or review under the work contemplated by this Contract (including a review of claims). Accordingly, Deloitte (and its subcontractors and any officers or employees of the Respondent or subcontractor) are not:

- Owned or controlled by, or own or control, any provider enrolled with Indiana Medicaid
- Owned or controlled by, or own or control, any MCE

• Use of Proposed Technology in an Analogous Setting (2.4.2)

Pallium, Deloitte's proposed Case Management and Provider Peer Comparison Tool is currently being used and has been used for multiple analogous projects within the past four years including a State Medicaid agency, a multi-state Managed Care Entity, and commercial health payors. Please refer to *Attachment F, Technical Overview*, and *Attachment F, Section 4.0, Contractor Systems and Technology*, for more details.

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Closing

Deloitte is the right choice for Indiana's FADS project. We refer you first, to the General Section 2.3.1 of our Business Proposal to learn more about Deloitte's corporate capabilities, experience and the key elements of our technical proposal and further understand why Deloitte is the right choice to work with the State on this initiative. Should you have any questions, please contact me at [REDACTED]

[REDACTED]

Principal, Deloitte Transactions and Business Analytics LLP

Enclosure: Confidentiality/APRA Letter