

Executive Summary

June 5, 2023

Christina Garcia – Negotiated Bid 23-74607
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

RE: Contract Negotiated Bid #23-74607, On Behalf of Indiana State Department of Health,
Solicitation for: Women, Infants and Children (WIC) Formula Cost-Containment System

Dear Ms. Garcia:

Mead Johnson & Company, LLC (Mead Johnson), is pleased to submit the enclosed bid proposal response regarding Contract Negotiated Bid #23-74607, on behalf of Indiana State Department of Health, Women, Infants and Children (WIC) Formula Cost-Containment System.

Mead Johnson is willing and has the ability to implement an infant formula contract with the State and to supply the requested products and services subject to the terms and conditions set forth in the solicitation.

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

Mead Johnson has been involved with WIC cost containment since 1988; therefore, Mead Johnson has extensive experience in making infant formulas available to ultimately meet the needs of WIC infant participants in the State of Indiana. We are fully confident based on our extensive experience in the infant formula industry and with WIC contracts, that we have the qualifications and capabilities to provide an infant formula rebate system for the State.

Mead Johnson assures that an adequate supply of contract infant formula will be available throughout the State during the entire contract period through the current retail distribution network. Mead Johnson has significant production capability to assure that an adequate supply of contract infant formula will be manufactured. Mead Johnson confirms we meet the requirements and will comply with the conditions set forth in Section One (General Information and Requested Products/Services).

2.2.2 – Signature of Authorized Representative

Mark Andrew Lannert is authorized to sign these bid documents and is authorized to commit Mead Johnson to its representations. He also certifies that the information provided is accurate and meets the general conditions.

Derrick Rumley will be the principal contact for the proposal. His contact information is:

Mead Johnson & Company, LLC
Attn: Derrick Rumley (B501)
2400 W. Lloyd Expressway
Evansville, IN 47721-0001
Phone: 812-429-7417
Email: Derrick.Rumley@reckitt.com

2.2.3 – Respondent Notification

Please provide all notifications to Mark Andrew Lannert, Director, WIC Business Team at Andy.Lannert@reckitt.com and Derrick Rumley, Manager, WIC Business Team at Derrick.Rumley@reckitt.com.

2.2.4 – Secretary of State

Certification of Existence is valid and attached for reference.

2.2.6 – Contract Terms/Clauses

Mead Johnson accepts the terms and conditions provided in Attachment B.

2.2.7 – Registration to do Business

As noted above, Mead Johnson is registered with Secretary of State and certificate is attached for reference.

Mead Johnson also confirms registration to do business with the state (Bidder ID 0000019602)

2.2.8 – Authorizing Document

Please see included signatory authority document confirming Mark Andrew Lannert is authorized to sign and execute contracts on behalf of Mead Johnson & Company, LLC.

As noted above in section 2.2.2, Derrick Rumley will be the principal contact for the proposal.

Bidder ID: 0000019602

FEIN: 35-1140848

Type of Business: LLC

NAICS Code: 311999 & 325412

2.2.11 – General Information

General & Contact Information:

Primary Contact: Derrick Rumley

Mead Johnson & Company, LLC

2400 West Lloyd Expressway

Evansville, IN 47721-0001

Phone: 812-429-7417

Email: derrick.rumley@reckitt.com

- a. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

Yes (attached)

- b. What is your company's technology and process for securing any State information that is maintained within your company?

Documents are maintained on a secure SharePoint drive with access limited to those individuals working directly with State documents. Additional information can be provided upon request.

2.2.12 – Experience Serving State Governments

Mead Johnson has been involved with WIC cost containment since 1988 and currently holds WIC contracts in 13 states. Please see 2.2.13 for requested references.

2.2.13 Experience Serving Similar Clients

Below are 3 State references for existing contracts of a similar size to Indiana in which Mead Johnson currently holds the contract.

1. Illinois Department of Human Services, Bureau of Family Nutrition
Contact: Stephanie Bess, WIC Director
Phone: 217-782-2166
E-mail: stephanie.bess@illinois.gov
Address: 823 East Monroe Street, Springfield, IL 62701
Current Contract Duration: 2/1/2023 – Present

2. Alabama Department of Public Health – WIC Division
Contact: Allison R Hatchett, WIC Director
Phone: 334-206-2927
E-mail: Allison.Hatchett@adph.state.al.us
Address: 201 Monroe Street, Montgomery, AL 36093
Current Contract Duration: 10/1/2021– Present

3. Ohio Department of Health, Bureau of Nutrition Services
Contact: Corey Shepherd, Director, Ohio WIC Program
Phone: 614-329-7949
E-mail: Corey.Shepherd@odh.ohio.gov
Address: 246 N. High Street, Sixth Floor, Columbus, OH 43215
Current Contract Duration: 10/1/2021 - Present

If there are any questions or clarifications concerning this bid submission, please do not hesitate to call me, Mark Andrew Lannert, Director WIC Business Team, at (812) 429-5217. In my absence, please contact Derrick Rumley, Manager WIC Business Team at (812) 429-7417.

Sincerely,



6/5/23

Mark Andrew Lannert
Director, WIC Business Team