



September 26, 2011

ATTN: JoAnn Cowger, Issuing Officer
Iowa Medicaid Enterprise
100 Army Post Road
Des Moines, IA 50315

RE: RFP # MED-012-003
Electronic Health Records Medicaid Incentive Payment Administration Tool
Subject: Transmittal Letter [RFP §3.2.1]

Dear Ms Cowger:

Client Network Services Inc. (CNSI) is pleased to submit its response to the Iowa Department of Human Services' request for proposal (RFP) for the Iowa Electronic Health Records Medicaid Incentive Payment Administration Tool. CNSI's multi-state solution, eMIPP, provides a platform for collaboration among a variety of data sources, interfaces, and organizations. Further, it uniquely positions the Agency to be a leader in the nationwide EHR initiative as well as to better serve its constituents through more efficient and effective operations.

For this opportunity, CNSI is pleased to have selected a subcontractor with an exceptional level of Iowa-specific expertise and qualifications – Noridian Administrative Services, LLC (Noridian). Together, as Team CNSI, we bring the Agency an innovative, low risk solution and services that are delivered by talented, experienced personnel.

In accordance with the instructions set forth in the RFP, CNSI is submitting one original and six identical hard copies of the Technical Proposal and the Cost Proposal. In addition, CNSI is submitting one electronic copy of both the Technical and Cost proposals, with each on its own CD-ROM. CNSI has not identified any material in our Technical or Cost Proposals as confidential; therefore, we are not submitting a redacted paper copy, nor are we submitting a CD-ROM labeled Public Copy.

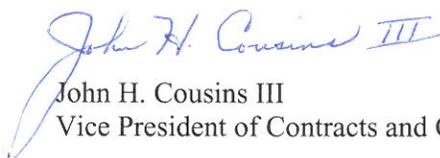
Attached to this letter we include the executive summary that presents CNSI's strengths and the key features of our approach to meet the RFP requirements.

Throughout the evaluation process, I am the person the State may contact regarding this proposal response. My contact information follows:

John H. Cousins III
Vice President of Contracts and Corporate Counsel, CNSI
(301) 634-4637
John.Cousins@cns-inc.com

We thank you for this opportunity, and we look forward to a future relationship with DHS. Please contact me should you have any questions or comments regarding this submission.

Sincerely,



John H. Cousins III
Vice President of Contracts and Corporate Counsel



Executive Summary

RFP §3.2.1

It must consist of an executive summary that briefly reviews the strengths of the bidder and key features of its proposed approach to meet the requirements of this RFP.

CNSI is pleased to participate in the request for proposal (RFP) MED-012-003 for Electronic Health Records Medicaid Incentive Payment Administration Tool for the Iowa Department of Human Services. Through our proposal, Team CNSI will demonstrate that our personnel, our processes, and our solution provide the most innovative, experienced, best value, and flexible option to the Agency. CNSI's depth of experience in implementing Medicaid and Electronic Health Record Medicaid Incentive Payment Program (EHR MIPP) administrative tools will minimize implementation risks and provide a robust solution that will meet the Centers for Medicare and Medicaid Services (CMS) future meaningful use requirements.

CNSI provides next generation solutions for meeting healthcare challenges now and in the future. As a thought leader in providing strategic solutions, CNSI brings its healthcare expertise and leverages its collaborative delivery model to provide customers the maximum value. CNSI has successfully implemented CMS certified Medicaid Management Information Systems (MMIS) and EHR MIPP systems in the states of Washington and Michigan. We are currently implementing our EHR MIPP multi-state hosted solution in the state of Maryland. In addition, CNSI has provided our eMIPP solution as an off the shelf product for customization for the state of New York. Team CNSI's proposed solution, eMIPP™, provides a complete platform for the management of the workflows and business processes associated EHR incentive payment administration. Given our presence in Medicaid, eMIPP is a strategic offering and CNSI is committed to providing support for meaningful use Stage 1, 2, and 3 in a hosted model and for multi-state support. Together with Noridian Administrative Services, our subcontractor, we form Team CNSI to meet or exceed the Agency's expectations.

Service oriented architecture (SOA)-based solution ...

... provides the flexibility to rapidly become part of the Agency's healthcare platform. Team CNSI's eMIPP provides the CMS NLR interfaces, Office of the National Coordinator (ONC) interfaces, provider registration, state work-flow/eligibility determination, and data capabilities to be the system of record for the Agency's EHR MIPP. Team CNSI's eMIPP is based on a modular design that is a complete product for states to administer the Electronic Health Record (EHR) Medicaid Incentive Payment Program (MIPP). eMIPP provides out-of-the-box SOA services for CMS interfaces, ONC interfaces, credentialing, payment, and EHR certification validation service. The solution directly interfaces with CMS and ONC to receive and send required federal data and EHR certification information. Payments are generated using interfaces to the current MMIS payment processes. eMIPP also offers Enterprise Service Bus capability and configurable workflow and business process management. From its very core, eMIPP is web-centric and service-based for interoperability.

Team CNSI's eMIPP solution is built on J2EE open standard architecture, which provides strong foundation capabilities for developing a service-based framework. The configurable modular components provide the ability to support evolving business needs. While some business rules for EHR MIPP are set by federal law and regulation, others vary across states. Team CNSI's eMIPP, is designed to accommodate specific state level requirements.

Team CNSI's eMIPP is a multi-state, shared solution hosted in CNSI's data center that, in addition to Iowa, will support our state of Maryland implementation. We also expect to host other states as we pursue this market. While our proposed hosted solution is shared with the state of Maryland, the eMIPP code



base is actually common for all of our customers. This enables us to offer lower costs and as well as share best practices among our customers.

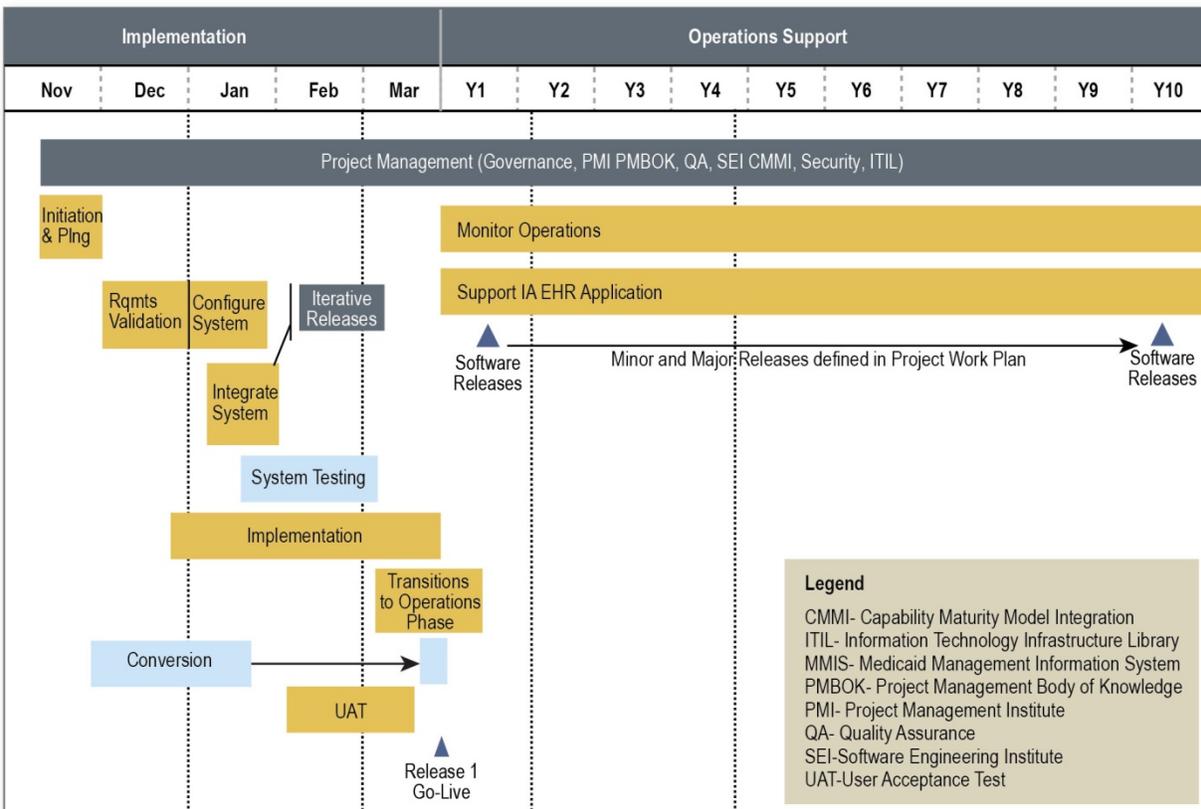
Rapidly going from policy to solution ...

... enables the Agency to be proactive in implementing each stage of the Meaningful Use policy established by CMS. The Electronic Health Record Medicaid Incentive Payment Program (EHR MIPP) began in January 2011. Well before the program was formally implemented, Team CNSI proactively analyzed the interim rules and policies to develop our eMIPP solution. That investment enabled us to be one of the first systems, in the states of Michigan and Washington, to successfully undergo CMS NLR testing. CNSI's eMIPP solution is designed to offer customers a core set of functionality that can be implemented with any MMIS platform.

The flexibility and extensibility of eMIPP will enable Team CNSI to rapidly apply new program rules, federal regulations, policy decisions, and business processes. eMIPP provides a state specific repository of registration and attestation data and standardized performance measures for reporting and analysis.

Our collaborative delivery model ...

... provides a low risk implementation. We will work collaboratively with the Agency's business and technical personnel and will provide an experienced team of project management, subject matter experts, technical expertise, and business analyst resources to support this project. Team CNSI's management approach includes defined, standardized, and repeatable processes and procedures. We are an established organization with effective management and contract administration procedures, and we are committed to the performance and delivery of quality products and services. Our management approach implements industry standard project management practices of Project Management Institute's (PMI) Project Management Body of Knowledge (PMBOK) and blends the service management processes of IT Infrastructure Library (ITIL) during operations. CNSI has tailored and "right-sized" our standard project and quality management methodology for the size of this project. The results of our tailoring are presented in our Project Work Plan and Project Timeline provided with the proposal. Figure 1 provides an overview of the overall timeline for Implementation and the Operations Support phases.



IA eMIPP-011

Figure 1. Team CNSI Overall eMIPP Implementation and Operations Support Timeline. Team CNSI has carefully planned each activity to ensure successful and on time delivery of each software release.

In summary, Team CNSI’s management approach systematically addresses the following standard project management phases: initiate and plan; control, and closure.

- **Initiate and Plan the Project.** During project planning, Team CNSI will finalize the plans necessary to govern and oversee the effort. A project work plan will be developed based on our standard processes. The project work plan will include quality assurance, staffing, and software development life cycle (SDLC) plans necessary to meet the requirements of the RFP. Team CNSI will also finalize the work breakdown structure (WBS) that describes the work that needs to be performed. This WBS will then be linked to the staffing plan to define “who will do what.” Microsoft Project will be utilized to maintain the project schedule, provided in Tab 4, Draft Work Plan section of this proposal. Team CNSI’s accounting system, Deltek’s Costpoint, will be set up to capture all costs in accordance with the WBS. As-One, our project collaboration system, will be initialized and configured to support the project. All project data and required deliverables will be adequately secured and accessible to authorized staff from within As-One. Team CNSI will conduct a project kickoff meeting where we will discuss our planned approaches with the Agency.
- **Control the Project.** Project execution and control implements our management and quality processes to ensure our staff delivers on schedule and within cost. Our management plans establish the “guard rails” and our quality assurance procedures ensure that our effort stays within these “guard rails.” Team CNSI’s project manager (PM), Mr. Krishnaraj Kannan, will serve as the single-point of authority. The PM will have direct access to Team CNSI’s resources to ensure



that our management system enables the success of the project. Using our management system, our PM and the entire team, including the Agency staff, will be able to:

- Communicate status, addressing problems or issues that arise
- Escalate problems or issues to the appropriate responsible individual in accordance with our well-established procedures
- Monitor key metrics (e.g., planned and actual deliverable performance, closure of service tickets) to assess Team CNSI's performance
- Provide a systematic approach to accessing and archiving project and contract level deliverables

Team CNSI will use As-One, Microsoft Project, Deltek CostPoint, and Deltek Electronic Timesheet (ET) as the primary system components of our management system. As-One is a collaboration server that enables Team CNSI and the Agency to share documents, action items, calendar, risks, issues, and other project artifacts. Deltek CostPoint is our standard accounting system that will be used to generate invoices and support our cost management processes. Lastly, Deltek ET provides the capability to capture actual labor hours for tasks on the project.

Team CNSI will develop and maintain a complete baseline project schedule, to be reviewed at least weekly during the initial implementation and monthly during operations. The project work plan will be reviewed and revised, if necessary, on a monthly basis. During the project kickoff, Team CNSI will review and update the high level tasks and milestones based on the Agency's input. These items will form the basis of the project work plan and schedule, thereby forming the critical path. Team CNSI will hold a formal peer review, whereby stakeholders have an opportunity for final plan and schedule input and/or changes. Once these are incorporated, Team CNSI will baseline the project work plan in Microsoft Project and begin tracking and reporting progress against the baseline in accordance with the Agency's requirements. In the event of approved major changes to the project, Team CNSI will incorporate the schedule changes and then re-baseline the project.

Our PM will review the schedule and report any deviations from the project schedule that may impact the major milestone delivery dates. Progress against the work plan and schedule plan will be provided in the project status reports. Any potential impact to major milestone delivery dates will be reported. Utilizing Team CNSI's standard project scheduling process, Team CNSI will break all project schedules down into work packages. Each work package will be resource loaded. All resources will be leveled and adjusted so that utilization can be effectively monitored and measured. On at least a biweekly basis, Team CNSI will update the status of active tasks. Team CNSI will develop a dashboard in the project schedule so that status can be identified quickly by examining a graphical spotlight.

- **Close the Project.** Our management system includes a closed loop process to formally address closure of the project. During project closure, Team CNSI will prepare final documentation and information necessary to turn over the effort to the Agency. We will conduct a formal project close out meeting and capture lessons learned and best practices that may apply to any future endeavors at the Agency. We will also capture performance information such as labor hours and other metrics so that the information can be used to plan future efforts more accurately. Contracts administration tasks will be conducted to formally close the task order and officially formalize the completion of the task order effort.



As discussed above, Team CNSI’s management approach will ensure that each scope of work element is assigned to one or more work packages and tracked to closure. Figure 2 provides an overview of our solution for each of the twelve elements of the scope of work identified in the RFP.

Scope of Work	Overview of Team CNSI’s Solution
Provide a web portal for provider attestation	eMIPP is a completely web-centric EHR Medicaid Incentive Program solution. Providers are able to register, provide MU Stage 1 year one and two information, attest and sign electronically, then track and resolve any issues using the capabilities of our solution. eMIPP is developed on J2EE open standard architecture, which provides a strong foundation for developing a services oriented architecture. The configurable modular components provide the ability to support evolving business needs.
Provide EHR program administration tools and services	eMIPP provides services and tools to administer the EHR Medicaid incentive payment program including: <ul style="list-style-type: none"> • Online, secure, real time collaboration with the provider community • Business process automation workflow management • Interface with CMS-NLR • Services based integration.
Provide reports as required	eMIPP has built in reports that are either scheduled or produced on demand. The generated reports can be viewed online in PDF or HTML format, or can be exported to Excel for further processing. Reports can be saved as PDF files and or emailed to any authorized user. Team CNSI develops all reports using JASPER open source framework.
Receive EHR incentive payment information from MMIS	eMIPP is designed to initiate incentive payment and reconcile payment information from Iowa’s MMIS after the payment has been made and the MMIS has processed the associated HIPAA 835 documents. Provider data will also be loaded from the MMIS to support eligibility and payment processes within eMIPP. Team CNSI will work with Agency staff to finalize this interface during configuration and integration. eMIPP will receive the information in standard formats in either XML or CSV structured documents. We anticipate that payments will be made through the MMIS using the gross adjustment functionality. eMIPP displays this information in summary form for each payment made for each payment year. There are both provider and state user views of payments.
Interfaces to the CMS National Level Repository	Team CNSI’s eMIPP interface framework solution connects with CMS’ NLR to receive daily feeds and to send the updated registration and payment information to CMS. Michigan, using Team CNSI’s eMIPP solution, was the first state in the nation to have CMS testing approval of all CMS interfaces. Michigan and Team CNSI were chosen to participate in ONC Certification system testing prior to final implementation testing at the state level. Team CNSI has since received CMS interface testing approval for our solutions for the state of Washington. The data received from the CMS feed is applied in the state EHR repository and the updated information is sent to CMS.



Scope of Work	Overview of Team CNSI's Solution
Provide requested data extracts for the Agency's Data Warehouse	Team CNSI's experience in implementing and integrating with Medicaid data warehouses will enable us to develop a SOA-based extract process to load into the Agency's data warehouse. Extract files will be provided in an agreed upon format and schedule.
Provide Application support for the life of the contract	Team CNSI will implement ITIL-based processes to continually support eMIPP for the life of the contract. Our solution is hosted in our data center and shared with multiple states (initially with the state of Maryland implementation). The core of our code base is common across all of our eMIPP customers.
Provide project implementation planning materials for the Agency's approval no later than 15 days following execution of the contract	Team CNSI will finalize the plans necessary to govern and oversee the effort during project planning and initiation. A Project Management Plan will be developed in addition to the project work plan, project training plan, project timeline (driven from the project work plan), application screen shots, and sample reports to be used. The PMP will include quality assurance, staffing, and software development life cycle (SDLC) plans necessary to meet the requirements of the RFP. Team CNSI will also finalize the work breakdown structure (WBS) that describes the work that needs to be performed.
Provide all available updates to the software as they are released	eMIPP is designed with MIP program evolution in mind. The provider and state user screen design is inherently flexible, making use of card stacks that can be added to as the program evolves. Data structures have been designed to be extended to provide support for MU Stage 2 and Stage 3. Team CNSI has planned two software releases per year for the life of the contract. For the first two years, software releases will include one minor release and one major release. The major release will include the enhancements necessary for support of Stage 2 and Stage 3 meaningful use. Patch releases may be scheduled with approval from the Agency where updates to the software are required outside the planned release schedule.
Confirm, at all times, adequate security and operational standards to protect all information	Team CNSI proposes a mature security and operations framework that addresses all physical, logical, and infrastructure (IT and hosting) requirements. Team CNSI's holistic approach to securing information resources (i.e., hardware, software, and data) will not only assist with meeting our security obligations but will do so in the most economical manner to minimize cost to the Agency. This approach addresses administrative, operational, technical, and physical security measures at the CNSI data center. Team CNSI follows a security management concept that ensures that the security solutions support our business drivers. Most importantly, Team CNSI brings the staff and corporate experience to effectively support security and operational standards to protect all information.
Confirm, at all times, the solution meets MITA standards for SOA and	Team CNSI's eMIPP solution is completely based on MITA aligned SOA, which provides the flexibility to be integrated with any existing, state managed provider management applications. The overall solution



Scope of Work	Overview of Team CNSI's Solution
interoperability	leverages a set of reusable services (e.g., provider registry, eligibility service) to support state Medicaid agencies in administering the incentive payment program and meet federal audit and control standards.
Provide necessary monthly reports	<p>Team CNSI's goal for the eMIPP application is to have 24x7 uptime, excluding the following:</p> <ul style="list-style-type: none"> • Any monthly maintenance outages • Any year end maintenance outage • Application code releases • Hardware failures • Network failures <p>Team CNSI provides monthly reports of system availability and outages for the eMIPP application.</p>

Figure 2. Team CNSI's Approach to Addressing the Scope of Work Defined in the RFP.

One of CNSI's core strengths is our ability to manage subcontractors, varying in size and number. Team CNSI has mature management practices that are driven by our adherence to the PMI and its PMBOK methodology, as well as our commitment to the Software Engineering Institute's Capability Maturity Management Integration (CMMI) Level 2 and Level 3 processes. With these mature management practices in place, we are well prepared to manage subcontractors for this EHR MIPP project.

It takes a proven team ...

... to effectively implement EHR MIPP functionally given the number of stakeholders involved and the continual changing nature of the program.



CNSI, the prime contractor, and the provider of the eMIPP solution, has firmly established itself as a thought leader and as the "next generation" Medicaid solution provider over the past 12 years. CNSI is considered a "change agent" in the MMIS market based on industry-expertise and leading-edge technology capabilities. With two recent successful implementations of both CMS certified MMIS and eMIPP for Michigan and Washington, CNSI is well prepared to implement the EHR MIPP administrative tool required by the RFP. Our goal is to meet or exceed the Agency's needs. eMIPP is based on a SOA platform and is in operation today. CNSI's solutions also adhere to currently known MITA standards and CMS' Seven Conditions and Standards for Medicaid technology investments. The CNSI healthcare leadership team has participated in the CMS MITA Technical Architecture Working Group (TAG) for the past five years. In addition, through our participation in health care enrollment groups and collaboration with partners such as George Washington University and the Gartner group, we remain on the leading edge of public health care service and policy changes. Another key aspect is the product approach that CNSI has undertaken with eMIPP, which enables cost savings to the Agency for common federal initiatives.



Noridian Administrative Services, LLC (Noridian). A subsidiary of Noridian Mutual Insurance Company (dba Blue Cross Blue Shield of North Dakota), Noridian is a successful fiscal intermediary and contractor in federal, state, and commercial health care industries. As a health care-focused company, Noridian brings more than 70 years of experience in health care administration, including Medicare, Medicaid, and Blue Cross Blue Shield (BCBS) plans and has repeatedly demonstrated exceptional competence with operational performance. Today, Noridian covers nearly 13.9 million lives across 189,000 providers, and processes 114 million claims per year (230



million claim lines), bringing extensive health care knowledge and experience. As a major health care administration organization supporting health care stakeholders within state, federal, and commercial programs, Noridian has extensive access to – and involvement in – national Policy Development Task Forces for addressing health care issues affecting stakeholders at all levels.

Collectively, Team CNSI’s wealth of experience has led us to incorporate the following factors in developing our proposal:

- **Medicaid expertise.** Our project team's experience within the Medicaid systems, programs, and meaningful use policies will allow us to efficiently expedite implementation of the system and support future program changes.
- **Experience with the existing Iowa Medicaid Provider Application (IMPA) and OnBase.** We leverage the on-the-ground experience of Noridian, our proposed subcontractor. Hence our project team is familiar with both the existing EHR MIPP system and, of course, our proposed solution.
- **Knowledge of Health Information Technology for Economic and Clinical Health (HITECH) Act and other health IT initiatives.** Team CNSI closely follows legislation and policies to enable eMIPP to stay current.
- **Experienced team.** All team members have implemented our eMIPP solution and worked together in the past; thereby minimizing any startup risks.

CNSI and Noridian are the right choice to provide Electronic Health Records Medicaid Incentive Payment Administration Tool for the Agency. We are strategically focused in this market and are committed to meeting future policy changes with innovative solutions that extend our SOA-based eMIPP solution. The Agency will also benefit from sharing our lessons learned, best practices, and costs with multiple states.



Bid Proposal Security

RFP §3.2.1

The bidder shall submit a bid bond, a certified or cashier's check, or an irrevocable letter of credit in favor of or made payable to the Agency in the amount of five thousand dollars. The bid proposal security must be valid beginning on the Bid Proposal due date for 90 days. The bidder understands that if the bidder elects to use a bond, a surety licensed to do business in Iowa must issue the bond on a form acceptable to the Agency. The bidder understands that the bid proposal security shall be forfeited if the bidder is chosen to receive the contract and withdraws its Bid Proposal after the Agency issues a Notice of Intent to Award, does not honor the terms offered in its Bid Proposal, or does not negotiate contract terms in good faith. The bidder further understands that the bid proposal security submitted by bidders will be returned, if not forfeited for reasons stated above, when the Bid Proposals expire, are rejected, or the Agency enters into a contract with the successful bidder, whichever is earliest.

CNSI submits a cashier's check made payable to the Agency in the amount of five thousand dollars. The certified check is enclosed in the Original Technical Proposal.

CNSI understands and accepts the conditions associated with this bid proposal security as stated in RFP section 3.2.1.



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RFP §3.2.2

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RFP Forms

RFP §3.2.3

In accordance with RFP 3.2.3, CNSI has completed the required RFP forms and includes them in the following order:

- Release of Information Form – Attachment A
- Primary Bidder Detail & Certification Form – Attachment B
- Subcontractor Disclosure Form – Attachment C

Attachment A: Release of Information

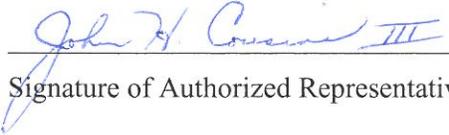
(Return this completed form behind Tab 3 of the Bid Proposal.)

Client Network Services, Inc. (dba "CNSI") (name of bidder) hereby authorizes any person or entity, public or private, having any information concerning the bidder's background, including but not limited to its performance history regarding its prior rendering of services similar to those detailed in this RFP, to release such information to the Agency.

The bidder acknowledges that it may not agree with the information and opinions given by such person or entity in response to a reference request. The bidder acknowledges that the information and opinions given by such person or entity may hurt its chances to receive contract awards from the Agency or may otherwise hurt its reputation or operations. The bidder is willing to take that risk. The bidder agrees to release all persons, entities, the Agency, and the State of Iowa from any liability whatsoever that may be incurred in releasing this information or using this information.

Client Network Services, Inc. (dba "CNSI")

Printed Name of Bidder Organization


Signature of Authorized Representative

September 26, 2011

Date

John H. Cousins III

Printed Name

Attachment B: Primary Bidder Detail Form & Certification

(Return this completed form behind Tab 3 of the Proposal. If a section does not apply, label it "not applicable".)

Primary Contact Information (individual who can address issues re: this Bid Proposal)	
Name:	John H. Cousins III
Address:	15800 Gaither Drive, Gaithersburg, MD 20877
Tel:	301-634-4637
Fax:	301-634-4606
e-mail:	John.Cousins@cns-inc.com

Primary Bidder Detail		
Business Legal Name ("Bidder"):	Client Network Services, Inc.	
"Doing Business As" names, assumed names, or other operating names:	CNSI	
Parent Corporation, if any:	Not Applicable	
Form of Business Entity (i.e., corp., partnership, LLC, etc.):	Corporation	
State of Incorporation/organization:	Maryland	
Primary Address:	15800 Gaither Drive, Gaithersburg, MD 20877	
Tel:	301-634-4600	
Fax:	301-634-4606	
Local Address (if any):	Not Applicable	
Addresses of Major Offices and other facilities that may contribute to performance under this RFP/Contract:	15800 Gaither Drive Gaithersburg, MD 20877	6465 Millennium Drive Suite 150 Lansing, MI 48917
Number of Employees:	444	
Number of Years in Business:	17	
Primary Focus of Business:	IT systems development and integration	
Federal Tax ID:	52-1872098	
Bidder's Accounting Firm:	Argy, Wiltse & Robinson, P.C.	
If Bidder is currently registered to do business in Iowa, provide the Date of Registration:	06/28/2011 (No. W00741268)	
Do you plan on using subcontractors if awarded this Contract? {If "YES," submit a Subcontractor Disclosure Form for each proposed subcontractor.}	Yes	

Location in Bid (Tab/Page)	Statutory Basis for Confidentiality	Description/Explanation
N/A	N/A	N/A

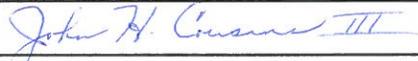
Exceptions to RFP/Contract Language (See Section 3.1)			
RFP Section and Page	Language to Which Bidder Takes Exception	Explanation and Proposed Replacement Language:	Cost Savings to the Agency if the Proposed Replacement Language is Accepted
N/A	N/A	N/A	N/A

BID PROPOSAL CERTIFICATION

By signing below, Bidder certifies that:

- Bidder accepts and will comply with all Contract Terms and Conditions contained in the Sample Contract without change except as otherwise expressly stated in the Primary Bidder Detail Form & Certification;
- Bidder has reviewed the Additional Certifications, which are incorporated herein by reference, and by signing below represents that Bidder agrees to be bound by the obligations included therein;
- Bidder does not discriminate in its employment practices with regard to race, color, religion, age (except as provided by law), sex, marital status, political affiliation, national origin, or handicap;
- No cost or pricing information has been included in the Bidder's Technical Proposal;
- Bidder has received any amendments to this RFP issued by the Agency;
- Bidder either is currently registered to do business in Iowa or agrees to register if Bidder is awarded a Contract pursuant to this RFP;
- The person signing this Bid Proposal certifies that he/she is the person in the Bidder's organization responsible for, or authorized to make decisions regarding the prices quoted and he/she has not participated, and will not participate, in any action contrary to the anti-competitive agreements outlined above;
- Bidder specifically stipulates that the Bid Proposal is predicated upon the acceptance of all terms and conditions stated in the RFP and the Sample Contract without change except as otherwise expressly stated in the Primary Bidder Detail Form & Certification. Objections or responses shall not materially alter the RFP. All changes to proposed contract language, including deletions, additions, and substitutions of language, must be addressed in the Bid Proposal;
- Bidder certifies that the Bidder organization has sufficient personnel resources available to provide all services proposed by the Bid Proposal, and such resources will be available on the date the RFP states services are to begin. Bidder guarantees personnel proposed to provide services will be the personnel providing the services unless prior approval is received from the Agency to substitute staff;
- Bidder certifies that if the Bidder is awarded the contract and plans to utilize subcontractors at any point to perform any obligations under the contract, the Bidder will (1) notify the Agency in writing prior to use of the subcontractor, and (2) apply all restrictions, obligations, and responsibilities of the resulting contract between the Agency and contractor to the subcontractors through a subcontract. The contractor will remain responsible for all Deliverables provided under this contract.
- Bidder guarantees the availability of the services offered and that all Bid Proposal terms, including price, will remain firm until a contract has been executed for the services contemplated by this RFP or one year from the issuance of this RFP, whichever is earlier; and,
- Bidder certifies it is either a) registered or will become registered with the Iowa Department of Revenue to collect and remit Iowa sales and use taxes as required by Iowa Code chapter 423; or b) not a "retailer" of a "retailer maintaining a place of business in this state" as those terms are defined in Iowa Code subsections 423.1(42) & (43). The Bidder also acknowledges that the Agency may declare the bid void if the above certification is false. Bidders may register with the Department of Revenue online at: <http://www.state.ia.us/tax/business/business.html>.

By signing below, I certify that I have the authority to bind the Bidder to the specific terms, conditions and technical specifications required in the Agency's Request for Proposals (RFP) and offered in the Bidder's Proposal. I understand that by submitting this Bid Proposal, the Bidder agrees to provide services described herein which meet or exceed the requirements of the Agency's RFP unless noted in the Bid Proposal and at the prices quoted by the Bidder. I certify that the contents of the Bid Proposal are true and accurate and that the Bidder has not made any knowingly false statements in the Bid Proposal.

Signature:	
Printed Name/Title:	John H. Cousins III, Vice President of Contracts and Corporate Counsel
Date:	September 26, 2011

Attachment C: Subcontractor Disclosure Form

(Return this completed form behind Tab 3 of the Bid Proposal. Fully complete a form for each proposed subcontractor. If a section does not apply, label it "not applicable." If the bidder does not intend to use subcontractor(s), this form does not need to be returned.)

Primary Bidder ("Primary Bidder"):	Client Network Services, Inc. (dba "CNSP")
Subcontractor Contact Information (individual who can address issues re: this RFP)	
Name:	Kaylin Frappier, Senior Vice President, Strategy & Business Development
Address:	Noridian, 900 42nd Street South, Fargo, ND 58103
Tel:	(701) 282-1479
Fax:	(701) 277-5150
e-mail:	Kaylin.Frappier@noridian.com

Subcontractor Detail	
Subcontractor Legal Name ("Subcontractor"):	Noridian Administrative Services, LLC (Noridian)
"Doing Business As" names, assumed names, or other operating names:	Noridian
Form of Business Entity (i.e., corp., partnership, LLC, etc.)	LLC
State of Incorporation/organization:	Delaware
Primary Address:	900 42nd St S Fargo, ND 58103
Tel:	701-277-6500
Fax:	701-277-5150
Local Address (if any):	As the current Core MMIS contractor for the Iowa Medicaid Enterprise, Noridian has an office at the state-owned Medicaid facility: 100 Army Post Road Des Moines, IA 50315
Addresses of Major Offices and other facilities that may contribute to performance under this RFP/Contract:	Iowa Medicaid 100 Army Post Road Des Moines, IA 50315
Number of Employees:	As of September 13, 2011, Noridian has 877 (868 full-time and 9 part-time) employees.
Number of Years in Business:	Noridian has been providing fiscal agent services for government health care programs since 1966.
Primary Focus of Business:	Noridian is a large-scale administrative services company that provides governmental agencies and private businesses with a wide range of solutions for claims processing, information management, and customer service needs. Its services include solutions for and management of claims processing operations, call centers, document control functions, and print and mail operations.

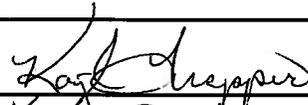
Federal Tax ID:	450173185
Subcontractor's Accounting Firm:	Eide Bailly, LLP
If Subcontractor is currently registered to do business in Iowa, provide the Date of Registration:	November 6, 2009
Percentage of Total Work to be performed by this Subcontractor pursuant to this RFP/Contract.	16.79%
General Scope of Work to be performed by this Subcontractor	
Noridian will provide technical assistance to CNSI in conducting conversion of year 1 provider, attestation, payment, and other data into the proposed eMIPP solution. In addition, Noridian will lead the implementation activities through go-live of the first software release and provide support during operations and maintenance.	
Detail the Subcontractor's qualifications for performing this scope of work	
Noridian understand the current Iowa Medicaid Provider Application (IMPA) solution, the data, and the functionality. This background and experience combined with knowledge of the Iowa Medicaid Enterprise will help reduce any data conversion and implementation risks with the eMIPP solution.	

By signing below, Subcontractor agrees to the following:

1. Subcontractor has reviewed the RFP, and Subcontractor agrees to perform the work indicated in this Bid Proposal if the Primary Bidder is selected as the winning bidder in this procurement.
2. Subcontractor has reviewed the Additional Certifications and by signing below confirms that the Certifications are true and accurate and Subcontractor will comply with all such Certifications.
3. Subcontractor agrees that it will register to do business in Iowa before performing any services pursuant to this contract, if required to do so by Iowa law.
4. Subcontractor does not discriminate in its employment practices with regard to race, color, religion, age (except as provided by law), sex, marital status, political affiliation, national origin, or handicap;

The person signing this Subcontractor Disclosure Form certifies that he/she is the person in the Subcontractor's organization responsible for or authorized to make decisions regarding the prices quoted and he/she has not participated, and will not participate, in any action contrary to the anti-competitive obligations agreements outlined above.

I hereby certify that the contents of the Subcontractor Disclosure Form are true and accurate and that the Subcontractor has not made any knowingly false statements in the Form.

Signature for Subcontractor:	
Printed Name/Title:	Kayla Frappier SVP
Date:	September 26, 2011