



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
OFFICE OF STATE PROCUREMENT SERVICES
 STATE OF MAINE

PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$10,000 submitted to the Office of State Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		DHHS/Office of MaineCare Services		
Department Contract Administrator or Grant Coordinator:		Shawn Belanger		
(If applicable) Department Reference #:		OMS-21-901G		
Agency Department Code:	10A	Advantage CT / RQS # :	MA 18P 21012000000000000067	
Amount: (Contract/Amendment/Grant	Amend: \$250,000.00 Revised: \$22,668,715.00			
CONTRACT	Proposed/Original Start Date:	9/1/2020	Proposed/Most Recent End Date:	9/30/2026
AMENDMENT	New Effective Date:	9/1/2025	New End Date (if Applicable):	N/A
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Gainwell Technologies LLC Dallas, TX		
Brief Description of Goods/Services/Grant:		Fiscal Agent Services		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input checked="" type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. Higher Education Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

This Agreement provides for changes to the existing core Fiscal Agent processing solution and incorporates the system-related changes needed to comply with the State and Federal requirements. These changes include but are not limited to the adoption of operating and processing requirements for the standardization of eligibility for a health plan and health care status transactions, data content standardization, infrastructure standardization, and adherence to performance measures.

The purpose of this amendment is to add funding needed to update the Department’s system to comply with the Medicaid Statistical Information System (T-MSIS).

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the solicitation (RFP/RFA/RFQ) number and the date of award notification, if applicable.

Gainwell has been providing these customized services to the Department since 2008, after its predecessor company was selected through a competitive RFP process. The Fiscal Agent solution, MIHMS, is run on the Provider’s proprietary HealthPas software. The Provider’s solution and related services include updates to support and accommodate new and changing federal and state requirements for claims processing, monitoring, and reporting, which allows the Department to maintain maximum federal funding.

The Provider’s staff are uniquely familiar with the HealthPas solution and have the advanced IT skills needed to maintain and operate it. These skills are crucial to the operation of MIHMS and the member and provider population served by MaineCare. The Provider’s HealthPas system has been uniquely configured over the duration of the contract to support claims processing for MaineCare providers and to meet federal and state policy and statues. The system has been certified by the Centers for Medicare & Medicaid Services (CMS).

The focus of this request is based on the uniqueness of the Provider and their ownership of the software. There would be significant lead time needed to gain approval from CMS for another vendor, to procure the services of another vendor, and to negotiate, resolve issues, and attempt to obtain licensing rights from the Provider for another vendor to perform these upgrades/services. The MIHMS system is extremely complex and would take up to five years for another vendor to fully understand and obtain skilled resources, during which time the MIHMS system would need to continue to operate as is under the Provider so as not to disrupt provider reimbursement or member access to services.

In addition, to comply with new guidance from CMS, the Department has determined that a “modular” (functional) approach to procurement, resulting in multiple procurement processes, will better suit our business and technology needs; this new approach will take additional time to plan.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

PART III: SUPPLEMENTAL INFORMATION

During the negotiation process, the Department evaluated the changes in the market rates since the inception of the original contract in 2008. The negotiated cost schedule includes an annual reduction in the base operations costs over the lifetime of the contract, and the negotiated contract language includes stronger penalties for non-compliance with required performance metrics.

4. Describe the plan for future competition for the goods or services.

Beginning in 2020, the Department conducted a Medicaid Information Technology Architecture State Self-Assessment (MITA S-SA) to evaluate current business processes and technologies and to act as one input into a roadmap for one or more future MMIS procurements; other inputs include MaineCare’s broader programmatic goals and strategies as well as an assessment of current Provider performance against contract requirements. Based upon the result of this analysis, the SPRC approved the Department to negotiate with Gainwell for subsequent ten-year period. This contract amendment keeps the current work operational until the parallel DDI project completes, at which point the new ten year contract for operations and support will commence.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s).

Yes, ARPA funds (025) – If Yes, please be aware of the requirements from awarding federal agencies.

No – If No, proceed to Part V.


PART V: CONFLICTS OF INTEREST (COI); CONTRACT WITH THE STATE

Maine law contains Conflict of Interest statutes directed to State Departments, State Officers, and Employees Generally under MRS [Title 5, §18](#) and [§18-A](#), in harmony with MRS [Title 17, §3104](#).

The requesting department signatory understands and acknowledges Maine’s Conflict of Interest statutes.

PART VI: APPROVALS

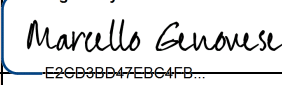
The signature below indicates approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	 <small>DocuSigned by:</small> <small>66730ED17E0C4B2...</small>		
Typed Name:	Jim Lopatosky, Director	Date:	12/9/2025

PART VII: EMERGENCY – Required only if selecting E. Emergency Justification

The signature below indicates approval by the Commissioner or designee of this procurement request.

Signature of requesting Department's Commissioner (or designee):			
Typed Name:		Date:	

Signature of DAFS Procurement Official:	 <small>Signed by:</small> <small>E26B98B47EBC4FB...</small>		
Typed Name:	Marcello Genovese	Date:	12/9/2025