



**STATE OF MAINE
DEPARTMENT OF PROFESSIONAL AND
FINANCIAL REGULATION**

**Janet T. Mills
Governor**

**Joan F. Cohen
Commissioner**

AWARD NOTIFICATION LETTER FOR PQVL AWARDED BIDDERS

April 16, 2025

INS Regulatory Insurance Services, Inc.
Annette M. Knief
419 South 2nd St.
New Market, Suite 206
Philadelphia, PA 19147

sent via email to: aknief@theinscompanies.com

**SUBJECT: Notice of Conditional Pre-Qualified Vendor List Award under RFP # 202112196,
Pre-Qualified Vendor List for Market Conduct Examination Services**

Dear Ms. Knief:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Professional and Financial Regulation/Bureau of Insurance for the Pre-Qualified Vendor List for Market Conduct Examination Services. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional award to the following bidder:

- INS Regulatory Insurance Services, Inc.

The bidder listed above has met the requirements for placement on the Pre-Qualified Vendor List. Vendors added to this Pre-Qualified Vendor List (PQVL) are not guaranteed a contract with the State of Maine but are eligible to submit bids on projects issued through the PQVL Mini-Bid Process, as defined in the RFP. Any Notice of Conditional Contract Award resulting from a Mini-Bid award is subject to execution of a written contract. As a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor(s). The vendor shall not acquire any legal or equitable rights relative to contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award and dissolve the Pre-Qualified Vendor List at any time.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to

the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,



Connie Mayette, CPCU, AIE, MCM, AU, AIC, AINS
Managing Examiner
Market Conduct Division
Maine Bureau of Insurance

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202112196

RFP TITLE: Market Conduct Examination Services

BIDDER: INS Regulatory Insurance Services, Inc.

DATE: April 16, 2025

SUMMARY PAGE

Department Name: Professional & Financial Regulation

Name of RFP Coordinator: Connie Mayette

Names of Evaluators: Timothy Schott, Kimberly Trombley, and Connie Mayette

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
<ul style="list-style-type: none">Demonstration of 5 or more years market conduct examination experience, including managing market conduct exams.	X	
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
THERE WAS ONLY ONE PROPOSAL SUBMITTED FOR THIS OPEN ENROLLMENT FOR THE PQVL – NO SCORING WAS REQUIRED		
Section II. Organization Qualifications and Experience		N/A
Section III. Proposed Services		N/A
Section IV. Cost Proposal		N/A
<u>Total Points</u>	<u>100</u>	<u>N/A</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202112196

RFP TITLE: Market Conduct Examination Services

BIDDER: INS Regulatory Insurance Services, Inc.

DATE: April 16, 2025

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

- Bidder demonstrated in excess of five years' experience in managing market conduct exams, passing this pass/fail requirement.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202112196

RFP TITLE: Market Conduct Examination Services

BIDDER: INS Regulatory Insurance Services, Inc.

DATE: April 16, 2025

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section II. Organization Qualifications and Experience	50	N/A

Evaluation Team Comments:

- I Qualifications and Skills
 - ◆ Extensive experience, with technical and specific subject matter experts (Pharmacists, IT, RNs, Data Specialists)
 - ◆ All work down in-house, only rare occasions would consider using a subcontractor
 - ◆ Only work for regulators
 - ◆ Significant experience w/MPHAEA (Mental Health Parity and Addiction Equity Act) issues and PBMs (Pharmacy Benefit Managers)
 - ◆ Their own quality control process for tracking the progress of the exam and its budget
 - ◆ In business for 37 years

- II Market Conduct Examination Report
 - ◆ Easy to follow, comprehensive overview of violations

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202112196

RFP TITLE: Market Conduct Examination Services

BIDDER: INS Regulatory Insurance Services, Inc.

DATE: April 16, 2025

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section III. Proposed Services	25	N/A

Evaluation Team Comments:

III Methods and Resources

- ◆ Established system for tracking, keeping regulator informed
- ◆ Following Market Regulation Handbook
- ◆ Will include in exam and train any Bureau of Insurance staff as requested
- ◆ In-house written policies and procedures for conducting examinations
- ◆ Appropriate methods and use of resources demonstrated

IV Subcontractors

- ◆ None anticipated due to strength and expertise of staff

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202112196

RFP TITLE: Market Conduct Examination Services

BIDDER: INS Regulatory Insurance Services, Inc.

DATE: April 16, 2025

**EVALUATION OF SECTION IV
Cost Proposal**

Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
	,		x	25 points	=	N/A

Evaluation Team Comments:

Note: As this bid is for entry on a Pre-Qualified Vendor List, Bidders were required to submit a current rate sheet providing a listing of all the typical fixed and hourly rates for all services and positions expected to be involved in providing future Market Conduct Examination Services.

- V Rate sheet review
 - ◆ Reasonable rates for each level of staff



STATE OF MAINE
DEPARTMENT OF Professional &
Financial Regulation

Janet T. Mills
Governor

Joan F. Cohen
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202112196
RFP TITLE: Market Conduct Examination Services

I, Connie Mayette accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Professional and Financial Regulation. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Connie Mayette

Signature

4/9/2025

Date



**STATE OF MAINE
DEPARTMENT OF Professional &
Financial Regulation**

Janet T. Mills
Governor

Joan F. Cohen
Commissioner

**AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202112196
RFP TITLE: Market Conduct Examination Services**

I, Timothy Schott accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Professional and Financial Regulation. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Signature

4/16/2025

Date



STATE OF MAINE
DEPARTMENT OF Professional &
Financial Regulation

Janet T. Mills
Governor

Joan F. Cohen
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202112196
RFP TITLE: Market Conduct Examination Services

I, Kimberly Trombley accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Professional and Financial Regulation. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Signature

4/9/2025

Date