

Gainwell Technologies LLC

Response to the State of Indiana Department of Administration on
Behalf of the Family and Social Services Administration Office of
Medicaid Policy and Planning

Medicaid Management Information System Maintenance and Operations and Medicaid Business Operations

Request for Proposal 22-70376



Executed Forms (PDFs via DocuSign)

March 8, 2022

3:00 p.m. Eastern Time

gainwell

**ATTACHMENT A
MINORITY & WOMEN'S BUSINESS ENTERPRISES RFP SUBCONTRACTOR
COMMITMENT FORM**

In accordance with IC 4-13-16.5 and 25 IAC 5, it has been determined that there is a reasonable expectation of Minority and/or Women Business Enterprise subcontracting opportunities on a contract awarded under this RFP. The MWBE Subcontractor Commitment form is **Attachment A**. The MWBE Subcontractor Commitment Form is to be submitted as a part of the Respondent's proposal. In order for the subcontractor commitment to result in evaluation points for the Respondent, the entity must be on the [State of Indiana Certified M/W/IVOSB list](#).

If participation is met through use of respondents who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this proposal and the cost of direct supplies for this proposal. Respondents must complete the Subcontractor Commitment Form in its entirety. The amount entered in "**TOTAL BID AMOUNT**" should match the amount entered in the **Attachment D**, Cost Proposal Template, Cost Proposal Summary Tab, cell H24. The MBE and/or WBE subcontractor amount and subcontractor percentage is based on the initial term of the contract for scoring purposes only. The subcontractor commitment shall apply to the life of the contract including any time after the initial term.

Failure to meet these goals will affect the evaluation of your Proposal. The Department reserves the right to verify all information included on the MBE/WBE Subcontractor Commitment Form.

Prime Contractors must ensure that the proposed subcontractors meet the following criteria:

- Must be on the [State of Indiana Certified MBE/WBE/IVOSB list](#), **on or before** the proposal due date
- Prime Contractor must include with their proposal the subcontractor's M/WBE Certification Letter provided by IDOA, to show current status of certification.
- Each firm may only serve as one classification – MBE, WBE, or IVOSB (see section 1.22)
- A Prime Contractor who is an MBE or WBE must meet subcontractor goals by using other listed certified firms. Certified Prime Contractors cannot count their own workforce or companies to meet this requirement (see 25 IAC 5-6-2(d))
- **Must serve a Valuable Scope Contribution (VSC). The firm must serve a value-added purpose on the engagement, as confirmed by the State.**
- Must provide goods or services only in the industry area for which it is certified.
- Must be used to provide the goods or services specific to the contract.
- National Diversity Plans are generally not acceptable

MINORITY & WOMEN'S BUSINESS ENTERPRISES RFP SUBCONTRACTOR LETTER OF COMMITMENT (MWBE)

A signed letter(s), on company letterhead, from the MBE(s) and/or WBE(s) must accompany the MWBE Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the MBE and/or WBE of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract. The MBE and/or WBE subcontractor amount and subcontractor percentage is based on the initial term of the contract for scoring purposes only. The subcontractor commitment shall apply to the life of the contract including any time after the initial term.

The State may deny evaluation points if the letter(s) is/are not attached, not on company letterhead, not signed and/or does not reference and match the subcontract amount, subcontract amount as a percentage of the **“TOTAL BID AMOUNT”** and the anticipated period that the Subcontractor will perform work for this solicitation.

By submission of the Proposal, the Respondent acknowledges and agrees to be bound the rules and requirements of the State’s M/WBE Program. Questions involving the regulations governing the MWBE Subcontractor Commitment Form should be directed to: Division of Supplier Diversity at (317) 232-3061 or [the Supplier Diversity website](#).

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

DUE DATE: 03/08/2022

TOTAL BID AMOUNT: \$ 290,013,032.75 (July 1, 2022-June 30, 2027)

<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
Company Name: aFit		Contact Person: Anna Murhling	
Address: 8295 N. Meridian St., Suite 101 Indianapolis, IN 46260		E-mail: amurhling@afitstaffing.com	
Sub-Contract Amount: \$ 4,644,387		Telephone Number: (317) 460-1588	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 1.60%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: aFit will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
Company Name: Briljent, LLC		Contact Person: Scott Lorch	
Address: 7615 W. Jefferson Blvd. Fort Wayne, Indiana 46804		E-mail: slorch@briljent.com	
Sub-Contract Amount: \$ 12,348,332		Telephone Number: (260) 434-0990	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 4.26%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: Briljent will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

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<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
Company Name: Critical Skills, Inc. d/b/a CSpring		Contact Person: Cynthia Pizarro	
Address: 9059 Technology Lane, Suite 700 Fishers, IN 46038		E-mail: cpizarro@cspring.com	
Sub-Contract Amount: \$ 1,896,960		Telephone Number: (317) 848-9571	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 0.65%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: CSpring will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
Company Name: Mailing Solutions, Inc., d/b/a Midwest Presort		Contact Person: Karen Scales	
Address: 3169 N Shadeland Ave, Ste B. Indianapolis, IN 46226		E-mail: karens@midwestpresort.com	
Sub-Contract Amount: \$ 560,000		Telephone Number: (317) 547-9937 ext. 905	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 0.19%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: Midwest Presort will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

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TOTAL BID AMOUNT: \$ 290,013,032.75 (July 1, 2022-June 30, 2027)

<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
Company Name: Sahasra Technologies Corp d/b/a STLogics		Contact Person: Feroz Syed	
Address: 1119 Keystone Way, Suite #301 Carmel, IN 46032		E-mail: ferozs@stlogics.com	
Sub-Contract Amount: \$ 12,821,744		Telephone Number: (317) 863-6387	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 4.42%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: STLogics will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

<input checked="" type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm			
Company Name: Bucher + Christian Consulting, Inc. d/b/a BCforward		Contact Person: Todd Tolson	
Address: 9777 North College Avenue Indianapolis, IN 46280		E-mail: Todd.Tolson@BCforward.com	
Sub-Contract Amount: \$ 19,835,656		Telephone Number: (317) 403-9404	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 6.84%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the MBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: BCforward will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

DUE DATE: 03/08/2022

TOTAL BID AMOUNT: \$ 290,013,032.75 (July 1, 2022-June 30, 2027)

<input checked="" type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm			
Company Name: Seven Seas Technologies, Inc. d/b/a S2Tech		Contact Person: Matt Moreau	
Address: 720 Spirit 40 Park Drive Chesterfield, MO 63005		E-mail: mattm@s2tech.com	
Sub-Contract Amount: \$ 1,860,588		Telephone Number: (636) 333-9197	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 0.64%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the MBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: S2Tech will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

<input checked="" type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm			
Company Name: The Consultants Consortium, Inc. d/b/a TCC		Contact Person: Mike Boyle	
Address: 1022 East 52 nd Street Indianapolis, IN 46205		E-mail: Mike.Boyle@e-tcc.com	
Sub-Contract Amount: \$ 2,151,120		Telephone Number: (317) 625-2547	Fax Number: N/A
Sub-Contract Percentage of Total Bid: 0.74%		Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the MBE participation requirements of the bid.	
Provide approximate dates when Sub-Contractor will perform on this project: TCC will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.			

STATE OF INDIANA MBE/WBE SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

DUE DATE: 03/08/2022

TOTAL BID AMOUNT: \$ 290,013,032.75 (July 1, 2022-June 30, 2027)

Gainwell Technologies

Respondent Firm

(617) 828-1579

Telephone Number

950 North Meridian, Suite 1150

Address

N/A

Fax Number

Indianapolis, IN 46204

City/State/Zip Code

jonas.shoor@gainwelltechnologies.com

Email Address

Jonas Shoor

Representative


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Authorizing Signature

March 8, 2022

Date

Paul Saleh, President and CEO

Printed Name and Title

☐ Please check if additional forms are attached.

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FORM MUST BE COMPLETED IN ITS ENTIRETY WITH COMPLETED LETTERS OF COMMITMENT.

**ATTACHMENT A1
INDIANA VETERAN OWNED SMALL BUSINESS RFP SUBCONTRACTOR
COMMITMENT FORM¹**

If participation is met through use of respondents who supply products and/or services directly to the Respondent, the Respondent must provide a description of products and/or services provided that are directly related to this proposal and the cost of direct supplies for this proposal. Respondents must complete the Subcontractor Commitment Form in its entirety. The amount entered in “**TOTAL BID AMOUNT**” should match the amount entered in the Attachment D, Cost Proposal Template Cost Proposal Template, Cost Proposal Summary Tab, cell H24. The IVOSB subcontractor amount and subcontractor percentage is based on the initial term of the contract for scoring purposes only. However, the subcontractor commitment shall apply to the life of the contract including any time after the initial term.

If the Respondent to the solicitation is an IVOSB certified entity, the letter confirming same should be submitted with their response. Therefore, the Respondent has the responsibility to alert IDOA of their certification. The IVOSB Respondent will receive the total points for the IVOSB evaluation criteria per section 3.2.7. Additional ISVOB subcontractors must be included if the IVOSB Respondent is seeking the additional bonus point.

The IVOSB respondent must list their **company contact information only** on the IVOSB Subcontractor Commitment Form.

Failure to address these goals may impact the evaluation of your Proposal. The Department will verify all information included on the IVOSB Subcontractor Commitment Form.

Prime Contractors must ensure that the proposed IVOSB subcontractors meet the following criteria:

- Must be listed on Federal Center for Veterans Business Enterprise registry, [VETBIZ](#) under INDIANA, or listed at [Certified M/W/IVOSB list](#), **on or before** the proposal due date.
- Prime Contractor must include with their proposal the subcontractor’s veteran business Certification Letter provided by either IDOA or Federal Govt. [VETBIZ](#), to show current status of certification.
- Each firm may only serve as one classification – MBE, WBE (see Section 1.21) or IVOSB.
- IVOSB must have a Bidder ID (see section 2.3.7 - Department of Administration, Procurement Division)
- A Prime Contractor who is an IVOSB **can** count their own workforce or companies to meet this requirement, (see IAC 25-9-4-1 (c))
- **Must serve a Valuable Scope Contribution (VSC). The firm must serve a value-added purpose on the engagement, as confirmed by the State.**
- Must provide goods or services only in the industry area for which it is certified as listed in the “[VETBIZ](#)” federal registry, under INDIANA or at [Certified M/W/IVOSB list](#).
- Must be used to provide the goods or services specific to the contract.

INDIANA VETERAN OWNED SMALL BUSINESS RFP SUBCONTRACTOR LETTER OF COMMITMENT

A signed letter(s), on company letterhead, from the IVOSB(s) must accompany the IVOSB Subcontractor Commitment Form. Each letter shall state and will serve as acknowledgement from the IVOSB of its subcontract amount, a description of products and/or services to be provided on this project, and approximate date the subcontractor will perform work on this contract. For scoring purposes only, the IVOSB subcontractor amount and subcontractor percentage is based on the initial term of the contract. However, the subcontractor commitment shall apply to the life of the contract including any time after the initial term.

¹ The Indiana Veteran Business Program is governed by IC 5-22-14 and 25 IAC 9.

The State may deny evaluation points if the letter(s) is/are not attached, not on company letterhead, not signed and/or does not reference and match the subcontract amount, subcontract amount as a percentage of the **“TOTAL BID AMOUNT”** and the anticipated period that the Subcontractor will perform work for this solicitation.

By submission of the Proposal, the Respondent acknowledges and agrees to be bound by the rules and requirements of the State’s IVOSB Program. Questions involving the regulations governing the IVOSB Subcontractor Commitment Form should be directed to: Division of Supplier Diversity at indianaveteranspreference@idoa.in.gov, (317) 232-3061 or [the Supplier Diversity website](#).

STATE OF INDIANA IVOSB SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

DUE DATE: 03/08/2022

TOTAL BID AMOUNT: \$ 290,013,032.75 (July 1, 2022-June 30, 2027)

Company Name: Esource Resources	Contact Person: Kimberly Everette-Douglass	
Address: 7114 Lakeview Parkway W Dr. Indianapolis, IN 46268	E-mail: Kimberly.everette@esourceresources.net	
	Telephone Number: (317) 402-5579	Fax Number: N/A
Sub-Contract Amount: \$ 6,585,856	Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the IVOSB participation requirements of the bid.	
Sub-Contract Percentage of Total Bid: 2.27%		
Provide approximate dates when Sub-Contractor will perform on this project: PME will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.		

Company Name: Professional Management Enterprises, Inc. (PME)	Contact Person: Danny Portee	
Address: 9245 N. Meridian Street Suite 210 Indianapolis, IN 46260	E-mail: dportee@pme-indy.com	
	Telephone Number: (317) 541-0200 ext. 201	Fax Number: N/A
Sub-Contract Amount: \$ 2,447,316	Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract: Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the IVOSB participation requirements of the bid.	
Sub-Contract Percentage of Total Bid: 0.84%		
Provide approximate dates when Sub-Contractor will perform on this project: PME will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.		

STATE OF INDIANA IVOSB SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

DUE DATE: 03/08/2022

TOTAL BID AMOUNT: \$ 290,013,032.75 (July 1, 2022-June 30, 2027)

Gainwell Technologies

Respondent Firm

(617) 828-1579

Telephone Number

950 North Meridian, Suite 1150

Address

N/A

Fax Number

Indianapolis, IN 46204

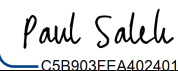
City/State/Zip Code

jonas.shoor@gainwelltechnologies.com

Email Address

Jonas Shoor

Representative


C5B903FFA402401

Authorizing Signature

Paul Saleh, President and CEO

March 8, 2022

Date

Printed Name and Title

☐ Please check if additional forms are attached.

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FORM MUST BE COMPLETED IN ITS ENTIRETY WITH COMPLETED LETTERS OF COMMITMENT.

Indiana Economic Impact Form, Attachment C

Instructions

1. Complete lines 1 - 15 with the information requested about the company in the Attachment C worksheet.

All companies desiring to do business with state agencies must complete an "Indiana Economic Impact" form (Attachment C). The collection and recognition of the information collected with the Indiana Economic Impact form places a strong emphasis on the economic impact a project will have on Indiana and its residents regardless of where a business is located. The collection of this information does not restrict any company or firm from doing business with the state.

2. Line 16: Enter N/A

3. Lines 18 and 21 measure the full-time equivalent (FTE) count of Indiana residents; this number will be auto-populated on Attachment C worksheet. Respondents shall populate the yellow-shaded cells in the FTE Details worksheet.

The state defines FTE as a measurement of an employee's productivity on a specific project or contract. An FTE of 1 would mean that there is one worker fully engaged on a project. If there are two employees each spending 1/2 of their working time on a project that would also equal 1 FTE.

Please populate the yellow-shaded cells in the FTE Details worksheet.

Respondents shall provide a job title for each of the FTE's proposed for The State of Indiana contract as well as the number of FTE that job title contributes to the total.

PROJECT MANAGER - 1 FTE

Please keep in mind that the only FTE's that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: 10 employees working on 4 contracts (1 of them being the State of Indiana contract) - each of the 10 employees would only count as 1/4 of an FTE or .25. Therefore, the total number of FTE's for this scenario would be 2.5.

Gainwell Response to RFP 22-70376_Att. C_Indiana Economic Impact Form



INDIANA ECONOMIC IMPACT - PROPOSALS AND CONTRACTS

State Form 51778 (R4 / 1-06)
DEPARTMENT OF ADMINISTRATION
Approved by State Board of Accounts, 2006

This information is required by the Indiana Department of Administration for all contractors, vendors/suppliers to the State of Indiana (complete all 22 items).

1	Legal Name of firm:	Gainwell Technologies LLC
2	Address/City/State/Zip Code:	950 N. Meridian Street, Ste.1150, Indianapolis, IN 46204
3	Telephone #/Fax #/Website:	Telephone #: 317.374.4986; Fax #: 317.488.5392 Website: www.gainwelltechnologies.com
4	Federal Tax Identification Number:	27-1510177
5	State/Country of domicile/incorporation:	California - United States of America
6	Location of firm's headquarters or principal place of business:	Gainwell Technologies LLC 355 Ledge lawn Drive Conway AR 72034
7	Name of parent company or holding company (if applicable):	Gainwell Acquisition Corporation
8	State/Country of domicile/incorporation of company listed in #7:	Delaware - United States of America
9	Address of company listed in #7:	355 Ledge lawn Drive Conway AR 72034
10	IN Department of Workforce Development (DWD) account number:	596415
11	IN Department of Revenue (DOR) account number:	0137782241 001
12	Number of Indiana resident employees per most recently completed IRS Form W-2 distribution:	249
13	Total number of employees per most recently completed IRS Form W-2 distribution:	9,198
14	Total amount of payroll paid to Indiana resident employees per most recently completed IRS Form W-2 distribution:	\$14,711,816.21
15	Total amount of payroll paid to all employees per the most recently completed IRS Form W-2 distribution:	\$526,518,832.73
16	Total amount of this proposal, bid, or current contract:	\$290,013,032.75

Gainwell Response to RFP 22-70376_Att. C_Indiana Economic Impact Form

ACCOUNTING OF INDIANA RESIDENT EMPLOYEES

17	Prime Contractor Company Name:	Gainwell Technologies LLC
18	Number of Full Time Equivalent (FTE) employees that are Indiana residents specifically for this proposal or contract:	97.49

19	Subcontractor Company Name:	aFit Staffing, Inc.	BCforward	Briljent	CSpring	Esource Resources	PME	S2Tech	STLogics	TCC
20	Address/Contact Person/Telephone Number/Tax ID Number:	Julie Phillips 8925 N. Meridian St. Suite 101 Indianapolis, IN 46260 (317) 418-5062 Tax ID 47-2379762	Todd Tolson 9777 North College Ave. Indianapolis, IN 46280 (317) 493-2017 Tax ID 35-2049936	Scott Lorch 7615 W. Jefferson Blvd. Fort Wayne, IN 46804 (260) 434-0990 Tax ID 35-2046588	Cynthia Pizarro 9059 Technology Lane Suite 700 Fishers, IN 46038 (317) 513-7773 Tax ID 35-1975037	Kimberly Everette-Douglas 7114 Lakeview Parkway West Dr. Indianapolis IN 46268 (317) 402-5579 Tax ID 37-1437685	Danny Portee 9245 N. Meridian Street Suite 210 Indianapolis, IN 46260 (317) 541-0200 Tax ID 20-4024802	Matt Moreau 720 Spirit 40 Park Drive Chesterfield, MO 63005 (636) 333-9197 Tax ID 43-1778118	Feroz Syed 1119 Keystone Way, Suite 301 Carmel, IN 46032 (317) 374-5930 Tax ID 47-5585137	Mike Boyle 1022 East 52nd Street Indianapolis, IN 46204 (317) 625-2547 Tax ID 35-1990942
21	Number of Full Time Equivalent (FTE) employees that are Indiana residents specifically for this proposal or contract:	6.40	45.44	26.67	2.55	9.30	3.20	2.62	23.49	2.15

22	Affirmation by authorized official:	I affirm under penalties of perjury that the foregoing representations are true to be the best of my knowledge and belief:
	Signature:	<div>DocuSigned by: <i>Paul Saleh</i> C6B002FEA403401...</div>
	Name of auththorized official:	Paul Saleh
	Title:	President and CEO
	Date:	March 8, 2022

Gainwell Response to RFP 22-70376_Att. C_Indiana Economic Impact Form

FTE DETAILS

- Populate the yellow-shaded cells; with all applicable job titles and the total FTE count.
- Respondents may insert additional rows to account for all job titles attributing to the total FTE count.

Please keep in mind that the only FTE's that should be included in this count are Indiana employees working on this contract ONLY. If there are 10 employees working on this contract but they are splitting their time with numerous other contracts as well, then these employees cannot be counted as 1 FTE. Instead, these employees should be counted as a fraction of an FTE. For example: The project length of the contract is 48 months. There are 10 employees working on the contract over the 48 month contract period. 5 employees are working solely on the project for 48 months. 3 employees are working equal time on 2 projects for 48 months. 2 employees are working solely on the project for 12 months.

The FTEs would be calculated as follows:

5 employees x 48 months (48 months working solely on this project) x 1 (time spent solely on this project) = 240 months / 48 months (length of contract) = 5 FTEs

3 employees x 48 months x .5 (splitting time equally between 2 projects) = 72 months / 48 months = 1.5 FTEs

2 employees x 12 months (12 months dedicated solely to this project) x 1 (time spent solely on this project) = 24 months / 48 months = .5 FTEs

Column Title Definitions:

Number of Employees = Number of employees working on this State contract.

Duration (In Months) = Amount of time that the employee(s) will spend on the State contract.

Time Spent (Percentage) = Percentage of time the employee(s) will be working on the contract.

Duration of Initial Contract Term (<i>In Months</i>)	60	<i>*Number based on initial contract term</i>
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<u>PRIME CONTRACTOR COMPANY</u>	Gainwell Technologies			
EMPLOYEE JOB TITLE	Number of Employees	Duration (In Months)	Time Spent (Percentage)	NUMBER OF FTE
Chief Financial Officer	1	48	100.00%	0.80
Account Manager	1	48	100.00%	0.80
Compliance Officer	1	48	100.00%	0.80
Member Services Manager	1	48	100.00%	0.80
Provider Services Manager	1	48	100.00%	0.80
MMIS Project Manager	1	48	100.00%	0.80
MMIS Data Compliance Manager	1	48	100.00%	0.80
MMIS Account Security Officer	1	48	100.00%	0.80
MMIS Technical Architect	1	48	100.00%	0.80
MMIS Business Analyst	6	48	100.00%	4.80
MMIS Business Analyst - Advanced	9	48	100.00%	7.20
MMIS Business Analyst - Senior	7	48	100.00%	5.60
MMIS Claims Manager	1	48	100.00%	0.80
MMIS Clerk/Service Desk Agent	3	48	100.00%	2.40
MMIS Clerk/Service Desk Agent- Advanced	12	48	100.00%	9.60
MMIS Clerk/Service Desk Agent- Senior	12	48	100.00%	9.60
MMIS Data Base Administrator	1	48	100.00%	0.80
MMIS Insurance Operations Analyst	6	48	100.00%	4.80
MMIS Insurance Operations Analyst - Advanced	9	48	100.00%	7.20
MMIS Insurance Operations Analyst - Senior	11	48	100.00%	8.80
MMIS Insurance Operations Analyst Manager	1	48	100.00%	0.80
MMIS Business Services - Manager	1	48	100.00%	0.80
MMIS Cost Avoidance - Manager	1	48	100.00%	0.80
MMIS Systems Operations - Manager	1	48	100.00%	0.80
MMIS Technical Delivery - Manager	1	48	100.00%	0.80
MMIS Quality Testing - Manager	1	48	100.00%	0.80
MMIS Pharmacist	1	48	100.00%	0.80
MMIS Developer - Advanced	2	48	100.00%	1.60
MMIS Developer - Senior	9	48	100.00%	7.20
MMIS Technical Project Manager	1	48	100.00%	0.80
MMIS Technical Project Manager - Senior	5	48	100.00%	4.00
MMIS Publication/Communication Analyst	3	48	100.00%	2.40
MMIS Quality Assurance Analyst	1	48	100.00%	0.80
MMIS Clerk/Service Desk Agent - Manager	2	48	100.00%	1.60
MMIS Systems Administrator	1	48	50.00%	0.40
MMIS Quality Tester - Advanced	1	48	100.00%	0.80
MMIS Quality Tester - Senior	1	48	100.00%	0.80
MMIS Trainer	1	48	100.00%	0.80
Transition				
Compliance Officer	1	12	100.00%	0.20
MMIS Project Manager	1	9	25.00%	0.04
MMIS Data Compliance Manager	1	9	100.00%	0.15
MMIS Account Security Officer	1	9	15.00%	0.02
MMIS Architect	1	9	50.00%	0.08
MMIS Architect	1	9	25.00%	0.04
MMIS Clerk/Service Desk Agent	1	10	100.00%	0.17
MMIS Clerk/Service Desk Agent	1	1	100.00%	0.02
MMIS Clerk/Service Desk Agent- Advanced	1	10	100.00%	0.17
MMIS Clerk/Service Desk Agent- Advanced	1	1	100.00%	0.02
MMIS Database Administrator	1	9	25.00%	0.04
MMIS Insurance Operations Analyst - Senior	3	3	100.00%	0.15
MMIS Cost Avoidance - Manager	1	10	100.00%	0.17
MMIS Systems Operations - Manager	1	9	50.00%	0.08
MMIS Technical Delivery - Manager	1	9	25.00%	0.04
MMIS Manager - Testing	1	9	25.00%	0.04
MMIS Developer - Senior	1	12	100.00%	0.20
MMIS Developer - Senior	1	8	50.00%	0.07
MMIS Developer - Senior	1	4	100.00%	0.07
MMIS Developer - Senior	1	9	100.00%	0.15
MMIS Technical Project Manager - Senior	1	1	100.00%	0.02
TOTAL FTE COUNT				97.49

<u>SUB CONTRACTOR COMPANY NAME</u>				aFit
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Gainwell Response to RFP 22-70376_Att. C_Indiana Economic Impact Form

JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Technical Project Manager - Senior	1	48	100%	0.80
MMIS Quality Assurance Analyst	6	48	100%	4.80
MMIS Quality Assurance Analyst - Senior	1	48	50%	0.40
Transition				
MMIS Technical Project Manager - Senior	1	9	100%	0.15
MMIS Quality Assurance Analyst	5	3	100%	0.25
TOTAL FTE COUNT				6.40

<u>SUB CONTRACTOR COMPANY NAME</u>				BCforward
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
Quality Assurance Manager	1	48	100%	0.80
MMIS Business Analyst - Advanced	1	48	100%	0.80
MMIS Business Analyst - Senior	3	48	100%	2.40
MMIS Clerk/Service Desk Agent	8	48	100%	6.40
MMIS Clerk/Service Desk Agent- Advanced	21	48	100%	16.80
MMIS Clerk/Service Desk Agent- Senior	7	48	100%	5.60
MMIS Insurance Operations Analyst - Advanced	1	48	100%	0.80
MMIS Developer - Advanced	3	48	100%	2.40
MMIS Developer - Senior	2	48	100%	1.60
MMIS Project Coordinator	2	48	100%	1.60
MMIS Technical Project Manager - Senior	1	48	100%	0.80
MMIS Quality Assurance Analyst	1	48	100%	0.80
MMIS Quality Tester - Advanced	3	48	100%	2.40
Transition				
Quality Assurance Manager	1	9	25%	0.04
MMIS Business Analyst	2	9	100%	0.30
MMIS Clerk/Service Desk Agent- Senior	14	2	100%	0.47
MMIS Clerk/Service Desk Agent- Senior	10	1	100%	0.17
MMIS Clerk/Service Desk Agent- Senior	4	2	100%	0.13
MMIS Clerk/Service Desk Agent- Senior	1	2	100%	0.03
MMIS Clerk/Service Desk Agent- Senior	2	1	100%	0.03
MMIS Project Coordinator	2	9	100%	0.30
MMIS Technical Project Manager - Advanced	1	9	100%	0.15
MMIS Publication/Communication Analyst	1	9	100%	0.15
MMIS Quality Tester - Advanced	1	10	100%	0.17
MMIS Quality Tester - Advanced	2	9	100%	0.30
TOTAL FTE COUNT				45.44

<u>SUB CONTRACTOR COMPANY NAME</u>				Briljent
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Business Analyst - Advanced	1	48	100%	0.80
MMIS Business Analyst - Senior	5	48	100%	4.00
MMIS Clerk/Service Desk Agent- Advanced	4	48	100%	3.20
MMIS Clerk/Service Desk Agent- Senior	17	48	100%	13.60
MMIS Insurance Operations Analyst - Advanced	1	48	100%	0.80
MMIS Publication/Communication Analyst	2	48	100%	1.60
MMIS Quality Assurance Analyst	1	48	100%	0.80
MMIS Trainer	2	48	100%	1.60
Transition				
MMIS Clerk/Service Desk Agent- Advanced	1	2	100%	0.03
MMIS Publication/Communication Analyst	1	12	100%	0.20
MMIS Quality Assurance Analyst	1	2	100%	0.03
TOTAL FTE COUNT				26.67

<u>SUB CONTRACTOR COMPANY NAME</u>				CSpring
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Technical Project Manager - Senior	1	48	100%	0.80
MMIS Quality Tester - Advanced	1	48	100%	0.80
MMIS Quality Tester - Senior	1	48	100%	0.80
Transition				
MMIS Quality Tester - Advanced	1	9	100%	0.15
TOTAL FTE COUNT				2.55

<u>SUB CONTRACTOR COMPANY NAME</u>				Esource Resources
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Clerk/Service Desk Agent- Advanced	2	48	100%	1.60
MMIS Developer - Advanced	2	48	100%	1.60
MMIS Developer - Senior	2	48	100%	1.60
MMIS Quality Assurance Analyst	1	48	100%	0.80
MMIS Quality Tester - Advanced	4	48	100%	3.20
Transition				
MMIS Clerk/Service Desk Agent- Advanced	3	2	100%	0.10
MMIS Technical Project Manager - Senior	1	12	100%	0.20
MMIS Technical Project Manager - Senior	1	9	100%	0.15
MMIS Quality Assurance Analyst	1	3	100%	0.05
TOTAL FTE COUNT				9.30

<u>SUB CONTRACTOR COMPANY NAME</u>				PME
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Gainwell Response to RFP 22-70376_Att. C_Indiana Economic Impact Form

JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Business Analyst - Senior	4	48	50%	1.60
MMIS Developer - Senior	1	48	100%	0.80
MMIS Technical Project Manager - Senior	1	48	100%	0.80
TOTAL FTE COUNT				3.20

<u>SUB CONTRACTOR COMPANY NAME</u>				S2Tech
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Business Analyst - Senior	1	48	100%	0.80
MMIS Developer - Advanced	1	48	100%	0.80
Transition				
MMIS Business Analyst	1	12	50%	0.10
MMIS Business Analyst - Senior	1	12	100%	0.20
MMIS Business Analyst - Senior	1	9	100%	0.15
MMIS Developer - Advanced	1	12	100%	0.20
MMIS Developer - Advanced	1	5	100%	0.08
MMIS Developer - Senior	1	12	100%	0.20
MMIS Developer - Senior	1	5	100%	0.08
TOTAL FTE COUNT				2.62

<u>SUB CONTRACTOR COMPANY NAME</u>				STLogics
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Business Analyst - Advanced	4	48	50%	1.60
MMIS Business Analyst - Senior	3	48	100%	2.40
MMIS Clerk/Service Desk Agent	1	48	100%	0.80
MMIS Clerk/Service Desk Agent- Advanced	6	48	100%	4.80
MMIS Clerk/Service Desk Agent- Senior	9	48	100%	7.20
MMIS Developer - Advanced	2	48	100%	1.60
MMIS Developer - Senior	1	48	100%	0.80
MMIS Technical Project Manager - Senior	1	48	100%	0.80
MMIS Quality Tester - Advanced	1	48	100%	0.80
MMIS Quality Tester - Advanced	1	16	100%	0.27
Transition				
MMIS Business Analyst	1	8	100%	0.13
MMIS Business Analyst - Advanced	3	10	100%	0.50
MMIS Business Analyst - Advanced	1	1	100%	0.02
MMIS Business Analyst - Senior	1	3	100%	0.05
MMIS Business Analyst - Senior	1	2	100%	0.03
MMIS Clerk/Service Desk Agent- Advanced	1	4	100%	0.07
MMIS Clerk/Service Desk Agent- Senior	2	1	100%	0.03
MMIS Developer - Advanced	1	12	100%	0.20
MMIS Developer - Advanced	3	9	100%	0.45
MMIS Developer - Advanced	1	8	100%	0.13
MMIS Developer - Advanced	1	7	50%	0.06
MMIS Developer - Senior	1	12	100%	0.20
MMIS Developer - Senior	1	8	100%	0.13
MMIS Technical Project Manager - Advanced	1	8	100%	0.13
MMIS Quality Assurance Analyst	1	9	100%	0.15
MMIS Quality Tester - Advanced	1	8	100%	0.13
TOTAL FTE COUNT				23.49

<u>SUB CONTRACTOR COMPANY NAME</u>				TCC
JOB TITLE	Number of Employees	Duration (<i>In Months</i>)	Time Spent (Percentage)	NUMBER OF FTE
MMIS Business Analyst - Senior	2	48	100%	1.60
Transition				
MMIS Developer - Advanced	1	12	100%	0.20
MMIS Quality Tester - Advanced	1	12	100%	0.20
MMIS Quality Tester - Advanced	1	9	100%	0.15
TOTAL FTE COUNT				2.15