



STATE OF INDIANA
Mike Braun, Governor

Department of Administration
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204

Final Award Recommendation Letter

Date: June 19, 2025

To: Mark Hempel, Procurement Director
Indiana Department of Administration

From: Angie Alexander, Procurement Specialist
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 25-81125: Medicaid Actuarial Services

Based on its evaluation of responses to RFP 25-81125, it is the evaluation team's recommendation that Deloitte Consulting LLP be selected to provide Medicaid Actuarial Services for the Family and Social Services Administration (FSSA), Office of Medicaid Policy and Planning (OMPP).

*Deloitte Consulting LLP has committed to subcontract 9.05% of the contract value to **Sondhi Solutions LLC dba EXOS**, a certified Minority-owned Business (MBE), 2.05% of the contract value to **Dynamic Talent Solutions**, a certified Women-owned Business (WBE), 10.00% of the contract value to **Lawrance Policy Consulting LLC**, a certified Women-owned Business (WBE), and 4.00% of the contract value to **Axon Advisors LLC**, a certified Indiana Veteran-Owned Small Business (IVOSB).*

The terms of this recommendation are included in this letter.

Estimated four (4) year Contract Value: \$ 30,368,948

The evaluation team received three (3) proposals from:

1. Deloitte Consulting LLP
2. Guidehouse Inc.
3. Milliman Inc.

The proposals were evaluated by FSSA and IDOA according to the following criteria established in the RFP:

Criteria	Points
1. Adherence to Mandatory Requirements	Pass/Fail
2. Management Assessment/Quality (Business and Technical Proposal)	50
3. Cost (Cost Proposal)	30
4. Buy Indiana	5
5. Minority Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)

6. Women Business Enterprise Subcontractor Commitment	5 (1 bonus pt. available)
7. Indiana Veteran-Owned Small Business Subcontractor Commitment	5 (1 bonus pt. available)
Total: 100 (103 if bonus awarded)	

The proposals were evaluated according to the process outlined in Section 3.2 (“Evaluation Criteria”) of the RFP. Scoring was completed as follows:

A. Adherence to Requirements

Each proposal was reviewed for responsiveness and adherence to mandatory requirements. All of the Respondents were deemed responsive, as they met the mandatory requirements listed in the RFP.

B. Management Assessment/Quality: Initial Scoring (50 Points)

The three (3) responsive Respondents’ proposals were each evaluated based on their respective Business and Technical Proposals.

These areas were reviewed to assess the Respondent’s ability to serve the State:

- Company Information
- References
- Introduction
- Data & Technology
- Monthly Medicaid Financial Reviews
- Indiana Medicaid Budget Forecasts
- Capitation Rate Development
- Capitation Support
- Provider Reimbursement Rate Setting
- Pharmacy Services
- Fiscal Impact Analyses
- Hospital Assessment Fee
- Waiver Services
- Ad Hoc Services
- Reporting
- Legal
- Staffing
- Communication and Project Management
- Quality Assurance
- Payment and Invoicing
- Non-Compliance and Corrective Actions
- Performance Related Delayed Payments
- Conflict of Interest
- Turnover

The evaluation team’s Round 1 scoring is based on a review of the Respondent’s proposed approach to each section of the Business Proposal and Technical Proposal. The initial results of the Management Assessment/Quality Evaluation are shown below:

Table 1: Management Assessment/Quality Scores - Round 1

Respondent	MAQ Score 50 pts.
Deloitte Consulting LLP	36.25
Guidehouse Inc.	28.00
Milliman Inc.	31.25

C. Cost Proposal (30)

Price points were awarded on the Respondents' Costs as follows:

Score =

- If Respondent's Cost amount is lowest among all Respondents, then score is 30.
- If Respondent's Cost amount is NOT lowest among all Respondents, then score is:

$$30 * \frac{(\text{Lowest Respondent's Cost Amount})}{(\text{Respondent's Cost Amount})}$$

The cost scoring as a result of the Respondents' cost proposals is as follows:

Table 2: Cost Scores - Round 1

Respondent	Cost Score 30 pts.
Deloitte Consulting LLP	30.00
Guidehouse Inc.	29.73
Milliman Inc.	23.80

D. First Round Total Scores

The combined Round 1 MAQ and Cost scores from the initial evaluations are listed below.

Table 3: Total Scores - Round 1

Respondent	Total Score 80 pts.
Deloitte Consulting LLP	66.25
Guidehouse Inc.	57.73
Milliman Inc.	55.05

The evaluation team elected to invite the three (3) Respondents to give oral presentations. Additionally, the evaluation team issued clarification questions and a request for Best and Final Offers (BAFOs) to the Respondents.

E. Post Clarifications, Oral Presentations and BAFO Evaluations

The Respondents' cost scores were updated based on their BAFOs. The Respondents' MAQ scores were reviewed based on the responses to the clarification questions and the oral presentations. The scores for the Respondents after the clarification questions, oral presentations and BAFOs were as follows:

Table 4: Post-Oral Presentations and BAFOs - Evaluation Scores - Round 2

Respondent	MAQ Score (50)	Cost Score (30)	Total Score (80)
Deloitte Consulting LLP	38.00	30.00	68.00

Guidehouse Inc.	28.00	29.26	57.26
Milliman Inc.	32.00	23.88	55.88

F. IDOA Scoring

IDOA scored the Respondents in the following areas: MBE Subcontractor Commitment (5 points + 1 available bonus point), WBE Subcontractor Commitment (5 points + 1 available bonus point), IVOSB Subcontractor Commitment (5 points + 1 available bonus point), and Buy Indiana Commitment (5 points) using the criteria outlined in the RFP. When necessary, IDOA clarifies certain MBE/WBE/IVOSB information with Respondents. Once the final MBE/WBE/IVOSB forms were received from the Respondents, the total scores out of 103 possible points were tabulated and are as follows:

Table 5: Final Evaluation Scores

Respondent	MAQ Score	Cost Score	MBE*	WBE*	IVOSB*	Buy Indiana	Total Score
Points Possible	50	30	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5 (+1 bonus pt.)	5	100 (+3 bonus pts.)
Deloitte Consulting LLP	38.00	30.00	6.00	6.00	5.00	5.00	90.00
Guidehouse Inc.	28.00	29.26	-1.00	5.00	6.00	0.00	67.26
Milliman Inc.	32.00	23.88	0.63	0.45	1.03	0.00	57.98

* See Sections 3.2.5, 3.2.6, and 3.2.7 of the RFP for information on available MBE/WBE/IVOSB bonus points.

G. Preliminary Award Recommendation.

Because they received the highest final evaluation score, Deloitte Consulting LLP was preliminarily identified as the selected respondent and was invited to enter contract negotiations with the State. Deloitte and the State have successfully concluded negotiations and are prepared to enter a contract for services in accordance with this RFP.

Award Summary

The term of the contracts shall be for a period of four (4) years. There may be two (2) one-year renewals for a total term of six (6) years at the State's option.