# agenda_header

April 4, 2022

Traci Davidson, Account Manager

Indiana Department of Administration

Procurement Division

402 W. Washington Street, Room W468

Indianapolis, IN 46204

Hello, Ms. Davidson.

Please find below Onpoint Health Data’s completed Executive Summary in response to the State of Indiana’s Request for Proposal (RFP) #22-70302 (“All Payer Claims Database Administrator”), which emulates the format used throughout the RFP’s Business and Technical proposal response sections.

Onpoint appreciates the opportunity to provide this summary as a complement to our Business, Cost, and Technical proposals, which have been provided in adherence to the RFP’s requirements.

If I can respond to any questions or address any concerns, I can be reached using the information below.

A black and white image of a guitar

Description automatically generated with medium confidenceSincerely,

A black and white image of a guitar

Description automatically generated with medium confidence

James Harrison, Onpoint President & CEO

207-430-0682

[jharrison@onpointhealthdata.org](mailto:jharrison@onpointhealthdata.org)

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

The Executive Summary must briefly summarize the Respondent’s ability to supply the requested products and/or services that meet the requirements defined in Section 2.4 of this solicitation.

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| Onpoint Health Data (“Onpoint”) offers precisely the experience and capabilities required in this solicitation from the Indiana Department of Insurance (IDOI) as defined in RFP Section 2.4. We have developed more than half of the all-payer claims database (APCD) systems in operation across the country, we’ve established cloud-based Analytic Environments for the majority of clients and their end users, and we’ve worked collaboratively with multiple clients to design and launch customized public transparency reporting solutions.  We are differentiated from other potential vendors in important ways:   * **Depth of APCD experience.** Onpoint currently supports APCD programs in 10 states with data management and/or analytic services. We were selected to support APCDs in California and Maryland in 2021 and are confident that our references will attest to our in-depth expertise and strong customer service. * **Breadth of quality assurance processes.** Quality assurance is the most critical function of any APCD solution. There is no vendor that can match the breadth of Onpoint’s data quality validation processes and our staff’s experience and expertise in vetting APCD data. * **Innovation in public transparency reporting.** Onpoint’s public-facing consumer website for Washington State’s APCD, Washington HealthCareCompare (<https://www.wahealthcarecompare.com>), was awarded the 2018 “Innovation in Data Dissemination Award” by the APCD industry’s National Association of Health Data Organizations (NAHDO). We have collaborated with clients and other contractors to develop consumer transparency solutions, each of which is tailored to their unique interests and requirements. * **Business intelligence solution designed for APCDs.** Within the planned IDOI Analytic Environment, Onpoint will deploy not only the data products and tools that address the RFP requirements but also a business intelligence (BI) solution designed to make the APCD accessible to a broad set of users. Our BI solution is designed specifically for APCD users and use cases, offering a suite of dashboards across multiple health analytic domains. Built with the user-friendly Tableau interface, the BI solution offers ease of navigation and the ability to drill down, filter results, and change visualizations effortlessly and intuitively.   We have assembled a team of subcontractors that bolster Onpoint’s experience and capabilities with on-the-ground Indiana resources and market expertise. Following is an introduction to Onpoint’s partners in this RFP and the role that each will play:   * **Briljent.** An Indiana-based certified Women Business Enterprise (WBE), Briljent brings deep expertise in developing the skills and knowledge of workers in government and other sectors as well as specialized expertise in health information technology. For the Indiana APCD, Briljent will provide project management support through a project manager with Project Management Professional (PMP®) certification in addition to supporting specific stakeholder engagement and training service requirements. * **Haystack.** A certified Minority Business Enterprise (MBE), Haystack brings expertise in the development of reliable software solutions for websites as well as web-based and mobile applications. Haystack’s Indiana-based team, located in the Fountain Square area of downtown Indianapolis, will utilize their technical expertise to design, develop, and maintain an easy-to-use, powerful, public-facing website for Indiana’s APCD that is both stable and intuitive for all users. * **Vespa Group.** Vespa Group is an Indiana Veteran Owned Small Business (IVOSB) specializing in technology consulting with a proven track record of efficient and effective customer service. Vespa Group’s team will provide targeted data architecture optimization by performing studies of Indiana’s cloud infrastructure design and driving operational planning decisions. Vespa Group also will provide security consulting, assisting with reviews of the results of regulatory examinations, compliance reviews and audits, and third-party vulnerability assessments and penetration tests to support the Indiana APCD.   Together, we are prepared to deliver an end-to-end APCD solution that meets all of the requirements put forward by IDOI under this procurement. We do so with a team and approach that is cohesive, cost effective, and responsive to the State’s specific needs. |

**2.2.2 Signature of Authorized Representative**

A person authorized to commit the Respondent to its representations and who can certify that the information offered in the proposal meets all general conditions including the information requested in Section 2.3.4, must sign the Executive Summary. In the Executive Summary, please indicate the principal contact for the proposal along with an address, telephone, and e-mail address, if that contact is different than the individual authorized for signature.

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| This Executive Summary has been signed (above) by James Harrison, Onpoint’s President and CEO. Mr. Harrison will serve as the principal contact for this proposal. His contact information as well as the additional company information requested in RFP section 2.3.9 (“Authorizing Document”) follows:   * **Address:** 75 Washington Avenue, Suite 1E; Portland, ME 04101 * **Telephone:** 207-430-0682 * **Email:** [jharrison@onpointhealthdata.org](mailto:jharrison@onpointhealthdata.org) * **Bidder ID #:** 0000058712 * **FEIN:** 01-0349706 * **Type of business:** Private, nonprofit corporation * **NAICS code:** 518210 |

**2.2.3 Respondent Notification**

Unless otherwise indicated in the Executive Summary, Respondents will be notified via e-mail.

It is the Respondent’s obligation to notify the Procurement Division of any changes in any address that may have occurred since the origination of this solicitation. The Procurement Division will not be held responsible for incorrect vendor/contractor/respondent addresses.

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| Onpoint confirms that there have been no changes in the email addresses used to supply correspondence and confirmations related to this solicitation. The relevant addresses remain as follows:   * **Principal contact:** James Harrison, President/CEO ([jharrison@onpointhealthdata.org](mailto:jharrison@onpointhealthdata.org)) * **Registered IDOI bidder contact:** Jenn Toms, Director of Business Development ([jtoms@onpointhealthdata.org](mailto:jtoms@onpointhealthdata.org)) |

**2.2.4 Secretary of State**

The Respondent shall indicate their status with respect to the Office of the Indiana Secretary of State.

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| Onpoint has successfully registered to do business with the Indiana Secretary of State as a nonprofit corporation. Onpoint’s assigned Business ID is 202203241577659. |

**2.2.5 Other Information**

This item is optional. Any other information the Respondent may wish to briefly summarize will be acceptable.

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| Onpoint appreciates the opportunity to provide this Executive Summary in response to Indiana’s RFP #22-70302 (“All Payer Claims Database Administrator”). We have worked to build a team that combines our national expertise with Indiana-based partners to offer the State unmatched experience in APCD development and operations as well as deep knowledge of the local healthcare market, which will be essential to the successful launch and ongoing operation of the State’s APCD.  Onpoint is supporting the largest and most diverse group of APCD users and use cases nationally, which has helped us to develop and deliver APCD products with a rich and flexible suite of data enhancements. These enhancements are not just canned outputs but instead are time-tested, transparent, APCD-specific tools that our clients rely on every day to make efficient and effective use of their data. Our team’s valuable experience in both the Indiana and national markets will allow us to draw on our diverse knowledge to advise IDOI on analytic approach, external data source linkage, data enhancements, and a variety of other topics such as data governance policies, stakeholder engagement, and program sustainability.  Our Business, Cost, and Technical proposals provide additional details regarding our approach and solution design. We remain always available to respond to any questions. |