

## 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



**Subcontractor Commitment Forms A and A1  
(original Word format)**

May 6, 2022



## 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: 05/06/2022

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

<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
<b>Company Name:</b> aFit		<b>Contact Person:</b> Anna Murhling	
<b>Address:</b> 8295 N. Meridian St., Suite 101 Indianapolis, IN 46260		<b>E-mail:</b> amurhling@afitstaffing.com	
<b>Sub-Contract Amount:</b> \$ 4,644,387		<b>Telephone Number:</b> (317) 460-1588	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 1.60%		<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80101507 – Information Technology Consultation Services, 80111707 – Permanent Technical Staffing Needs, and 80111608 – Temporary Information Technology Software Developers.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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			
<b>Company Name:</b> Briljent, LLC		<b>Contact Person:</b> Scott Lorch	
<b>Address:</b> 7615 W. Jefferson Blvd. Fort Wayne, Indiana 46804		<b>E-mail:</b> slorch@briljent.com	
<b>Sub-Contract Amount:</b> \$ 12,348,332		<b>Telephone Number:</b> (260) 434-0990	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 4.26%		<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 86000000 – Education and Training Services, 80000000 – Management and Business Professionals and Administrative Services, and 80111600 – Temporary Personnel Services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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

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<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
<b>Company Name:</b> Critical Skills, Inc. d/b/a CSpring		<b>Contact Person:</b> Cynthia Pizarro	
<b>Address:</b> 9059 Technology Lane, Suite 700 Fishers, IN 46038		<b>E-mail:</b> cpizarro@cspring.com	
<b>Sub-Contract Amount:</b> \$ 1,896,960		<b>Telephone Number:</b> (317) 848-9571	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 0.65%		<b><u>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</u></b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80101600 – Project Management and 80111600 – Temporary Personnel Services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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			
<b>Company Name:</b> Mailing Solutions, Inc., d/b/a Midwest Presort		<b>Contact Person:</b> Karen Scales	
<b>Address:</b> 3169 N Shadeland Ave, Ste B. Indianapolis, IN 46226		<b>E-mail:</b> karens@midwestpresort.com	
<b>Sub-Contract Amount:</b> \$ 560,000		<b>Telephone Number:</b> (317) 547-9937 ext. 905	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 0.19%		<b><u>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</u></b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.  This vendor will provide UNSPC services associated with code 80141800 – Mailing services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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

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<input type="checkbox"/> MBE Firm <input checked="" type="checkbox"/> WBE Firm			
<b>Company Name:</b> Sahasra Technologies Corp d/b/a STLogics		<b>Contact Person:</b> Feroz Syed	
<b>Address:</b> 1119 Keystone Way, Suite #301 Carmel, IN 46032		<b>E-mail:</b> ferozs@stlogics.com	
<b>Sub-Contract Amount:</b> \$ 12,821,744		<b>Telephone Number:</b> (317) 863-6387	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 4.42%		<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the WBE participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80101600 – Project Management and 80111600 – Temporary Personnel Services, and 80000000 – Management and Business Professionals and Administrative Services, 80101507 – Information Technology consultation services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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			
<b>Company Name:</b> Bucher + Christian Consulting, Inc. d/b/a BCforward		<b>Contact Person:</b> Todd Tolson	
<b>Address:</b> 9777 North College Avenue Indianapolis, IN 46280		<b>E-mail:</b> Todd.Tolson@BCforward.com	
<b>Sub-Contract Amount:</b> \$ 19,835,656		<b>Telephone Number:</b> (317) 403-9404	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 6.84%		<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the MBE participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80111600 – Temporary Personnel Services and 80161504 – Clerical Services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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: 05/06/2022

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

<input checked="" type="checkbox"/> MBE Firm <input type="checkbox"/> WBE Firm			
<b>Company Name:</b> Seven Seas Technologies, Inc. d/b/a S2Tech		<b>Contact Person:</b> Matt Moreau	
<b>Address:</b> 720 Spirit 40 Park Drive Chesterfield, MO 63005		<b>E-mail:</b> mattm@s2tech.com	
<b>Sub-Contract Amount:</b> \$ 1,860,588		<b>Telephone Number:</b> (636) 333-9197	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 0.64%		<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the MBE participation requirements of the bid.  This vendor will provide UNSPC services associated with code 80101507 – Information technology consultation services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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			
<b>Company Name:</b> The Consultants Consortium, Inc. d/b/a TCC		<b>Contact Person:</b> Mike Boyle	
<b>Address:</b> 1022 East 52 <sup>nd</sup> Street Indianapolis, IN 46205		<b>E-mail:</b> Mike.Boyle@e-tcc.com	
<b>Sub-Contract Amount:</b> \$ 2,151,120		<b>Telephone Number:</b> (317) 625-2547	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 0.74%		<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the MBE participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80111600 – Temporary Personnel Services, 80101600 – Project Management, and 80101507 – Information Technology Consultation Services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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: 05/06/2022

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

*Paul Saleh*

Authorizing Signature

May 6, 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 FORM<sup>1</sup>**

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

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

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.

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](mailto:indianaveteranspreference@idoa.in.gov), (317) 232-3061 or [the Supplier Diversity website](#).

## STATE OF INDIANA IVOSB SUBCONTRACTOR COMMITMENT FORM

RFP#: 22-70376

DUE DATE: 05/06/2022

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

<b>Company Name:</b> Esource Resources	<b>Contact Person:</b> Kimberly Everette-Douglass	
<b>Address:</b> 7114 Lakeview Parkway W Dr. Indianapolis, IN 46268	<b>E-mail:</b> Kimberly.everette@esourceresources.net	
<b>Sub-Contract Amount:</b> \$ 6,585,856	<b>Telephone Number:</b> (317) 402-5579	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 2.27%	<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the IVOSB participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80111707 – Permanent technical staffing needs and 80101507 – Information Technology Consultation Services.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> PME will perform services on this project during the transition and initial contract period, July 1, 2022, through June 30, 2027.		

<b>Company Name:</b> Professional Management Enterprises, Inc. (PME)	<b>Contact Person:</b> Danny Portee	
<b>Address:</b> 9245 N. Meridian Street Suite 210 Indianapolis, IN 46260	<b>E-mail:</b> dportee@pme-indy.com	
<b>Sub-Contract Amount:</b> \$ 2,447,316	<b>Telephone Number:</b> (317) 541-0200 ext. 201	<b>Fax Number:</b> N/A
<b>Sub-Contract Percentage of Total Bid:</b> 0.84%	<b>Describe service/product to be provided and how this is a Valuable Scope Contribution of the Contract:</b> Participation of the sub-contractor contributes the bidding supplier, Gainwell, to meet the IVOSB participation requirements of the bid.  This vendor will provide UNSPC services associated with codes 80111600 – Temporary Personnel Services, 80101600 – Project Management, and 80111707 – Permanent technical staffing needs.	
<b>Provide approximate dates when Sub-Contractor will perform on this project:</b> 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: 05/06/2022

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

*Paul Saleh*

Authorizing Signature

May 6, 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.