



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:		Maine Health Data Organization		
Department Contract Administrator or Grant Coordinator:		Karynlee Harrington, Executive Director		
(If applicable) Department Reference #:				
Agency Department Code:			Advantage CT / RQS #:	2023051100003168
Amount: (Contract/Amendment/Grant)		\$50,000.00		
CONTRACT	Proposed/Original Start Date:	7/1/2023	Proposed/Most Recent End Date:	6/30/2026
AMENDMENT	New Effective Date:	7/1/2026	New End Date (if Applicable):	6/30/2027
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Ten2Eleven Business Solutions, LLC Sacramento, CA		
Brief Description of Goods/Services/Grant:		Highly specialized technical and pharmaceutical industry expertise required to support the on-going analyses and development of the agency's annual prescription drug pricing transparency reports as required by PL 2019, Ch. 470, PL 2021, Ch. 305, PL 2022, Chapter 606 and PL 2023, Ch. 276 and provides technical support and expertise to the executive director who serves on Maine's Prescription Drug Affordability Board.		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
☐	A. Competitive Process	☐	G. Grant
☒	B. Amendment	☐	H. State Statute/Agency Directed
☒	C. Single Source/Unique Vendor	☐	I. Federal Agency Directed

☐	D. Proprietary/Copyright/Patents	☐	J. Willing and Qualified
☐	E. Emergency	☐	K. Client Choice
☐	F. Higher Education Cooperative Project	☐	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.

Prescription drug spending in Maine and nationally continues to become a larger portion of overall medical spending (approximately 27%) and as such the legislature and Governor have made the transparency of prescription drug pricing throughout the pharmaceutical supply chain a priority and have passed several laws over the last eight years that require MHDO to define and collect prescription drug data directly from manufacturers, wholesale distributors and pharmacy benefits managers, and 340B drug program data directly from hospitals participating in the federal 340B drug discount program; produce annual prescription drug pricing transparency reports, and recently add the executive director of the Maine Health Data Organization to Maine's Prescription Drug Affordability Board. There is a level of specialized expertise and understanding of the pharmaceutical supply chain (including manufactures, wholesale distributors, pharmacy benefit managers, pharmacies, and commercial and public payors) that is required to develop rules for the uniform collection of the various prescription drug data sets that Ten2Eleven holds. More challenging is the analysis of these data that is required to produce the contents of the various mandated annual reports. Ten2Eleven has provided the MHDO with this level of specialized expertise in the development of the organization's prescription drug data collection rules and in the development of all its mandated prescription drug transparency reports. This month, MHDO released its fifth annual Prescription Drug Pricing Transparency Report. This report was initially developed in collaboration with Ten2Eleven, and they have supported each annual update and the longitudinal analysis since. Ten2Eleven has historical knowledge and the subject matter expertise to continue to support this work most effectively and efficiently. MHDO has used its limited resources to invest in Ten2Eleven's analytic structure and tools from the onset of these new requirements and to do anything else would be more expensive, time consuming for the organization and would potentially risk the quality and the continuity in the analyses and reports.

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

Ten2Eleven Business Solutions, LLC has been working with MHDO since the enactment of PL 2019 Ch.470 and has supported MHDO in developing all its data submission rules and legislative reports on Prescription Drug Pricing and Transparency. Ten2Eleven has also supported MHDO by assisting with presentations to the HCIFS legislative committee and to the Maine Prescription Drug Affordability Board. Ten2Eleven has subject matter expertise in all aspects of the pharmaceutical supply chain. Ten2Eleven also has years of experience working with the Medispan database and the Canadian drug pricing file, both critical data sets that supplement MHDO's drug data. Ten2Eleven has both state and national level experience, technical expertise in data scrubbing and database development; as well as the infrastructure (leverages the infrastructure that they have built to support other States) to continue to assist the MHDO in the collection and analysis of the prescription drug pricing data that MHDO collects from payors, manufacturers, wholesale distributors and pharmacy benefit managers. Ten2Eleven is the subject matter expert that supports the other states in the country with robust prescription drug reporting requirements, including California, Minnesota and Virginia. This expertise continues to be highly specialized and very limited.

PART III: SUPPLEMENTAL INFORMATION

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

Ten2Eleven Business Solutions, LLC has experience working with other State government entities (including Maine) and national prescription drug databases. They understand the limited resources that are available in the states and as such have developed a pricing model for work that they do with state government. I have discussed the hourly rate of Ten2Eleven Business Solutions with my colleagues in other states that are contracted with Ten2Eleven, and collectively we have concluded that not only is the hourly rate competitive with the hourly rates of other health care data vendors, including MHDO's data vendor which was a competitive bid, but that Ten2Eleven looks to leverage as much as it can across the states it does work for. MHDO recently benefited financially from this level of collaboration that we would not have had access to if we were not contracted with Ten2Eleven.

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

Each year there is a growing need for new prescription drug pricing and utilization information. The highly specialized expertise required to support these requests in a timely manner is limited. The investment that MHDO has made over the last five years in Ten2Eleven's analytic structure and database development is significant and as such it is more efficient and effective for MHDO, (especially given our limited resources) to continue to build off the work that has already been done until such a time that there are other equivalent options available to pursue.

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) or (026) – 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

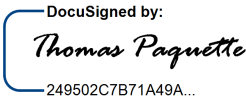
Maine law contains Conflict of Interest statutes directed to State Departments, State Officers, and Employees Generally under MRS [Title 5, §18](#) and [§18-A](#), in harmony with MRS [Title 17, §3104](#).

☒ The requesting department's signatory affirms, understands, and acknowledges Maine's Conflict of Interest statutes and, in accordance with those statutes and to the best of their knowledge, has determined that no conflict of interest exists at the time of this contract, renewal, or amendment.

PART VI: APPROVALS

Governor/Department Commissioner or Designee			
1. The signature below indicates approval of this procurement request.			
Signature of requesting Department's Commissioner (or designee):	<i>Karynlee Harrington</i>		
Typed Name:	Karynlee Harrington	Date:	6/1/2026
2. Additional signature required ONLY if box E (Emergency) is selected in PART II. The signature below indicates approval by the Department's Commissioner, or the <u>designee specifically authorized to approve emergency procurement requests.</u>			
Signature of requesting Department's Commissioner (or designee):			
Typed Name:		Date:	

****OSPS Section Only****

Signature of DAFS Procurement Official:			
Typed Name:	Thomas Paquette	Date:	6/4/2026