

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of 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 Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW			
Department Office/Division/Program:	Maine Health Data Organization		
Department Contract Administrator or Grant Coordinator:	Karynlee Harrington		
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 50,228.00	Advantage CT / RQS #:	20190927*1060
CONTRACT	Proposed Start Date:		Proposed End Date:
AMENDMENT	Original Start Date:	October 1, 2019	Effective Date:
	Previous End Date:	June 30, 2021	New End Date: June 30, 2022
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:	Ten2Eleven Business Solutions, LLC		
Brief Description of Goods/Services/Grant:	Technical and industry expertise needed to support the development and content of the first annual pharmacy transparency report.		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)			
	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION
Please respond to ALL of the following:
1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

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PART III: SUPPLEMENTAL INFORMATION

Public Law (PL) Chapter 305 amended several of the provisions in PL Ch. 470, Maine's first prescription drug pricing transparency law. Several provisions in Ch. 305 have a direct impact on the infrastructure and process that MHDO developed to support Ch. 470. In order to comply with the new requirements, MHDO will need to modify the current processes and infrastructure. Additionally, the new law authorizes MHDO to collect prescription drug pricing information from manufacturers on a broader group of prescription drugs; and there have been changes in what is considered confidential information, that collectively will expand the amount of information MHDO will be able to include in its second annual prescription drug pricing transparency report. Lastly, acquiring a license from Medispan to query their prescription drug database is the only way that MHDO can comply with the requirement in Ch.305 that requires MHDO to determine what prescription drugs meet the reporting thresholds for increases in costs as described in the law.

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

Ten2Eleven Business Solutions, LLC has been working with MHDO since the enactment of PL Ch.470. This organization has the experience (has been supporting California and their prescription drug transparency laws since CA enacted their laws), technical expertise and infrastructure (leverages the infrastructure that they have built to support other States) to assist the MHDO in the collection and analysis of the Rx data received; and in the translation of the data into meaningful information. Ten2Eleven Business Solutions performed the analysis and drafted MHDO's first annual prescription drug pricing transparency report. MHDO was asked to present our first report to the Joint Standing Committee on Health Coverage and Insurance and Financial Services (HCIFS). Ten2Eleven Business Solutions co-presented to the committee and provided the technical support in responding to questions asked my committee members. The complexity of the various players in the pharmaceutical supply chain and how their roles and actions affect the pricing of prescription drugs by the time the individual picks the prescription up at the pharmacy is challenging at best and not understood by many. This is an area that Ten2Eleven Business Solutions has become experts in. Unlike most of the other Rx transparency laws in other states, Maine's mandate goes further and requires price transparency from not just the pharmacy manufacturer and pharmacy benefit managers but also from the wholesale distributors. This area is especially where MHDO needs assistance in understanding the data that has been reported to MHDO and how most effectively to translate the data into actionable information for the annual report. Lastly, Ten2Eleven has been working with the Medispan prescription drug database for several years and has the understanding and expertise in how to access and use the data to support MHDO.

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; and now working with MHDO. They understand the limited resources that are available and as such have developed a pricing model for work that they do with state government. Ten2Eleven Business Solutions, hourly rate is competitive with the hourly rates of our data vendor which was a competitive bid.

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

In 2019, MHDO thought that after building the initial infrastructure to collect prescription drug pricing information; adopting a rule to govern the submission of this data; and developing and releasing our first prescription drug pricing transparency report as required in Public Law Chapter 470, we would develop and release an RFP for ongoing support. However, plans changed as a result of the pandemic; and the need for continuity in the ongoing technical support/subject matter expertise beyond what was originally envisioned to help support the questions and requests that surfaced as a result of

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the information in our first annual report and the several bills that the committee worked this session (130th) that had to do with the costs/pricing of prescription drugs in the state of Maine. MHDO is prepared to draft an RFP, however, the subject matter expertise in this area is limited and it may be more efficient for MHDO to continue to work with Ten2Eleven Business Solutions until such time that there are other options available to pursue.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	<i>By signing below, I signify that I approve of this procurement request.</i>		
	<i>Karynlee Harrington</i>		
Printed Name:	Karynlee Harrington	Date:	7/27/2021
Signature of DAFS Procurement Official:	DocuSigned by: <i>Kathy Paquette</i>		
Printed Name:	41C2BA36FAF44CD Kathy Paquette	Date:	7/28/2021