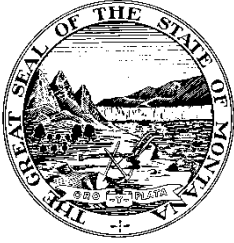


DEPARTMENT OF ADMINISTRATION
STATE FINANCIAL SERVICES DIVISION
STATE PROCUREMENT BUREAU

<http://sfsd.mt.gov/>



STEVE BULLOCK
GOVERNOR

STATE OF MONTANA

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HELENA, MONTANA 59620-0135

AFFIDAVIT FOR TRADE SECRET CONFIDENTIALITY

STATE OF Minnesota)
)ss.
County of Hennepin)

Stephen C. Snook (Affiant), being first duly sworn under oath, and representing OptumInsight, Inc. (hereafter "Vendor"), hereby deposes and says that:

1. I am an attorney licensed to practice in the State of Minnesota, representing the Vendor referenced in this matter, and have full authority from the Vendor to submit this affidavit and accept the responsibilities stated herein.

2. I am aware that the Vendor is submitting a proposal to the State of Montana (State) for RFP # DPHHS-RFP-2018-0127JT. Public agencies in Montana are required by Montana law to permit the public to examine documents that are kept or maintained by the public agencies, other than those legitimately meeting the provisions of Montana's Uniform Trade Secrets Act, Mont. Code Ann. §§ 30-14-401, *et seq.*, and that the State is required to review claims of trade secret confidentiality.

3. I have read and am familiar with the provisions of Montana's Uniform Trade Secrets Act, am familiar with the case law interpreting it, and understand that all information received in response to this RFP will be available for public examination except for:

- (a) trade secrets meeting the requirements of the Act; and
- (b) matters involving individual safety as determined by the State.

4. I am aware that in order for the Vendor to claim confidential material, this affidavit must be fully completed and submitted to the State, and the following conditions must be met by the Vendor:

- (a) information to be withheld under a claim of confidentiality must be clearly marked and separated from the rest of the proposal;
- (b) the proposal may not contain trade secret matter in the cost or price; and
- (c) the Vendor's explanation of the validity of this trade secret claim is attached to this affidavit.

5. I and the Vendor accept that, should the State determine that the explanation is incomplete, inadequate or invalid, the submitted materials will be treated as any other document in the agency's possession, insofar as its examination as a public record is concerned. I and the Vendor are solely responsible for the adequacy and sufficiency of the explanation. Once a proposal is opened, its contents

cannot be returned to the Vendor if the Vendor disagrees with the State's determination of the issue of trade secret confidentiality.

6. I, on behalf of the Vendor, warrant that the Vendor will be solely responsible for all legal costs and fees associated with any defense by the State of the Vendor's claim for trade secret protection in the event of an open records request from another party which the Vendor chooses to oppose. The Vendor will either totally assume all responsibility for the opposition of the request, and all liability and costs of any such defense, thereby defending, protecting, indemnifying and saving harmless the State, or the Vendor will immediately withdraw its opposition to the open records request and permit the State to release the documents for examination. The State will inform the Vendor in writing of any open records request that is made, and the Vendor will have three working days from receipt of the notice to notify the State in writing whether the Vendor opposes the request or not. Failure to provide that notice in writing will waive the claim of trade secret confidentiality, and allow the State to treat the documents as a public record.

Documents that, in the opinion of the State, do not meet all the requirements of the above will be available for public inspection, including any copyrighted materials.

Stephen C. Snook

Affiant's Signature

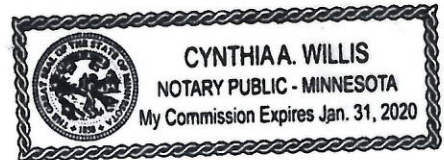
Signed and sworn to before me on 10.30.2017 (date) by

Stephen C. Snook (Affiant's name).

Cynthia A. Willis

Notary Public for the State of Minnesota

My Commission Expires: 1.31.20



Non-Confidential Summary of Trade Secret Information in Optum’s Technical Proposal and Explanation Supporting How the Redacted Information Meets the Requirements of Montana’s Uniform Trade Secrets Act, Mont. Code Ann. § 30-14-401(4)

The following table sets forth the following information in support of Optum’s Trade Secret Affidavit and the portions of Optum’s Technical Proposal containing Information Constituting a “Trade Secret”, as defined under Montana’s Uniform Trade Secrets Act, Mont. Code Ann. § 30-14-401(4), and hence has been marked “OPTUM CONFIDENTIAL” and redacted accordingly:

- Non-Confidential Description of Information Containing a Trade Secret;
- Optum’s Technical Proposal Section Where Such Trade Secret Information Appears; and
- Explanation justifying how such information constitutes a Trade Secret under Mont. Code Ann. § 30-14-401(4)

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
Solution components (Table)	Section 3.9 High Level Scope of Work Provider Services Solution High Level Scope of work	This text in this table includes details associated with the unique components of Optum’s solution and the framework, architecture and storage methods. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Solution components (key features)	Section 3.10.1 Detailed Scope of Work (intro)	These bullet points include details associated with the unique techniques used within Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		Optum.
Solution components (solution diagram) (technology benefits)	Section 3.10.1 Detailed Scope of Work (intro)	The graphic and text identifies our proprietary components and methods we use in architecting our solution that benefits Montana. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Data/Document Transfer/Destruction	Section 3.10.1.1 Compliance	This text describes Optum's information security policies which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose.
Solution graphic (OIL)	Section 3.10.1.1 Compliance	The graphic illustrates one of our proprietary solution components. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate or use the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
MITA Information	Section 3.10.1.1 Compliance	The text identifies a technological component of how Optum's solution will be implemented. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate or use the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
OIL description	Section 3.10.1.1 Compliance CMP15	The text describes one of our proprietary solution components. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum. Such a disclosure would also reduce some of the competitive value that Optum's solution represents to the market given its proprietary nature.
OIL description	Section 3.10.1.1 Compliance CMP16	The text describes one of our proprietary solution components. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum. Such a disclosure would also reduce some of the competitive value that Optum's solution represents to the market given its proprietary nature.
HIPAA compliance/ security procedures	Section 3.10.1.1 Compliance CMP32	The text describes Optum's solution to purging documents. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Security	Section 3.10.1.2 Security	The text and graphic describe Optum’s proprietary solution security control details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate data and systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Password policy	Section 3.10.1.2 Security, SEC01	This text describes Optum’s proprietary password policy which is not public information and is of a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate the policy in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum. If it were to be exposed to the public, it would provide information that could be used to infiltrate infrastructure. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
Data encryption	Section 3.10.1.2 Security SEC02	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate data. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Compliant digital signatures	Section 3.10.1.2 Security SEC05	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate data. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Usage anomalies, misuse alerts/reports	Section 3.10.1.2 Security SEC06	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
Logging/audit system users	Section 3.10.1.2 Security SEC07	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Audit trail reporting	Section 3.10.1.2 Security SEC08	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Layers of security/security controls	Section 3.10.1.2 Security SEC13	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
Security clearance/staffing controls/restricted areas	Section 3.10.1.2 Security SEC17	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Data encryption	Section 3.10.1.2 Security SEC19	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate data. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Database security	Section 3.10.1.2 Security SEC27	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate infrastructure. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
Off-site facilities / physical security audits	Section 3.10.1.2 Security SEC30	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate facilities. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Authorized user access	Section 3.10.1.2 Security SEC47	The text and graphic describe Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
NIST compliance	Section 3.10.1.2 Security SEC50	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate devices. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
NIST compliance	Section 3.10.1.2 Security SEC51	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate data. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Logical segregation	Section 3.10.1.2 Security SEC57	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Cloud-based technology	Section 3.10.1.2 Security SEC63	This text describes Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate Cloud systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made. Such a

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		disclosure would also reduce some of the competitive value that Optum's solution represents to the market given its proprietary nature.
Optum ID	Section 3.10.1.2 Security SEC64	The text and graphic describe Optum's proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Password requirements	Section 3.10.1.2 Security SEC66	This text describes Optum's proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Hosted components	Section 3.10.1.3 Hosting and Environments table	The text in this table includes details associated with the unique components of Optum's solution and the hosting environment. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Hosting diagram	Section 3.10.1.3 Hosting and Environments diagram	This diagram includes details associated with the unique components of Optum’s solution and the hosting environment. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Environments	Section 3.10.1.3 Hosting and Environments ENV06	The text and graphic describe Optum’s proprietary solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate environments. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
OIL diagram	Section 3.10.1.4 Integration	The graphic illustrates one of our proprietary solution components and the integration between the Providers Services solution and the DPHHS environment. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate or use the components in their own solutions without the same investment of

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		time and expense, while simultaneously removing a market differentiator available from Optum.
Document storage and retrieval diagram	Section 3.10.1.4 Integration diagram	The diagram illustrates one of our proprietary solution components including the storage and retrieval of documents in our cloud storage environment, as well as integration with the State Enterprise Content Management. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate or use the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Model Office	Section 3.10.2.2 Design Configuration, and Build	The content and diagrams describe the proprietary Optum Model Office process developed by our team after an investment of time and capital. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by being able to use it in their solutions without incurring the expense and time that we have invested in its creation.
Design for online help approach and documentation	Section 3.10.2.4 Design Configuration, and Build DCB07	The information and graphic illustrate one of our solution components. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate or use the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
Auditing and controls for technical architecture	Section 3.10.2.4 Design Configuration, and Build DCB11	This architecture information has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our architecture into their own solutions without having to expend the same labor and capital effort that Optum has.
Conversion architecture and processes	Section 3.10.2.5 Data Conversion, Cleansing and Migration	This architecture information and graphics have been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our architecture into their own solutions without having to expend the same labor and capital effort that Optum has.
DevOps Suite of Tools	Section 3.10.2.8 Implementation and Acceptance	The information and graphics details what comprises and how Optum has implemented the DevOps Tool solution. The Optum process flow resulting from this configuration represents an investment of time and capital expended by Optum. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor could gain an unfair competitive advantage by using it in their solutions without incurring the expense and time that we have invested in its creation.
Cloud First	Section 3.10.2.8 Implementation and Acceptance	The text describes our proprietary Cloud First components and methods we use in architecting our solution. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor

Non-Confidential Description of Trade Secret Information	Technical Proposal Section Where Trade Secret Information Appears	Explanation How the Information Meets the Montana Definition of a Trade Secret under Mont. Code Ann. § 30-14-401(4)
		would gain an unfair competitive advantage by allowing them to recreate the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Key Personnel / Biographical Info	Section 3.10.3	There are multiple references to the name, position and project experience of our staff. For a services based company, these represent some of our most important assets and have an incredible value to the business. This information is generally not known because Optum does not typically share this information with any third parties, except prospective customers, and then such information is provided under an obligation for the prospective customer to retain it confidentially and use it for evaluating whether to award a contract to Optum. If this information were to be provided to a competitor, the competitor could gain economic value and an unfair competitive advantage by being able to specifically recruit such personnel for securing future business. Disclosure of this information could additionally cause personal harm for the individual named.
Communications technology	3.10.4 Operations, Maintenance, and Configuration	These graphics detail our proprietary and uniquely configured reporting technology and communications tools that serve as the underpinnings of our delivery model which were developed based on an investment of time and capital. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor, they would gain a competitive advantage by being able to copy our approach into their own solutions without the investment and time that we have incurred in developing it.
Key personnel	3.10.5 Key Personnel and Resources	There are multiple references to the names, positions and project experience of our staff as well as our proposed organization structure for our delivery and support team. For a services based company, these represent some of our most important assets and have an incredible value to the business. This information is generally not

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		known because Optum does not typically share this information with any third parties, except prospective customers, and then such information is provided under an obligation for the prospective customer to retain it confidentially and use it for evaluating whether to award a contract to Optum. If this information were to be provided to a competitor, the competitor could gain economic value and an unfair competitive advantage by being able to specifically recruit such personnel for securing future business. Disclosure of this information could additionally cause personal harm for the individuals named.
Turnover Phase Org Chart	Section 3.10.6 Project Closeout and Turnover	There are multiple references to the names, positions and project experience of our staff as well as our proposed organization structure for our delivery and support team. For a services based company, these represent some of our most important assets and have an incredible value to the business. This information is generally not known because Optum does not typically share this information with any third parties, except prospective customers, and then such information is provided under an obligation for the prospective customer to retain it confidentially and use it for evaluating whether to award a contract to Optum. If this information were to be provided to a competitor, the competitor could gain economic value and an unfair competitive advantage by being able to specifically recruit such personnel for securing future business. Disclosure of this information could additionally cause personal harm for the individuals named.
Managing Turnover Activities	Section 3.10.6 Project Closeout and Turnover	The information and graphics in this section detail Optum’s unique turnover techniques which will be used with Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market

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		differentiator available from Optum.
Phased Testing Approach	Section 3.10.7 Project Deliverables and Documentation DOC28	This graphic illustrates Optum’s unique phased testing approach which will be used Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Risk Management Process	Section 3.10.7 Project Deliverables and Documentation DOC38	Graphic describing the defined steps for Risk Management control This graphic details Optum’s unique sequence of tasks included in our risk management process. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Monitoring tools/reports/dashboard	Section 3.10.8, Performance standards PRFM04-05	The information and graphics in these sections detail Optum’s unique system monitoring tools, dashboards, audits, and reports which will be used with Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.

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Solution component	Section 3.10.10 Enrollment	This section contains design concepts, screen shots, and workflow information for a solution that is new to the marketplace and contains the unique techniques used within Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Solution component	Section 3.10.11 Maintenance	This section contains design concepts, screen shots, and workflow information for a solution that is new to the marketplace and contains the unique techniques used within Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Solution component	Section 3.10.12 Self-Service Portal	This section contains design concepts, screen shots, and workflow information for a solution that is new to the marketplace and contains the unique techniques used within Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.

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Authentication Technology	Section 3.10.13 Option A Provider Services Role-based Access	The text and graphic in this section describes Optum's ID authentication solution security details which are not public information and are a highly sensitive nature given the need for providing security to our solutions. As such, we rarely share this information with any third party except if they are under an obligation to treat it as confidential and then, only if they use it for a narrowly tailored business purpose. If it were to be exposed to the public, it would provide information that could be used to infiltrate systems. If it were to be exposed to our competitors, they would gain an unfair competitive advantage by being able to copy our architecture into their own solutions without the same investment of time and capital that Optum has made.
Architecture diagram	Section 3.10.13 Option A Provider Services	This architecture graphic depicts the conceptual architecture of our solution methodology that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our architecture into their own solutions without having to expend the same labor and capital effort that Optum has.
Portal Landing Page	Section 3.10.13 Option A Provider Services	This portal graphic depicts the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Self-Service information retrieval	Section 3.10.13 Option A Provider Services	This portal graphic depicts the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is

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		under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Training calendar	Section 3.10.13 Option A Provider Services	This portal graphic depicts the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Eligibility inquiry diagrams	Section 3.10.13.1 Option A Provider Services	These eligibility diagrams depict the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Example of Claims Search Result	Section 3.10.13.2 Self-Service Claim Status Inquiry	These claims graphics depict the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.

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Example of Remittance Advice	Section 3.10.13.3 Self-Service Warrant and Remittance Advice Inquiry	This remittance advice graphic diagram depicts the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Example of member's medical history	Section 3.10.13.4 Self-Service Claims Based Medical History	This medical history graphic depicts the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Examples of Batch Eligibility and Claim File Uploads	Section 3.10.13.5 View, Upload and Download HIPAA Compliant Healthcare Transactions	These graphics and text depict the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Examples of Claim Appeal Request and Search Results	Section 3.10.13.6 Self-Service Online Provider Appeal Request	These graphics depict the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a

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		competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Examples of Claim Entry	Section 3.10.13.8 Self-Service Online Claims Entry	These claim entry related graphics depict the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
Optum Provider Mgmt Module graphics	Section 3.10.14 Option B Provider Services	These graphics identify our proprietary components and methods we use in architecting our provider system solution that will benefit Montana. This level of detail is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate the components in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Enrollment application solution description and screenshot	Section 3.10.14.1 Conduct Provider and Maintain Site Visits	This section contains design concepts, screen shots, and workflow information for a solution that is new to the marketplace and contains the unique techniques used within Optum's solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market

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		differentiator available from Optum.
Provider self-service resources description and screenshot	Section 3.10.14.2 Include Reference Documents	This section contains design concepts and a screen shot for a solution that is new to the marketplace and contains the unique techniques used within Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Call center technology and CRM descriptions and screenshots	Section 3.10.14.3 Customer Relationship Management	This section contains design concepts, screen shots, and workflow information for a solution that is new to the marketplace and contains the unique techniques used within Optum’s solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Call Center solution for provider support	Section 3.10.14.4 Provider Call Center	The narrative contains proprietary information about our Center of Excellence and plan to co-locate teams, as well as process flow descriptions for our solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from

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		Optum.
IVR technology	Section 3.10.14.5 Interactive Voice Response System	This narrative contains proprietary information about our IVR solution features. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Staffing model and key personnel	Section 3.10.14.6 Staffing	This narrative contains proprietary info about our staffing model and key staff for the Option B solution. There are multiple references to the name, position and project experience of our staff. For a services based company, these represent some of our most important assets and have an incredible value to the business. This information is generally not known because Optum does not typically share this information with any third parties, except prospective customers, and then such information is provided under an obligation for the prospective customer to retain it confidentially and use it for evaluating whether to award a contract to Optum. If this information were to be provided to a competitor, the competitor could gain economic value and an unfair competitive advantage by being able to specifically recruit such personnel for securing future business. Disclosure of this information could additionally cause personal harm for the individual named.
B Notices workflow	Section 3.10.14.7 Collect and Enter Provider Financial Information in State Financial Systems	This narrative contains proprietary information about our workflow and process for handling data for the state financial system and contains the unique techniques used within Optum's solution. This is information that Optum does not provide to third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, such competitor

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		would gain an unfair competitive advantage by allowing them to recreate them in their own solutions without the same investment of time and expense, while simultaneously removing a market differentiator available from Optum.
Provider Enrollment Dashboards	Section 3.10.15 Reporting	The dashboard graphics in this section depict the conceptual design of our solution that has been developed after considerable labor effort and capital. This information is not shared with third parties unless the third party is under an obligation to treat it as confidential and then is permitted to use it only for a narrowly defined business purpose. If this information were to be disclosed to a competitor, they would gain a competitive advantage by being able to copy our design into their own solutions without having to expend the same labor and capital effort that Optum has.
SourceHOV References	Section 4 Offeror Qualifications	SourceHOV only discloses this type of customer information under a non-disclosure agreement. If this information were to be made available to a competitor of SourceHOV, the competitor could gain an unfair competitive advantage by being able to specifically solicit SourceHOV's customer for future business.
SourceHOV Past Performance	Section 4 Offeror Qualifications	SourceHOV only discloses this type of customer information under a non-disclosure agreement. If this information were to be made available to a competitor of SourceHOV, the competitor could gain an unfair competitive advantage by being able to specifically solicit SourceHOV's customer for future business.
Resumes of Key Personnel	Section 4 Offeror Qualifications	There are multiple references to the names, positions and project experience of our staff as well as our proposed organization structure for our delivery and support team. For a services based company, these represent some of our most important assets and have an incredible value to the business. This information is generally not known because Optum does not typically share this information with any third parties, except prospective customers, and then such information is provided under an obligation for the prospective customer to retain it confidentially and use it for evaluating whether to award a contract to Optum. If this information were to be provided

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		to a competitor, the competitor could gain economic value and an unfair competitive advantage by being able to specifically recruit such personnel for securing future business. Disclosure of this information could additionally cause personal harm for the individuals named.