March 10, 2021

Indiana Department of Administration

Procurement Division

Attn: Traci Davidson

402 West Washington Street, Room W468

Indianapolis, Indiana 46204

Re: RFP 21-66211

On behalf of Anthem Insurance Companies, Inc. (Anthem), I am pleased to offer this response to RFP 21-66211 for Medical TPA, EAP and Data Warehouse. As President and General Manager of Anthem Indiana, I am authorized to obligate Anthem to the representations we have made in our proposal.

I acknowledge our understanding of the general information presented in Section 1 and agree with all requirements/conditions listed in Section 1. Further, I certify the information offered in the proposal meets all general conditions including the information requested in Section 2.3.4.

We are willing and able to provide the requested products and/or services subject to the terms and conditions set forth in the RFP including, but not limited to, the State’s mandatory contract clauses.

We're proud to have the opportunity to continue to work with you, building on our longstanding collaboration. The enclosed proposal reflects Anthem's deep commitment to being a trusted and reliable partner, now and in the future. In addition to a highly competitive administrative fee and meaningful performance guarantees - including those for discount and trend - it introduces market-leading capabilities to support and complement your network, benefits, and member engagement strategies. We trust you will find our proposal thoughtful, innovative, and compelling in Anthem's ability to be a true partner in your efforts to simultaneously improve health and reduce costs.

The State's latest Request for Proposal showcases an ambitious vision and a dedication to value-based care as well as consumer engagement strategies to optimize the utilization of providers that rise to the challenge.

Here's why we're confident we can deliver it best:

• Anthem is a known and trusted collaborator with a proven record of doing what it takes to meet the needs of the State and the individuals for whom you provide health benefits. We pride ourselves on keeping our promises.

• Together with forward-thinking providers, Anthem is rapidly expanding our unparalleled value-based provider relationships by enabling them to take on greater accountability for quality, outcomes, member experience and cost.

• High penetration and unrivaled brand trust among public sector employers and employees position us well to support the State.

• We are committed to continuing our support for the State's Invest in Your Health program and will offer new programs and services to compliment your current robust strategy.

Here's what you will see in our offer:

• $16,400,000 of new value-added services, while holding annual fees nearly flat (over the four-year contract).

• HealthSync, our statewide high-performance network (HPN), aligned with a tiered benefit strategy to provide an additional $24,000,000 in claims savings (based on contracts, quality, and steerage). This strategy includes our market-leading PPO network which is a +4.7% proven advantage over our closest competitor.

• $6,060,000 in Cost and Performance Guarantees.

• Dedicated service models powered by digital technology.

• Integration that fully supports the State’s multi-faceted programs and vendor relationships, powered through our turnkey product/network strategy, service model, and digital technology.

• EAP and Behavioral Health investments for continued network enhancements and dedicated resources.

• Data warehouse services delivered through a widely recognized and established vendors in IBM/Truven

Respondent notifications should be provided to the following contacts:

Principal contact: Secondary contact:

David Watt Pamela Bales

Director of Sales Account Manager

Anthem Insurance Companies, Inc. Anthem Insurance Companies, Inc.

220 Virginia Avenue 220 Virginia Avenue

Indianapolis, Indiana 46204 Indianapolis, Indiana 46204

317-727-4816 317-407-6326

david.watt@anthem.com pamela.bales@anthem.com

Anthem values the long-term relationship that we have with the State of Indiana, and we are proud of the value that we have brought to the State. We look forward to continuing this partnership. You have my personal guarantee that the resources of Anthem are at your disposal. I look forward to hearing how we can be of further assistance and may be reached at 317-287-7753.

Sincerely,



Beth Keyser

Plan President and General Manager

Anthem Insurance Companies, Inc.