

**TRADE SECRET STATUS AFFIDAVIT
STATE OF GEORGIA
REQUEST FOR PROPOSAL
GA Pharmacy Benefit Services (in conjunction with NASPO ValuePoint)
eRFP (Event) Number: 41900-DCH0000136**

All documents, data, letters and generated information received by the State constitutes a "public record" and is subject to disclosure under the Georgia Open Records Act ("GORA"). O.C.G.A. § 50-18-70 *et seq.* However, pursuant to O.C.G.A. § 50-18-72(a)(34), "[an] entity submitting records containing trade secrets that wishes to keep such records confidential under this paragraph shall submit and attach to the records an affidavit affirmatively declaring that specific information in the records constitute trade secrets pursuant to Article 27 of Chapter 1 of Title 10 [O.C.G.A. § 10-1-760 *et seq.*]."

O.C.G.A. § 10-1-761(4) defines "Trade secret" as "...information, without regard to form, including, but not limited to, technical or nontechnical data, a formula, a pattern, a compilation, a program, a device, a method, a technique, a drawing, a process, financial data, financial plans, product plans, or a list of actual or potential customers or suppliers which is not commonly known by or available to the public and which information:

- A. Derives economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use; and
- B. Is the subject of efforts that are reasonable under the circumstances to maintain its secrecy."

Therefore, the records listed below that were submitted with Magellan Medicaid Administration, LLC's response to the State of Georgia Request for Proposal GA Pharmacy Benefit Services (in conjunction with NASPO ValuePoint) eRFP #41900-DCH-0000136 are marked confidential pursuant to O.C.G.A. § 10-1-761(4):

Pharmacy Clinical Management Services (Attachment U)

Supporting Materials:

MSQ2.1 – Sample HIV Clinical Drug Monographs
MSQ3.1 – QLL Utilization Management Criteria
MSQ4.2 – Utilization Management Algorithm Examples
MSQ4.3 – QLL Override Criteria
MSQ9.1 – Best Practices
MSQ9.2 – Lessons Learned
MSQ11.1 - Project Schedule/Project Work Plan (Sample)
MSQ11.2 - WBS tasks and Project Outputs (Sample)
MSQ11.3 - Implementation Plan (Sample)

MSQ11.4 - Quality Management Plan (Sample)
MSQ11.5 - Requirements Management Plan (Sample)
MSQ11.6 - Change Management Plan (Sample)
MSQ11.7 - Risk Management Plan (Sample)
MSQ11.8 - Communications Management Plan (Sample)
MSQ11.9 - Integration Plan (Sample)
MSQ11.10 - Operations & Maintenance Plan (Sample)
MSQ11.11 - Training Plan (Sample)
MSQ11.12 - Cost Management Plan (Sample)
MSQ11.13 - Stakeholder Management Plan (Sample)

Screenshots

Flowcharts

Staffing

Organizational chart

Report Samples

Physician Administered Drugs (PAD)

Under penalty of perjury, acknowledging that O.C.G.A. §16-10-71 provides a penalty of a fine of up to \$1,000 and potential imprisonment of one to five years, I attest that the specific information in the records listed above constitutes trade secrets pursuant to O.C.G.A. § 10-1-761(4), and request that the State of Georgia not disclose this protected information under GORA.

Signature:

DocuSigned by:

Billy Thomas

4206CDA1C12A4D2...

Billy Thomas

[Signatory Name in Print]

SVP Account Management

[Signatory's Title]

Magellan Medicaid Administration, LLC

[Company Name]

Date: 4/19/2024

SUBSCRIBED AND SWORN BEFORE

ME ON THIS 19 DAY OF

April, 2024.

DocuSigned by:

Nadine Hogan

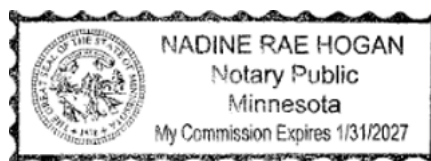
NOTARY PUBLIC

My Commission Expires: 1/31/2027

NADINE RAE HOGAN

COMM. #20143522

Notary Public - State of Minnesota



I, Nadine Rae Hogan, remote eNotary authorized by the State of Minnesota to perform remote online notarizations, hereby certifies that this record was signed / attested to by use of communication technology by Billy Thomas, personally known by me and declared they are located in San Diego CA at the time of the notary authorization and signing

“Confidential”, “Proprietary”, or “Trade Secret” Justification

In accordance with Georgia’s Solicitation Instructions for Public Access to Procurement Records in Section 2.1.12, Magellan Medicaid Administration, LLC (MMA) has marked each section of its proposal that contains information that must be protected from public disclosure. In the table below it has provided its reasoning that the information be treated as exempt from disclosure. The items listed below are also redacted in our Redacted Copy-Available for Public Review.

Proposal Section	Attachment Reference/ Page Number	Protected Information	Justification
MSQ1 - Executive Summary	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q1 Response, Page 3	Physician Administered Drugs List (PADL)	MMA holds its solutions, formulas, methods, and techniques to be trade secret. This section provides granular details about MMA’s unique solutions for successfully handling workflow management. MMA’s distinctive method and approach for developing the workflow management derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use and is the subject of efforts that are reasonable under the circumstances to maintain its secrecy. MMA asserts that the disclosure of the described portion of information could reasonably be expected to result in unfair competitive injury to MMA or would impair the ability of the governmental entity to obtain the necessary information in the future and the interest of MMA in prohibiting access to the information is greater than the interest of the public in obtaining access, and/or would cause commercial injury to, or confer a competitive advantage upon a potential or actual competitor of MMA. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ2 – State Advisory Board	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q2 Response, Pages 1-92	MSQ2.1 – Sample HIV Clinical Drug Monographs Human Immunodeficiency Virus (HIV) Agents Therapeutic Class Review (TCR)	MMA’s proprietary program components such program descriptions, program detail and/or process documentation to support the plan are customized to the unique needs of the Project goals. MMA asserts that the disclosure of the described portion of information could reasonably be expected to result in unfair competitive injury to MMA or would impair the ability of the governmental entity to obtain the necessary information in the future and the interest of MMA in prohibiting access to the information is greater than the interest of the public in

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MSQ2 – State Advisory Board	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q2 Response, Pages 13-20	MSQ2.1 – Sample HIV Clinical Drug Monographs Lenacapavir (Sunlenca®) New Drug Update	obtaining access, and/or would cause commercial injury to, or confer a competitive advantage upon a potential or actual competitor of, MMA. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ4 – Utilization Management Criteria Structure	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q4 Response, Page 29	Figure MSQ4-1: Sample UM Criteria Development Template	
MSQ4 – Utilization Management Criteria Structure	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q4 Response, Pages 32-44	MSQ4.2 – Utilization Management Algorithm Examples HIV UM algorithms Atypical Antipsychotics algorithms GLP-1 Antagonists	
MSQ4 – Utilization Management Criteria Structure	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q4 Response, Pages 46-47	Figure MSQ4.3-1: Sample Migraine Agents QLL Override Criteria Figure MSQ4.3-2: Sample Proton Pump Inhibitors QLL Override Criteria Figure MSQ4.3-3: Sample Stimulants QLL Override Criteria Figure MSQ4.3-4: Sample Opioid QLL Override Criteria	

Proposal Section	Attachment Reference/ Page Number	Protected Information	Justification
MSQ4 – Utilization Management Criteria Structure	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q4 Response, Page 30	MSQ4.1 – Utilization Management Process Visual	This section of the proposal includes MMA's proprietary program components such as flowcharts customized to the unique needs of the project goals. This information is Trade Secret as MMA derives economic value, actual or potential, from the information not being generally known to, and not being readily ascertainable by proper means by competitors and other who can obtain economic value from its disclosure or use and it is subject to the efforts that are reasonable under the circumstances to maintain its secrecy. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ5 – RetroDUR	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q5 Response, Page 53	Figure MSQ5-1: Sample DUR Newsletter Content	This section of the proposal includes actual internal screenshots of our systems. This information is Trade Secret as MMA derives economic value, actual or potential, from the information not being generally known to, and not being readily ascertainable by proper means by competitors and other who can obtain economic value from its disclosure or use and it is subject to the efforts that are reasonable under the circumstances to maintain its secrecy. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ6 – Approach to Appeals	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q6 Response, Page 56	Figure MSQ6-1: Sample Provider RetroDUR Response Page	
MSQ7 – Document Repository	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q7 Response, Page 60	Figure MSQ7-1: Sample Smartphone and Tablet Consistent Responsive Web Design	
MSQ8 – Staffing	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q8 Response, Page 67	Figure MSQ8-1: Pharmacy Clinical Management Services Organizational Chart	The organizational structure and staffing patterns reflects MMA's formulas for staffing patterns and its unique approach to managing an integrated system of care and would be considered a trade secret because (1) this information is not disclosed or known by competitors, (2) access to this information was limited to members of the MMA team working on the project, (3) MMA's unique method

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			and approach to developing this part of the proposed solution, and its playbook in general, are highly valuable because this is a competitive field with only a small pool of players competing for the same projects, (4) MMA has spent considerable time preparing its proposed solution, and years developing its playbook, and (5) a competitor would have to expend the same amount of time and significant expense to replicate MMA’s solution and playbook. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Page 86	Figure MSQ11-2: Project Status Report, Page 1	This section of the proposal includes MMA’s proprietary program components such report samples customized to the unique needs of the project goals. This information is Trade Secret as MMA derives economic value, actual or potential, from the information not being generally known to, and not being readily ascertainable by proper means by competitors and other who can obtain economic value from its disclosure or use and it is subject to the efforts that are reasonable under the circumstances to maintain its secrecy. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Page 87	Figure MSQ11-3: Project Status Report, Page 2	
MSQ3 – Utilization Management Program Approach	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q3 Response, Pages 24-27	MSQ3.1 – QLL Utilization Management Criteria	
MSQ9 – Project Stages and Phases	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q9 Response, Pages 1-5	MSQ9.1 – Best Practices	

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MSQ9 – Project Stages and Phases	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q9 Response, Page 1	MSQ9.2 – Lessons Learned	MMA holds its solutions, formulas, methods and techniques to be trade secret. This section provides granular details about MMA’s unique solutions for successfully handling workflow management. MMA’s distinctive method and approach for developing the workflow management derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use and is the subject of efforts that are reasonable under the circumstances to maintain its secrecy. MMA asserts that the disclosure of the described portion of information could reasonably be expected to result in unfair competitive injury to MMA or would impair the ability of the governmental entity to obtain the necessary information in the future and the interest of MMA in prohibiting access to the information is greater than the interest of the public in obtaining access, and/or would cause commercial injury to, or confer a competitive advantage upon a potential or actual competitor of MMA. Exempt from public disclosure as Trade Secret, O.C.G.A. § 50-18-72(34) and O.C.G.A. § 10-1-761(4).
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-10	MSQ11.1 - Project Schedule/Project Work Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-14	MSQ11.2 - WBS tasks and Project Outputs (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-61	MSQ11.3 - Implementation Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-18	MSQ11.4 - Quality Management Plan (Sample)	

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MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-30	MSQ11.5 - Requirements Management Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-18	MSQ11.6 - Change Management Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-23	MSQ11.7 - Risk Management Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-25	MSQ11.8 - Communications Management Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-61	MSQ11.9 - Integration Plan (Sample)	

Proposal Section	Attachment Reference/ Page Number	Protected Information	Justification
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-50	MSQ11.10 - Operations & Maintenance Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-31	MSQ11.11 - Training Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-8	MSQ11.12 - Cost Management Plan (Sample)	
MSQ11 - Project Management	Attachment U Pharmacy Clinical Management Services Mandatory Scored Response Worksheet Q11 Response, Pages 1-11	MSQ11.13 - Stakeholder Management Plan (Sample)	