



November 15, 2017

Department of Public Health and Human Services (DPHHS)
Attn: John Thomas
Mitchell Bldg, 125 N Roberts St
Helena, MT 59620-0135

RE: Solicitation # DPHHS-RFP-2018-0127JT, Provider Services Module for DPHHS MPATH

Subject: Cover Letter

Dear Mr. Thomas:

Pursuant to the Request for Proposal (RFP) for a Provider Services Module issued by the State of Montana Department of Public Health and Human Services (DPHHS), Client Network Services, Inc. (CNSI) has submitted its proposal response to the Montana Acquisition & Contracting System (eMACS). CNSI acknowledges receipt of Amendment 1 and Amendment 2, as posted to eMACS on October 3, 2017, and October 16, 2017, respectively, as well as the extension of the proposal due date to November 16, 2017.

The company name and address are provided below:

Client Network Services, Inc. (dba CNSI)
2277 Research Blvd.
Rockville, MD 20850

The primary contact person for this opportunity is Mr. Creighton Carroll, Vice President, HHS Business Unit, who can be reached at 206-330-8848 or via email at creighton.carroll@cns-inc.com.

In accordance with the RFP instructions, CNSI's submitted response includes the following:

- 1) Cover letter stating the company name and address and identifying the contact person by name, phone number, and email address
- 2) Executive Summary stating CNSI's understanding of the project, including a list of anticipated risks and proposed mitigation strategies
- 3) Completed buyer attachments, as appropriate
 - Attachment F, Requirements Response Matrix
 - Attachment G, Pricing Schedules
 - Attachment H, Resource Allocation Schedules
 - Attachment L, Technology Matrix
- 4) Completed Equal Pay for Women Certificate (Section 4.2.6)
- 5) Answers to all questions
- 6) Completed RFP Sections 3.1-3.8, 4, 5, and 6 (responses to *Prerequisites*)
- 7) Detailed responses RFP Sections 3.9 and 3.10, and all associated requirements in Attachment F
- 8) Response to RFP Section 4.2.2, Company Profile and Experience
- 9) Resumes (Section 4.2.3)
- 10) Response to Section 4.2.4, Offeror Financial Stability

CNSI has provided a compliance matrix that cross-references our response file (by name) to the required RFP document, as well as the posted location on the eMACS site for this event. This compliance matrix has been posted to the Supplier Attachments page.

Corporate Office: 2277 Research Blvd, Rockville, MD 20850

Tel: 301.634.4600

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www.cns-inc.com

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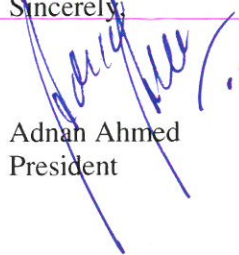
CNSI is proposing a Software as a Service (SaaS) provider management and enrollment system that is based on our next generation modular Medicaid platform, evoBrix®. This SaaS model solution, evoBrix Provider Management Information System (PMIS), has been implemented in the states of Michigan and Illinois. evoBrix PMIS, an ACA-compliant modular solution, allows State Medicaid agencies to fully meet their objectives and goals through a single comprehensive system, reducing paper enrollment via direct data entry; managing, corresponding, tracking, monitoring and reporting on all aspects of provider enrollment and management; and delivering a centralized provider repository. Designed to align with the Medicaid Infrastructure Technology Architecture (MITA), evoBrix PMIS is a comprehensive, proven SaaS solution that has been built upon the solution certified by CMS in the state of Michigan. evoBrix PMIS meets the majority of the requirements out of the box, while achieving the remaining requirements through configuration rather than full-scale design and development. evoBrix PMIS is based on service-oriented architecture principles, wherein business functions are available as services across various architecture layers, promoting reuse and interoperability in an enterprise integration environment. Web services-based design allows for rapid adoption of change and real-time integration capabilities between the Provider Services Module (PSM) and other modules. evoBrix PMIS delivers a low-risk, easy to implement solution for DPHHS that will be hosted in Oracle's FedRAMP-certified Government Cloud.

CNSI brings to bear a powerful combination of Medicaid domain expertise, successful management experience, and innovative and secure technology, to successfully deliver the base Provider Services Module and Option A Provider Services. CNSI has partnered with Noridian Healthcare Solutions, LLC, which brings more than 50 years of provider management experience to support our Option B Provider Services offering, including provider site visits, provider enrollment application processing, and provider call center. With half a century of experience in enrolling, educating, and supporting health care providers, Noridian fully meets its clients' strict quality and timeliness standards for provider enrollment and customer service. In fact, Noridian has been supporting Montana's Medicare Parts A, B, and DME providers for over 11 years. In addition, Noridian also supports providers in several other states that have joined the NASPO collaboration, such as North Dakota, South Dakota, Oregon, Wyoming, and Hawaii. The individual advancements of both partners are now assembled as a cohesive team (collectively, "Team CNSI") that possesses vast experience administering a wide variety of healthcare administrative services, each having contributed to the continued adaptation and success that DPHHS can rely on.

These attributes, combined with our untiring commitment to collaboration and close communication with our customers and other stakeholders on our projects, make Team CNSI ideally suited to achieving successful outcomes for Montana and other State Medicaid agencies. Additionally, Team CNSI brings years of experience, numerous successful implementations in Washington, Michigan, Illinois, Utah, and Iowa, and evoBrix PMIS, a solution that is based upon one already certified in the states of Washington and Michigan – all of which translates to a low-risk delivery for the MT PSM project and other similar NASPO member initiatives.

We thank you for this opportunity to respond to the solicitation, and we look forward to a productive partnership with the DPHHS. Please feel free to contact me at 301-634-4588 or 301-873-8600, or via email at adnan.ahmed@cns-inc.com, should you have any questions or comments regarding this submission.

Sincerely,


Adnan Ahmed
President

