



MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office

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NOTICE OF INTENT TO AWARD

Solicitation Title/Event Name:

Solicitation Number:

Solicitation Close Date:

Notice of Intent to Award Post Date:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the above-mentioned solicitation. The Notice of Intent to Award shall not be considered a binding commitment by the state.

Under the Montana Procurement Act, the State has made the relevant scoring matrix/bid tab for the above-mentioned solicitation available for public inspection. Comments from the public regarding the proposed award must be submitted to the Contracts Officer listed above within this 7-day notice period.

Apparent Successful Offeror(s)

Unsuccessful Offeror(s)

This solicitation was reopened and amended for cost proposal clarification. After further discussion with the State Auditor's office, the amendment for clarification was withdrawn. The responses submitted before the initial close date, were reviewed and evaluated by the committee. The cost proposal was totaled using the amounts for all three years, to come to a total hourly rate.

AUD-RFP-2025-0008AB

Market Conduct Services

SCORE SUMMARY WORKSHEET

Category	Possible Points	Examination Resources, LLC	INS Regulatory Insurance Services	Lewis & Ellis	Noble Consulting	Risk & Regulatory
Pass/Fail Certification						
Conflict of Interest	P/F	P	P	P	P	P
Resumes prior to engagement	P/F	P	P	P	P	P
Tequired to provide testimony	P/F	P	P	P	P	P
Provide copies of all work	P/F	P	P	P	P	P
CSI Liaison Access to Work	P/F	P	P	p	P	P
CSI Approval for Release of Information	P/F	P	P	P	P	P
Technical Proposals Section 1 and 2						
Market Conduct Examination Services						
Market Conduct Examination	550	520	525	500	355	500
Examination Report	250	210	230	225	150	220
Market Analysis	150	128	145	125	90	100
Qualified Trainer, Training Materials, and Equipment	150	140	143	128	105	130
Regular Engagement Status Communication	250	190	230	235	200	210
Testimony to Support Work Product	100	88	95	90	80	85
Detailed Engagement Work Plan	350	310	325	315	240	320
Engagement Cost Communication and Approval	200	185	188	180	165	175
Offeror Qualifications						
Market Conduct Examination Services						
Company Profile and Experience	700	675	665	605	518	650
Resumes	400	376	360	330	350	375
Designations Held by Company Personnel	400	365	374	315	330	375
Sample Exam Report	500	470	450	450	470	470
Cost Proposal and Equal Pay are hidden						
Market Conduct Examination Services						
Associate Examiner	100	100	83	75	83	77
Insurance Examiner AIE	125	125	109	94	106	100
Insurance Examiner CIE	125	125	110	95	99	101
Senior Examiner AIE	125	125	114	99	107	102
Senior Examiner CIE	125	125	123	106	111	110
Examiner in Charge CIE	100	100	99	86	87	86
Administrative Examiner CIE	50	50	40	37	33	33
Automated Examination Specialist	50	50	40	45	37	37
Automated Examination Specialist AIE or CIE	50	50	43	44	40	38

AUD-RFP-2025-0008AB

Market Conduct Services

SCORE SUMMARY WORKSHEET

Category	Possible Points	Examination Resources, LLC	INS Regulatory Insurance Services	Lewis & Ellis	Noble Consulting	Risk & Regulatory
Actuary	100	95	97	89	83	100
Medical/Clinical/Mental Health	50	36	50	47	46	47
Equal Pay for Montana Women						
5% Bonus Points Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	250	250	250	250
Technical Total	4000	3657	3730	3498	3053	3610
Cost Proposal	1000	981	909	816	830	831
Technical & Cost Proposal	5000	4638	4639	4314	3883	4441
Final Score	5250	4888	4889	4564	4133	4691

AUD-RFP-2025-0008AB

Market Conduct Services

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services and Offeror

Offeror (Company) Name: Examination Resources, LLC

Total Points Awarded: 4888

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	There were no conflicts noted on the cover letter or summary on page 8.
Resumes prior to engagement	P/F	P	There were no conflicts noted on the cover letter or summary on page 8.
Tequired to provide testimony	P/F	P	There were no conflicts noted on the cover letter or summary on page 8.
Provide copies of all work	P/F	P	There were no conflicts noted on the cover letter or summary on page 8.
CSI Liaison Access to Work	P/F	P	There were no conflicts noted on the cover letter or summary on page 8.
CSI Approval for Release of Information	P/F	P	There were no conflicts noted on the cover letter or summary on page 8.
Technical Proposals Section 1 and 2			
Market Conduct Examination Services			
Market Conduct Examination	550	520	They provided a detailed explanation that meets the requirements and is consistent with exam best practices. They referenced using the Market Conduct Handbook (MCH), and provided good details of general exams but didn't outline all areas of the review. Thorough response that detailed the outline of the process, hitting on 5 out of 7 areas, this ensures compliance with the guidelines, and they agree to keep CSI informed.
Examination Report	250	210	They describe the process for final report and note that they have completed 60 exams in the past five years but don't provide an outline of the exam report format. This is in the typical exam format but didn't note exceptions from the testing. Liked the linking of the final report items to the detailed work papers, able to easily get to them, but did not specifically outline how they will ensure the report complies with MCH. They stated they would follow but provided fewer details on the exam report.
Market Analysis	150	128	They outline how they will incorporate this into examinations, and provide a good, detailed response, that followed guidance on analysis. Stayed at benchmarking and comparison of insurance performance within a state and across different states, which is a good description of the market analysis. They will review anomalies or trends that may indicate a potential problem or risk in the market and demonstrate a good understanding of market analysis.
Qualified Trainer, Training Materials, and Equipment	150	140	Very detailed explanation, that exceeds the requirements. They agreed to training locations and provided an extensive list of training, for example, focusing on health; no training was listed for the other lines. The topics listed are of top interest to regulators. Comprehensive list of pieces of training that are available, with offering flexibility on providing.
Regular Engagement Status Communication	250	190	This response is clear the company will provide bi-weekly status with the CSI and will communicate with state staff. The executive summary states they will do weekly meetings, but this section states bi-weekly meetings. They do not go into the detail of the reporting or timeline/cost, what would this look like? Detailed explanation that exceeds most of the requirements in 1.3.5 but lacked verbiage to meet the cost and timeline requirements.
Testimony to Support Work Product	100	88	This met the requirements and confirmed that they would do the work, but no extra detail was provided. States they will provide for all items requested, but no in-depth experience was demonstrated.
Detailed Engagement Work Plan	350	310	They provided clear and detailed explanations that exceeded the requirements. They didn't outline specific details on what the work plan will include, page 8 has the phases as notes for the work plan and phases. They provided a little more detail in section 1.3.1 but only high-level information, no details on how it will work or look.
Engagement Cost Communication and Approval	200	185	This meets the requirements of the RFP but doesn't detail what is monitored. State they will comply with no details on the process, meets requirements but didn't expand.
Offeror Qualifications			
Market Conduct Examination Services			
Company Profile and Experience	700	675	This was thorough and hit on what we asked for, they have a large group of employees. Provided exceptional detail on the company profile, no worries about this company completing the work. Superior response, they provide something valuable or beneficial to the agency, including a very extensive list of experience and references.

Offeror (Company) Name: Examination Resources, LLC			Total Points Awarded: 4888
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Resumes	400	376	Very detailed resumes were provided for all staff with lots of details, including extensive experience and qualifications.
Designations Held by Company Personnel	400	365	They have a wide variety of professional designations, but there were a handful that had 0 personnel assigned to the roles. The total number of designations was clear, the numbers they had made sense, and the designations were extensive.
Sample Exam Report	500	470	This meets the requirements, and typical format for a market conduct report, they site the laws and rules and appear compliant with MCH guidance and exam best practices.
Cost Proposal			
Market Conduct Examination Services			
Associate Examiner	100	100	
Insurance Examiner AIE	125	125	
Insurance Examiner CIE	125	125	
Senior Examiner AIE	125	125	
Senior Examiner CIE	125	125	
Examiner in Charge CIE	100	100	
Administrative Examiner CIE	50	50	
Automated Examination Specialist	50	50	
Automated Examination Specialist AIE or CIE	50	50	
Actuary	100	95	
Medical/Clinical/Mental Health	50	36	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

AUD-RFP-2025-0008AB			
Market Conduct Services			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services			
Offeror (Company) Name: INS Regulatory Insurance Services, Inc			Total Points Awarded: 4889
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Resumes prior to engagement	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Required to provide testimony	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Provide copies of all work	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
CSI Liaison Access to Work	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
CSI Approval for Release of Information	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Technical Proposals Section 1 and 2			
Market Conduct Examination Services			
Market Conduct Examination	550	525	All areas of the exam and types of exams, a thorough explanation that went above and beyond. Good communication coordination report following CSI and NAIC guidelines and regulations, they will use the handbook.
Examination Report	250	230	Liked the noted familiarity with Montana regulations; issuance of all findings, well summarized. Had a detailed explanation, that explicitly lines with the handbook and best practices. They didn't provide an outline of the exam report format, the company profile, and the executive summary, testing by exception, a good response, the company understands and will use CSI formatting.
Market Analysis	150	145	Very detailed explanation that addressed the requirements with additional details. This is a superior response, and they noted levels 1 and 2, have experience doing this with 2 other states, and are familiar with the systems. They met the requirements, with good experience in this space, and liked the application used.
Qualified Trainer, Training Materials, and Equipment	150	143	Good experience, the training was noted, IRES and MCM courses. Routinely providing training, would allow embedding and on-site training. Provide hands-on demonstrations and examples, explanation of training was great and adequate for needs.
Regular Engagement Status Communication	250	230	Thorough status reporting on timeline and cost, the sample report was above and beyond. Included sample status report, summary budget tracking, and summary of findings.
Testimony to Support Work Product	100	95	This met the requirements, have 2 Juris Doctorates, to provide testimony and guidance.
Detailed Engagement Work Plan	350	325	This is a thorough and good response and follows normal expectations, is consistent with best practices, and is detailed.
Engagement Cost Communication and Approval	200	188	This is a good system to monitor progress and budget. A detailed explanation that meets the requirements, accounting will monitor in addition to the exam team and management will be notified with hitting a 75% budget used.
Offeror Qualifications			
Market Conduct Examination Services			
Company Profile and Experience	700	665	The profile and experience were extensive, had no concerns that could meet the needs. This had good depth of a team with over 30 years of experience and could replace staff upon mutually agreed examiners. This is a large company with a vast number of qualified resources, and relationship building with the company and examinees.
Resumes	400	360	They noted recent exams and communications, the resumes for the key staff were solid but the resumes for the leadership team were sparse, they sent all staff resumes.
Designations Held by Company Personnel	400	374	This hit all areas that were requested, with a good distribution of people. The spread of designations was adequate, but missing some positions that were not deal breakers. They have experience with TABLEAU and ACL, and any engagement letters would require experience. Not all areas are covered but sufficient backgrounds and certifications.
Sample Exam Report	500	450	The standard report was a professional work product, they noted clear violations and clear citations for statutes. This covered all the bases.
Cost Proposal			
Market Conduct Examination Services			
Associate Examiner	100	83	

Offeror (Company) Name: INS Regulatory Insurance Services, Inc			Total Points Awarded: 4889
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Insurance Examiner AIE	125	109	
Insurance Examiner CIE	125	110	
Senior Examiner AIE	125	114	
Senior Examiner CIE	125	123	
Examiner in Charge CIE	100	99	
Administrative Examiner CIE	50	40	
Automated Examination Specialist	50	40	
Automated Examination Specialist AIE or CIE	50	43	
Actuary	100	97	
Medical/Clinical/Mental Health	50	50	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Market Conduct Services

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services

Offeror (Company) Name: Lewis & Ellis **Total Points Awarded:** 4564

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	The company agrees.
Resumes prior to engagement	P/F	P	The company agrees.
Tequired to provide testimony	P/F	P	The company agrees.
Provide copies of all work	P/F	P	The company agrees.
CSI Liaison Access to Work	P/F	p	The company agrees.
CSI Approval for Release of Information	P/F	P	The company agrees.

Technical Proposals Section 1 and 2

Market Conduct Examination Services

Market Conduct Examination	550	500	This was a very thorough response and will work closely with the CSI, this met the requirements, and the process was solid. They referenced using the market conduct handbook.
Examination Report	250	225	The exam report process was solid and met the requirements, this follows the handbook outline. A nice executive summary that follows MCH. This was a comprehensive report and will engage with the CSI insurer's compliance with NAIC, state, MCA, and ARM.
Market Analysis	150	125	Very comprehensive response that is a data-driven approach, and will use the NAIC handbook. Indicated they are data-driven referencing levels 1 and 2, referenced MCA data, they clearly put a lot of thought into this response.
Qualified Trainer, Training Materials, and Equipment	150	128	They have qualified trainers, with related topic areas, and access for follow-up afterwards. They were concise and hit on all points we asked, didn't mention specific examples of the trainings.
Regular Engagement Status Communication	250	235	The description was concise with extra details included, no specific examples, but notes their milestones and the cost tracking. Comprehensive status reporting and what they would include in reports, including recommendations to CSI, the status report will include the timeline and costs.
Testimony to Support Work Product	100	90	They agreed and noted several examples, this met the requirements, and the experience of providing testimony is a plus.
Detailed Engagement Work Plan	350	315	A thorough work plan, not much regarding communication and working with CSI on the work plan, but this meets the requirements. Provided extra details on the standards, no specific exam standards are provided.
Engagement Cost Communication and Approval	200	180	This was clear and unambiguous, with additional safeguards listed, this was a good response and met the requirements.

Offeror Qualifications

Market Conduct Examination Services

Company Profile and Experience	700	605	They have comprehensive and targeting types, with a clear philosophy. They have 2 suits pending but noted worker's compensation and pharmacy benefits manager's experience. The examples were heavy for the PBM side, seem to do work on both sides, but will limit what they are doing. Experience is for financial exam sides, but they have the ability to work in this space.
Resumes	400	330	This was good, with solid experience and resumes, although the formatting is different for some personnel.
Designations Held by Company Personnel	400	315	This was adequate with mild concern for P&C exams, geared toward financial exams. They have a handful of MCMs including significant gaps in personnel. They have healthcare and FMLIs but significant holes for the Property and Casualties (P&C) side. They have 3 CIEs but no AIEs, and numerous actuaries but don't have much depth. They can do an exam but there could be challenges.
Sample Exam Report	500	450	This was a professional work product, in the typical format. The aesthetic of the report can be tailored to meet our needs, and met NAIC guidance.

Cost Proposal

Market Conduct Examination Services

Associate Examiner	100	75	
Insurance Examiner AIE	125	94	
Insurance Examiner CIE	125	95	
Senior Examiner AIE	125	99	

Offeror (Company) Name: Lewis & Ellis			Total Points Awarded: 4564
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Senior Examiner CIE	125	106	
Examiner in Charge CIE	100	86	
Administrative Examiner CIE	50	37	
Automated Examination Specialist	50	45	
Automated Examination Specialist AIE or CIE	50	44	
Actuary	100	89	
Medical/Clinical/Mental Health	50	47	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

AUD-RFP-2025-0008AB			
Market Conduct Services			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services			
Offeror (Company) Name: Noble Consulting Services, Inc			Total Points Awarded: 4133
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	The company agrees and attests on page 6.
Resumes prior to engagement	P/F	P	The company agrees and attests on page 6.
Tequired to provide testimony	P/F	P	The company agrees and attests on page 6.
Provide copies of all work	P/F	P	The company agrees and attests on page 6.
CSI Liaison Access to Work	P/F	P	The company agrees and attests on page 6.
CSI Approval for Release of Information	P/F	P	The company agrees and attests on page 6.
Technical Proposals Section 1 and 2			
Market Conduct Examination Services			
Market Conduct Examination	550	355	They state they will do it, with no further information. This was hard to follow and sloppy, and issues looked to be copied from other RFPs. Notes they will do the exam but no details, they demonstrated the experience, but no process.
Examination Report	250	150	This was not much of a response, elaborated more on page 14, will follow the rules and the handbook but no details on the process. They didn't demonstrate the ability to do the work.
Market Analysis	150	90	There are no details on the specific examples or how they are to be completed. No elaboration but points to the handbook, not much of a response.
Qualified Trainer, Training Materials, and Equipment	150	105	They said they will train and are a frequent provider of training, but no further details. The training language was parroted from the RFP, but no elaboration on their experience, and no samples were provided.
Regular Engagement Status Communication	250	200	Was able to find information on page 15, with a written progress report on mutually agreed formatting. They document exam fieldwork and transmittal. No details on what will be included and no specific examples. They hit both of the topic areas; verbiage was included but no samples.
Testimony to Support Work Product	100	80	There is no detail on the experience or specific information. No details or experience are listed, elaborated on page 14 but just states they will do the work.
Detailed Engagement Work Plan	350	240	There is no detail, had VT data sets on page 14 of the work plan. No details or examples of the work plan of what will be included, are listed in the company profile.
Engagement Cost Communication and Approval	200	165	They cited page 7 stating they will do what we need, states they will follow, no extra details on the monitoring, and seems copied from the RFP.
Offeror Qualifications			
Market Conduct Examination Services			
Company Profile and Experience	700	518	The reference states Colorado laws and rules are sloppy but touched on most areas of the exams. The examples were financial, references to Vermont, and didn't get clear to Montana rules and laws. Noted other state references, the majority of the experience is in financial exams, examples given were financial, and seem simplistic. The company profile is more financial, risk-focused exams focused on the financials.
Resumes	400	350	Lots of audit experience in financial exams but are breaking into this space. CIEs are noted with a very strong financial background not focused on the market side. Lists professional involvement but doesn't list the awards.
Designations Held by Company Personnel	400	330	The designations would meet the needs but are geared toward property and casualty. The small number of CIE and AIE personnel, some missing categories but sufficient depth for an examiner, and references the 2 Juris Doctorates who can work on exams. This is lacking with lots of blank spaces but will backfill with Contractors.
Sample Exam Report	500	470	This is a professional work product, including the typical format, and notes the specific statutes. This was a solid report that followed the NAIC guidance and met the audit standards.
Cost Proposal			
Market Conduct Examination Services			
Associate Examiner	100	83	

Offeror (Company) Name: Noble Consulting Services, Inc			Total Points Awarded: 4133
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Insurance Examiner AIE	125	106	
Insurance Examiner CIE	125	99	
Senior Examiner AIE	125	107	
Senior Examiner CIE	125	111	
Examiner in Charge CIE	100	87	
Administrative Examiner CIE	50	33	
Automated Examination Specialist	50	37	
Automated Examination Specialist AIE or CIE	50	40	
Actuary	100	83	
Medical/Clinical/Mental Health	50	46	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

AUD-RFP-2025-0008AB			
Market Conduct Services			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services			
Offeror (Company) Name: Risk & Regulatory Consulting, LLC			Total Points Awarded: 4691
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	They attested on page 2, with a clear understanding and scope.
Resumes prior to engagement	P/F	P	They attested on page 2, with a clear understanding and scope.
Tequired to provide testimony	P/F	P	They attested on page 2, with a clear understanding and scope.
Provide copies of all work	P/F	P	They attested on page 2, with a clear understanding and scope.
CSI Liaison Access to Work	P/F	P	They attested on page 2, with a clear understanding and scope.
CSI Approval for Release of Information	P/F	P	They attested on page 2, with a clear understanding and scope.
Technical Proposals Section 1 and 2			
Market Conduct Examination Services			
Market Conduct Examination	550	500	They verified compliance and will work with the CSI for scope and goals, emphasize flexibility and the benefits of technology. This is clear and concise and met the requirements, will be following the market handbook, state statutes, various types of exams, and the cover letter showed insight into the risks.
Examination Report	250	220	Clear and unambiguous, proposed a layout that met guidance, provided example format, following statutes and rules, and recommendations. Collaborative and good communication with CSI, detailed and organized.
Market Analysis	150	100	The response notes their experience but doesn't provide any details, market analysis section was limited, with confirmation but no detail.
Qualified Trainer, Training Materials, and Equipment	150	130	They have the ability to provide qualified staff, no notes of location or how it will be provided. This was clear and broke out the Subject Matter Experts, but didn't provide examples and details of having been completed previously.
Regular Engagement Status Communication	250	210	This clearly states they will meet the bi-weekly requirements; they can modify for changes but no examples. Comprehensive reporting of information, good communication, and will notify the State if issues outside of the exam process occur.
Testimony to Support Work Product	100	85	This meets the requirements but doesn't note specific experience. They confirm they will testify but would prefer to provide consultation instead of testifying.
Detailed Engagement Work Plan	350	320	This will be provided for approval after a scoping discussion, was barebones but liked the proposed client expectations interview. They understand the requirement but no samples were provided, outlined a good process for the plan.
Engagement Cost Communication and Approval	200	175	They provided a lot of extra details on monitoring costs, this was a good response. The process to monitor was included but no details. They talk about cost savings by remote offsite work, unsure how timely notifications will occur.
Offeror Qualifications			
Market Conduct Examination Services			
Company Profile and Experience	700	650	This is a good response, liked the nice details on philosophy, exam process flow, good experience, and provided a comprehensive list of exams. One contract was canceled, no examples were provided, and no description of recent projects. Very solid background, with no concerns.
Resumes	400	375	Good response and nice formatting.
Designations Held by Company Personnel	400	375	Solid spread of designations, with the inclusion of a pharmacist. A good depth and variety with not all areas covered, but still good coverage.
Sample Exam Report	500	470	There were several examples and references were compliant with the standards, handbook, and best practices.
Cost Proposal			
Market Conduct Examination Services			
Associate Examiner	100	77	
Insurance Examiner AIE	125	100	
Insurance Examiner CIE	125	101	
Senior Examiner AIE	125	102	
Senior Examiner CIE	125	110	
Examiner in Charge CIE	100	86	

Offeror (Company) Name: Risk & Regulatory Consulting, LLC			Total Points Awarded: 4691
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Administrative Examiner CIE	50	33	
Automated Examination Specialist	50	37	
Automated Examination Specialist AIE or CIE	50	38	
Actuary	100	100	
Medical/Clinical/Mental Health	50	47	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

**AUD-RFP-2025-0008AB
Market Conduct Services - Form Review**

Cost Worksheet

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ($\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$).

Associate Examiner Cost			
Points Available	100		
Lowest Cost	\$339.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$339.00	100.0	
INS Regulatory Insurance Services	\$410.00	82.7	
Lewis & Ellis, Inc	\$450.00	75.3	
Noble Consulting	\$410.00	82.7	
Risk & Regulatory Consulting	\$440.00	77.0	

Insurance Examiner AIE Cost			
Points Available	125		
Lowest Cost	\$372.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$372.00	125.0	
INS Regulatory Insurance Services	\$425.00	109.4	
Lewis & Ellis, Inc	\$495.00	93.9	
Noble Consulting	\$440.00	105.7	
Risk & Regulatory Consulting	\$465.00	100.0	

Insurance Examiner CIE Cost			
Points Available	125		
Lowest Cost	\$387.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$387.00	125.0	
INS Regulatory Insurance Services	\$440.00	109.9	
Lewis & Ellis, Inc	\$510.00	94.9	
Noble Consulting	\$490.00	98.7	
Risk & Regulatory Consulting	\$480.00	100.8	

Senior Examiner AIE Cost	
Points Available	125
Lowest Cost	\$402.00

Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$402.00	125.0	
INS Regulatory Insurance Services	\$440.00	114.2	
Lewis & Ellis, Inc	\$510.00	98.5	
Noble Consulting	\$470.00	106.9	
Risk & Regulatory Consulting	\$495.00	101.5	

Senior Examiner CIE Cost			
Points Available	125		
Lowest Cost	\$447.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$447.00	125.0	
INS Regulatory Insurance Services	\$455.00	122.8	
Lewis & Ellis, Inc	\$525.00	106.4	
Noble Consulting	\$505.00	110.6	
Risk & Regulatory Consulting	\$510.00	109.6	

Examiner in Charge CIE Cost			
Points Available	100		
Lowest Cost	\$465.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$465.00	100.0	
INS Regulatory Insurance Services	\$470.00	98.9	
Lewis & Ellis, Inc	\$540.00	86.1	
Noble Consulting	\$535.00	86.9	
Risk & Regulatory Consulting	\$540.00	86.1	

Administrative Examiner CIE Cost			
Points Available	50		
Lowest Cost	\$387.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$387.00	50.0	
INS Regulatory Insurance Services	\$485.00	39.9	
Lewis & Ellis, Inc	\$525.00	36.9	
Noble Consulting	\$580.00	33.4	
Risk & Regulatory Consulting	\$585.00	33.1	

Automated Examiner Specialist Cost			
Points Available	50		
Lowest Cost	\$402.00		

Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$402.00	50.0	
INS Regulatory Insurance Services	\$500.00	40.2	
Lewis & Ellis, Inc	\$450.00	44.7	
Noble Consulting	\$550.00	36.5	
Risk & Regulatory Consulting	\$540.00	37.2	

Automated Examiner Specialist AIE or CIE Cost			
Points Available	50		
Lowest Cost	\$447.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$447.00	50.0	
INS Regulatory Insurance Services	\$515.00	43.4	
Lewis & Ellis, Inc	\$510.00	43.8	
Noble Consulting	\$565.00	39.6	
Risk & Regulatory Consulting	\$585.00	38.2	

Actuary Cost			
Points Available	100		
Lowest Cost	\$735.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$774.00	95.0	
INS Regulatory Insurance Services	\$755.00	97.4	
Lewis & Ellis, Inc	\$825.00	89.1	
Noble Consulting	\$885.00	83.1	
Risk & Regulatory Consulting	\$735.00	100.0	

Medical/Clinic/Mental Health Cost			
Points Available	50		
Lowest Cost	\$560.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resources	\$774.00	36.2	
INS Regulatory Insurance Services	\$560.00	50.0	
Lewis & Ellis, Inc	\$600.00	46.7	
Noble Consulting	\$610.00	45.9	
Risk & Regulatory Consulting	\$590.00	47.5	

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Market Conduct Services - Form Review

SCORE SUMMARY WORKSHEET

Category	Possible Points	Examination Resources, LLC	INS Regulatory Insurance Services	Lewis & Ellis	Risk & Regulatory
Pass/Fail Certification					
Conflict of Interest	P/F	P	P	P	P
Resumes prior to engagement	P/F	P	P	P	P
Tequired to provide testimony	P/F	P	P	P	P
Provide copies of all work	P/F	P	P	P	P
CSI Liaison Access to Work	P/F	P	P	P	P
CSI Approval for Release of Information	P/F	P	P	P	P
Scope of Services					
1.4 Forms Review Services					
Review Form Filings using SERFF	700	650	650	658	630
Qualified Trainer, Training Materials, and Equipment	200	180	185	190	160
Regular Engagment Status Communications	300	255	282	276	250
Testimony to Support Work Product	150	125	140	140	125
Detailed Engagement Work Plan	400	350	375	375	330
Engagement Cost Communication and Approval	250	213	235	230	225
Offeror Qualifications					
Form Review Services					
Company Profile and Experience	700	675	665	625	640
Resumes	400	376	370	350	375
Designations Held by Company Personnel	400	360	365	325	375
Sample Forms Review Report	500	460	450	450	400
Cost Proposal & Equal Pay are hidden					
Forms Review Services					
Forms Analyst	1000	1000	802	735	692
Equal Pay for Montana Women					
5% Bonus PointsEqual Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	250	250	250

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Market Conduct Services - Form Review

SCORE SUMMARY WORKSHEET

Category	Possible Points	Examination Resources, LLC	INS Regulatory Insurance Services	Lewis & Ellis	Risk & Regulatory
Technical Total	2000	1773	1867	1869	1720
Cost Proposal	1000	1000	802	735	692
Technical & Cost Proposal	3000	2773	2669	2604	2412
Final Score	3250	3023	2919	2854	2662

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Market Conduct Services - Form Review			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of			
Offeror (Company) Name: Examination Resources, LLC			Total Points Awarded: 3023
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	This was a pass and they attested to comply on page 9.
Resumes prior to engagement	P/F	P	This was a pass and they attested to comply on page 9.
Tequired to provide testimony	P/F	P	This was a pass and they attested to comply on page 9.
Provide copies of all work	P/F	P	This was a pass and they attested to comply on page 9.
CSI Liaison Access to Work	P/F	P	This was a pass and they attested to comply on page 9.
CSI Approval for Release of Information	P/F	P	This was a pass and they attested to comply on page 9.
Scope of Services			
1.4 Forms Review Services			
Review Form Filings using SERFF	700	650	They provided significant experience on the form review process submitted, does confirm compliance with MCA, ARM, or to CSI.
Qualified Trainer, Training Materials, and Equipment	200	180	They agree to training locations and extensive experience, but focuses on health, and didn't see any form specific language in that section.
Regular Engagement Status Communications	300	255	This was a good response, but didn't have specifics, had to go back to bi-weekly meetings with no language on timeliness and cost. The weekly summary agendas and dashboards are used to easily identify trends and status.
Testimony to Support Work Product	150	125	Didn't see any forms specific language, and this seems to be copied with no set examples.
Detailed Engagement Work Plan	400	350	They provided a detailed description and plan on how to complete various reviews and phases of the plan to complete a review. The phases in the plan were good and thoughtful, and included a sample work plan.
Engagement Cost Communication and Approval	250	213	Had to search to find, verifies they will comply, but no additional details on the process. There was no form specific language, 1.3.9 speaks to the engagement costs but didn't provide details. This meets the requirements of the RFP but doesn't mention what is monitored to ensure notifications or how to identify the issues.
Offeror Qualifications			
Form Review Services			
Company Profile and Experience	700	675	They provided significant details on the profile, liked the extensive list of experience and references. There is lots of experience in a robust team, some titles were specific to form reviews.
Resumes	400	376	They provided detailed resumes, with extensive experience and qualifications, high depth of team is available.
Designations Held by Company Personnel	400	360	There are missing areas, but included a wide variety of professional designations to be completed on this RFP.
Sample Forms Review Report	500	460	This was a solid report with sufficient detail, the professional work product cites to law supporting findings with the last 3 years, had what it needed and logically it makes sense.
Cost Proposal			
Forms Review Services			
Forms Analyst	1000	1000	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Market Conduct Services - Form Review

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of

Offeror (Company) Name: INS Regulatory Insurance Services, Inc			Total Points Awarded: 2919
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Resumes prior to engagement	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Tequired to provide testimony	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Provide copies of all work	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
CSI Liaison Access to Work	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
CSI Approval for Release of Information	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Scope of Services			
1.4 Forms Review Services			
Review Form Filings using SERFF	700	650	They understand the form review process, and notes using checklists and statutes. They are familiar with SERFF, statute, and ARM. They will complete a thorough review with this and included compact language, this had good detail for the review process and approach.
Qualified Trainer, Training Materials, and Equipment	200	185	They have qualified trainers, that have experience in the industry and with regulators. This was a good response, but didn't note any specific examples of training, but noted IRES and SOFE.
Regular Engagment Status Communications	300	282	This was a solid dashboard and the detail provided in the bi-weekly communication, included a sample bi-weekly report, with a good summary of hours and the budget remaining.
Testimony to Support Work Product	150	140	This company has 2 Juris Doctorates available.
Detailed Engagement Work Plan	400	375	Solid and acknowledges a seasonality of reviews, with a clear workflow and understanding the process. This was thorough engagement and communicates with CSI.
Engagement Cost Communication and Approval	250	235	This was concise and included extra measures by the accounting department that will monitor the budget and inform the agency at 75% used.
Offeror Qualifications			
Form Review Services			
Company Profile and Experience	700	665	This included a good depth of team members, with over 30 years of experience, can replace the examiners if needed. They provide standalone or part of exam training, that included extensive information.
Resumes	400	370	This is good, personnel have qualifications, the resumes for the key staff were solid, but the leadership team was sparse. They included all resumes for company, which had good experience and education.
Designations Held by Company Personnel	400	365	The spread of designations is adequate, has holes for forms, ACL and TABLEU experience. Not all areas are covered but sufficient background and certifications for the work.
Sample Forms Review Report	500	450	This is a professional work product, but the example felt long.
Cost Proposal			
Forms Review Services			
Forms Analyst	1000	802	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Market Conduct Services - Form Review			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of			
Offeror (Company) Name: Lewis & Ellis			Total Points Awarded: 2854
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	The company agrees and attested on page 3.
Resumes prior to engagement	P/F	P	The company agrees and attested on page 3.
Tequired to provide testimony	P/F	P	The company agrees and attested on page 3.
Provide copies of all work	P/F	P	The company agrees and attested on page 3.
CSI Liaison Access to Work	P/F	P	The company agrees and attested on page 3.
CSI Approval for Release of Information	P/F	P	The company agrees and attested on page 3.
Scope of Services			
1.4 Forms Review Services			
Review Form Filings using SERFF	700	658	This was a clear and unambiguous response, they have CMS experience, and notes drafting objections and will conform with Montana laws. Comprehensive experience with SERFF and good communication with the insurer.
Qualified Trainer, Training Materials, and Equipment	200	190	There are no specific examples, but good detail on the approach, they have comprehensive and custom training qualifiers for trainers, including post training access, support, and updates.
Regular Engagement Status Communications	300	276	This includes comprehensive status reports, including the challenges, mitigations, and recommendations as well as timeline and costs. This was clear with additional details, no example of what it will look like, but outline noted the cost tracking by filing and will recommend adjustments as needed.
Testimony to Support Work Product	150	140	This was clear, with experience testifying. They talked about it, and noted their experience, will handle concerns and challenges.
Detailed Engagement Work Plan	400	375	They noted major lines of insurance with a good process and how to document, thorough workplan and continuous communication. The sample work plan was contemplated and seemed to follow the best practices for forms with a thorough process.
Engagement Cost Communication and Approval	250	230	Good response with a clear and concise understanding of the covered requirements, will monitor costs and provide good communication including revised estimates.
Offeror Qualifications			
Form Review Services			
Company Profile and Experience	700	625	There was a good amount of detail on the profile and are able to show they have the background to work in this space. Provided a clear philosophy of the company and a good understanding of the form review process. They did disclose 2 suits pending, but no additional information. Seems like they work a little more with this industry, and they provided examples.
Resumes	400	350	This was a good and qualified response.
Designations Held by Company Personnel	400	325	There was lots of blank space which included not very good coverage. The designations were adequate, but there were limited number of CIE and no AIEs listed, but numerous actuaries.
Sample Forms Review Report	500	450	The sample checklist was good, but was not a report.
Cost Proposal			
Forms Review Services			
Forms Analyst	1000	735	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Market Conduct Services - Form Review			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of			
Offeror (Company) Name: Risk & Regulatory		Total Points Awarded: 1970	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	They attested on page 2, with a clear understanding and scope.
Resumes prior to engagement	P/F	P	They attested on page 2, with a clear understanding and scope.
Tequired to provide testimony	P/F	P	They attested on page 2, with a clear understanding and scope.
Provide copies of all work	P/F	P	They attested on page 2, with a clear understanding and scope.
CSI Liaison Access to Work	P/F	P	They attested on page 2, with a clear understanding and scope.
CSI Approval for Release of Information	P/F	P	They attested on page 2, with a clear understanding and scope.
Scope of Services			
1.4 Forms Review Services			
Review Form Filings using SERFF	700	630	They have experience with SERFF, will send in objections, approvals, denials, but no specific examples were provided. They provided high level information, but no additional details, they will collaborate with CSI.
Qualified Trainer, Training Materials, and Equipment	200	160	They have high-quality trainings but no details, they have a clear understanding, with a wide range of Subject Matter Experts for training. They note the ability to complete with multiple lines and history of providing the training, but no specific examples.
Regular Engagement Status Communications	300	250	This was clear and unambiguous, but they understand and will meet the requirements. No samples were provided but addresses objections. If they see other changes they will notify CSI of the potential methods and scope.
Testimony to Support Work Product	150	125	This meets the requirements but doesn't note specific experience, very clearly they prefer to provide consultation instead of testimony but will testify if needed.
Detailed Engagement Work Plan	400	330	This met the requirements; they will do client expectations interviews which will be consistent with our expectations. The draft will be submitted to CSI before work begins. The work plan meets the requirements but isn't prescriptive. This notes the process of meeting with CSI setting goals based on the expectations. No samples or details were provided, would have liked the process and parts or types to review.
Engagement Cost Communication and Approval	250	225	This talks about the process for monitoring costs, this was a good response with no samples, but noted having a process and agree to not go over.
Offeror Qualifications			
Form Review Services			
Company Profile and Experience	700	640	This is a good profile and noted specific examples including specific exams provided in Appendix B. They included specific examples, but no other detail that they can do the work. They provided significant detail that was complete.
Resumes	400	375	This was a good response with solid resumes that are formatted nicely.
Designations Held by Company Personnel	400	375	This had a very solid spread of designations, while noting it's not as relevant for forms review. This had a good depth and variety but not all areas are covered, but still a good response.
Sample Forms Review Report	500	400	There were several examples and references provided to the standards and statutes in conjunction with the exams. No report samples were provided, but they did note they will cover the form reviews in their scope and have completed forms review.
Cost Proposal			
Forms Review Services			
Forms Analyst	1000	692	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Market Conduct Services - Form Review

Cost Worksheet

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ($\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$).

Form Analyst Cost			
Points Available	1000		
Lowest Cost	\$353.00		
Vendor Name	Proposed Cost	Points Earned	Notes:
Examination Resource:	\$353.00	1000.0	
INS Regulatory Insurar	\$440.00	802.3	
Lewis & Ellis, Inc	\$480.00	735.4	
Risk & Regulatory Con	\$510.00	692.2	

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Market Conduct Services RFP - Pharmacy Benefit Manger

SCORE SUMMARY WORKSHEET					
Category	Possible Points	INS Regulatory Insurance Services	Lewis & Ellis	Noble Consulting	Risk & Regulatory
Pass/Fail Certification					
Conflict of Interest	P/F	P	P	P	P
Resumes prior to engagement	P/F	P	P	P	P
Tequired to provide testimony	P/F	P	P	P	P
Provide copies of all work	P/F	P	P	P	P
CSI Liaison Access to Work	P/F	P	P	P	P
CSI Approval for Release of Information	P/F	P	P	P	P
Scope of Services					
Pharmacy Benefit Manager Transparency Report					
Pharmacy Benefit Manager Transparency Report	700	650	650	425	630
Qualified Trainer, Training Materials, and Equipment	200	180	180	140	176
Regular Engagement Status Communications	300	264	275	200	260
Testimony to Support Work Product	250	238	225	188	210
Detailed Engagement Work Plan	300	280	275	180	264
Engagement Cost Communication and Approval	250	230	225	175	225
Offeror Qualifications					
Pharmacy Benefit Manager Transparency Report					
Company Profile and Experience	700	650	635	475	645
Resumes	400	375	355	300	360
Designations Held by Company Personnel	400	370	345	325	370
Sample Pharmacy Benefit Manager Transparency Report	500	475	460	0	0
Cost Proposal and Equal Pay are hidden					
Pharmacy Benefit Manager Transparency Report					
Associate Examiner	200	200	182	200	186
Actuary	400	389	356	332	400
Pharmacist	400	400	383	371	390
Equal Pay for Montana Women					
5% Bonus Points Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	250	250	250
Technical Total	4000	3712	3625	2408	3140
Cost Proposal	1000	989	922	903	976
Technical & Cost Proposal	5000	4701	4547	3311	4116
Final Score	5250	4951	4797	3561	4366

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Market Conduct Services - Form Review**

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services and Offeror Qualification portions of this request for proposal as outlined in Section 4.1 Scoring Guide below. The Scope of Services Section, Pass/Fail Certification 1.2 portion, of the proposal will be evaluated on a pass/fail basis, with any Offeror receiving a "fail" to be eliminated from further consideration. The Cost Proposal will be scored based on the formula set forth below.

Offeror (Company) Name: INS Regulatory

Total Points Awarded: 4951

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Resumes prior to engagement	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Tequired to provide testimony	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Provide copies of all work	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
CSI Liaison Access to Work	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
CSI Approval for Release of Information	P/F	P	They attested on page 5 that they will comply with 1.2 – 1.6.
Scope of Services			
Pharmacy Benefit Manager Transparency Report			
Pharmacy Benefit Manager Transparency Report	700	650	They are new to this space but include qualified staff and experience with Pharmacy Benefit Managers. This was a very detailed response, that was concise and met the requirements. They are experts in TABLEUA and ACL, as well as other tools for data presentation. They have a current project with another state and would use our current approach.
Qualified Trainer, Training Materials, and Equipment	200	180	They use the same trainer language as the Market Conduct response, but it met the requirements. The recent trainings for Pharmacy Benefit Management were very relevant. They provided specific examples of good topics for training which could be used for analysis, but not training on data gathering, analysis or analysis tools.
Regular Engagement Status Communications	300	264	They included a solid sample of the bi-weekly report and the sample noted the summary of hours, budget remaining, and demonstrated good detail on issues. Didn't see where the cost for timeline was included on the report, but has good project status information and details.
Testimony to Support Work Product	250	238	They said they will do it and have 2 Juris Doctorate's on their team.
Detailed Engagement Work Plan	300	280	This was a very solid work plan which is in-line with current practices and suggestions, the workflow was clear and understandable. They will follow-up for incomplete data, with a thorough process and will be flexible on the template reporting.
Engagement Cost Communication and Approval	250	230	The accounting team will monitor the budget with the team and have a 75% safeguard to not go over the budget.
Offeror Qualifications			
Pharmacy Benefit Manager Transparency Report			
Company Profile and Experience	700	650	They have access to a large team of qualified staff, including Pharmacy Benefit Managers SMEs. The profile and experience were extensive, with a good depth of the team having over 30 years of experience, and can mutually replace someone, the team has completed PBM exams.
Resumes	400	375	The key staff resumes were solid, but the leadership resumes were sparse. They provided all resumes which has a good amount of pharmacy benefit management experience. They provided the most recent exams, with good experience and education, they were very qualified and solid.
Designations Held by Company Personnel	400	370	Not all areas are covered but sufficient considering staff backgrounds. There is a good spread of team designations which were adequate, but no automated exam specialists were provided.
Sample Pharmacy Benefit Manager Transparency Report	500	475	There was no MT transparency report sample, but submitted one covers all areas not originally addressed and included recommendations that would prove valuable to the agency. The sample report was from West Virginia, but liked the data coming in. This was a professional work product, that included observations and summaries.
Cost Proposal			
Pharmacy Benefit Manager Transparency Report			
Associate Examiner	200	200	
Actuary	400	389	
Pharmacist	400	400	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Market Conduct Services - Form Review

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the Offers according to the following criteria based on a total number of 5,000 points for each of the three market regulation services categories. The three service categories include Market Conduct Examinations, Forms Review, and Pharmacy Benefit Manager Transparency Reporting. Offerors can bid on and be awarded an individual service, multiple services, or all three services. Offeror's submitting an Equal Pay for Montana Women certificate will be awarded 250 bonus points. This request for proposal will be scored based on the ability of the Offeror to meet the Scope of Services and Offeror Qualification portions of this request for proposal as outlined in Section 4.1 Scoring Guide below. The Scope of Services Section, Pass/Fail Certification 1.2 portion, of the proposal will be evaluated on a pass/fail basis, with any Offeror receiving a "fail" to be eliminated from further consideration. The Cost Proposal will be scored based on the formula set forth below.

Offeror (Company) Name: Lewis & Ellis

Total Points Awarded: 4797

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	The company agrees and attested on page 3.
Resumes prior to engagement	P/F	P	The company agrees and attested on page 3.
Testimony to provide testimony	P/F	P	The company agrees and attested on page 3.
Provide copies of all work	P/F	P	The company agrees and attested on page 3.
CSI Liaison Access to Work	P/F	P	The company agrees and attested on page 3.
CSI Approval for Release of Information	P/F	P	The company agrees and attested on page 3.
Scope of Services			
Pharmacy Benefit Manager Transparency Report			
Pharmacy Benefit Manager Transparency Report	700	650	They included key components with a project outline of report notes and experience in this area. Provided a detailed explanation of their data collection analysis and compilation process, with good communication with CSI.
Qualified Trainer, Training Materials, and Equipment	200	180	They have comprehensive custom training with a qualified trainer and access updates. The trainers have Pharmacy Benefit Management experience which narrows the scope of trainings. They noted post training support. This was superior and went above and beyond, but no examples of training were provided.
Regular Engagement Status Communications	300	275	This had a solid breakdown of project status updates and covered all the areas. They didn't provide examples but outlined the cost tracking by filing. They will recommend adjustments as needed. Comprehensive status report but didn't provide an example, but did good explaining the challenges and recommendations, as well as a timeline included.
Testimony to Support Work Product	250	225	They have the qualifications and experience to do it, experts will be available with experience in testifying, when necessary, thorough response that provides details on all areas that are required.
Detailed Engagement Work Plan	300	275	This was a good project outline noting they will follow up and deliver to comply with statute. Thorough work plan, with good continuous communication through the process. This was a solid work plan that follows the best practices, including typical data call practices.
Engagement Cost Communication and Approval	250	225	They will promptly notify the State if they will do it, the reason for cost increases, and supporting documentation. They will be proactive in communicating with CSI and provide detailed explanation for cost increases. This was a good response; with detail they understand the requirements.
Offeror Qualifications			
Pharmacy Benefit Manager Transparency Report			
Company Profile and Experience	700	635	They showed a clear ability to work in the Pharmacy Benefit Management space and focus on PBM Subject Matter Experts and the detailed explanation for working with other DOIs. This was a detailed philosophy, that noted working with 47 other DOIs, but have 2 suits pending.
Resumes	400	355	This was a good response but not all resumes were formatted consistently.
Designations Held by Company Personnel	400	345	Most areas are covered with solid designations and a few pharmacists, but no automated exam specialists. There are numerous actuaries, a limited number of CIEs and no AIEs.
Sample Pharmacy Benefit Manager Transparency Report	500	460	The company has experience in Pharmacy Benefit Management examination, the sample submitted was an exam and not a transparency report. This was a professional work product noted examples of reports that were concerns within our reporting. The reports are different and include a good analysis and ability to report on what is being asked.
Cost Proposal			
Pharmacy Benefit Manager Transparency Report			
Associate Examiner	200	182	
Actuary	400	356	
Pharmacist	400	383	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Offeror (Company) Name: Noble Consulting Services, Inc

Total Points Awarded: 3561

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	The company agrees and attests on page 6.
Resumes prior to engagement	P/F	P	The company agrees and attests on page 6.
Tequired to provide testimony	P/F	P	The company agrees and attests on page 6.
Provide copies of all work	P/F	P	The company agrees and attests on page 6.
CSI Liaison Access to Work	P/F	P	The company agrees and attests on page 6.
CSI Approval for Release of Information	P/F	P	The company agrees and attests on page 6.
Scope of Services			
Pharmacy Benefit Manager Transparency Report			
Pharmacy Benefit Manager Transparency Report	700	425	The designations of the PBM team, included an independent pharmacist. They are clearly building out this program, with no details on how to accomplish the reporting.
Qualified Trainer, Training Materials, and Equipment	200	140	There is no detail on how they will complete and no specific examples, they provide training to the DOE and the IC.
Regular Engagement Status Communications	300	200	They agree to comply, stating what was requested and include what is asked, but lacking details.
Testimony to Support Work Product	250	188	States they will comply but no details.
Detailed Engagement Work Plan	300	180	This response is lacking details.
Engagement Cost Communication and Approval	250	175	They state they will meet the requirement but lacking details.
Offeror Qualifications			
Pharmacy Benefit Manager Transparency Report			
Company Profile and Experience	700	475	The company profile was financial exam focused, they are actively building the PBM program, by talking with other companies. They have minimum experience for health exams, the relationships with pharmacists are new and they don't necessarily have experience in this area. They could likely perform the services with this team, and are actively building relationships with pharmacists, but no similar projects in their history.
Resumes	400	300	This was a good response and noted it's heavily weighted to a strong financial background. They are trying to contract to gain experience with PBM; no analysis is highlighted in any resumes. The resumes were solid, independent pharmacists reflect the Montana market.
Designations Held by Company Personnel	400	325	This is lacking in quite a few areas but did stipulate that they will backfill with Contractors. They should be able to meet the needs of proposed work and had a few pharmacists but were light on the general health. They had some missing categories, and a small number of CIE and AIEs.
Sample Pharmacy Benefit Manager Transparency Report	500	0	No PBM report and no samples were provided, this is considered nonresponsive.
Cost Proposal			
Pharmacy Benefit Manager Transparency Report			
Associate Examiner	200	200	
Actuary	400	332	
Pharmacist	400	371	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Individual Scoring Matrix

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Offeror (Company) Name: Risk & Regulatory Consulting, LLC

Total Points Awarded: 4366

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Pass/Fail Certification			
Conflict of Interest	P/F	P	They attested on page 2, with a clear understanding and scope.
Resumes prior to engagement	P/F	P	They attested on page 2, with a clear understanding and scope.
Required to provide testimony	P/F	P	They attested on page 2, with a clear understanding and scope.
Provide copies of all work	P/F	P	They attested on page 2, with a clear understanding and scope.
CSI Liaison Access to Work	P/F	P	They attested on page 2, with a clear understanding and scope.
CSI Approval for Release of Information	P/F	P	They attested on page 2, with a clear understanding and scope.
Scope of Services			
Pharmacy Benefit Manager Transparency Report			
Pharmacy Benefit Manager Transparency Report	700	630	The data call is based on the requirement of the law, checking completely trend analysis and potential concerns. They have experienced experts, but no examples and will test responses and perform reasonable completeness tests to ensure the data provided matches the request. Ran through a lot of detail on PBM data calls, but no details on how the report will be filed.
Qualified Trainer, Training Materials, and Equipment	200	176	They will provide good training and will complete IRES training. They use trainer language for the Market Conduct section but called out PBM specific trainers. No recent specific examples of training.
Regular Engagement Status Communications	300	260	This was clear and met the requirements with good information that provided what was asked for, but no specific examples.
Testimony to Support Work Product	250	210	This was a good solid response; they will prefer to provide consultation but will testify.
Detailed Engagement Work Plan	300	264	They will have client expectations interviews to work with us. The client interview and meeting with CSI to set expectations met the requirements.
Engagement Cost Communication and Approval	250	225	They talk about the process for monitoring costs and agree to not go over, but no samples were provided.
Offeror Qualifications			
Pharmacy Benefit Manager Transparency Report			
Company Profile and Experience	700	645	They have good specific experience and a good response; they have provided all exams and trainings provided in Appendix B. Example says they are currently conducting several PBM exams for different states, largely detailed on the profile and liked the broad view of work for other states.
Resumes	400	360	They have good, experienced people, with good formatting.
Designations Held by Company Personnel	400	370	There is a solid spread of designations, including a pharmacist. They have a good depth and variety but not all areas are covered.
Sample Pharmacy Benefit Manager Transparency Report	500	0	They were unable to provide sample reports due to confidentiality, but they said they can do the work.
Cost Proposal			
Pharmacy Benefit Manager Transparency Report			
Associate Examiner	200	186	
Actuary	400	400	
Pharmacist	400	390	
Equal Pay for Montana Women			
5% Bonus Points Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	

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Cost Worksheet

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ($\$20,000/\$30,000 = 67\% \times 300$ points = 200).

Associate Examiner Cost

Points Available	200	
Lowest Cost	\$410.00	
Vendor Name	Proposed Cost	Points Earned
INS Regulatory Insurance Services	\$410.00	200.0
Lewis & Ellis, Inc	\$450.00	182.2
Noble Consulting	\$410.00	200.0
Risk & Regulatory Consulting	\$440.00	186.4

Actuary Cost

Points Available	400	
Lowest Cost	\$735.00	
Vendor Name	Proposed Cost	Points Earned
INS Regulatory Insurance Services	\$755.00	389.4
Lewis & Ellis, Inc	\$825.00	356.4
Noble Consulting	\$885.00	332.2
Risk & Regulatory Consulting	\$735.00	400.0

Pharmacist Cost

Points Available	400	
Lowest Cost	\$575.00	
Vendor Name	Proposed Cost	Points Earned
INS Regulatory Insurance Services	\$575.00	400.0
Lewis & Ellis, Inc	\$600.00	383.3
Noble Consulting	\$620.00	371.0
Risk & Regulatory Consulting	\$590.00	389.8

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SCORING GUIDE

In awarding points to the evaluation criteria, the evaluator/evaluation committee will consider the following guidelines:

Superior Response (95-100%): A superior response is an exceptional reply that completely and comprehensively meets all of the requirements of the RFP. In addition, the response may cover areas not originally addressed within the RFP and/or include additional information and recommendations that would prove both valuable and beneficial to the agency.

Good Response (75-94%): A good response clearly meets all the requirements of the RFP and demonstrates in an unambiguous and concise manner a thorough knowledge and understanding of the project, with no deficiencies noted.

Fair Response (60-74%): A fair response minimally meets most requirements set forth in the RFP. The offeror demonstrates some ability to comply with guidelines and requirements of the project, but knowledge of the subject matter is limited.

Failed Response (59% or less): A failed response does not meet the requirements set forth in the RFP. The offeror has not demonstrated sufficient knowledge of the subject matter.

Score	50	100	125	200	250	300	350	400	500	700	1000
Superior (95-100%)	47 - 50	94 - 100	117.5 - 125	188 - 200	235 - 250	282 - 300	329 - 350	376 - 400	470 - 500	658 - 700	940 - 1000
Good (75-94%)	37 - 47	74 - 94	92.5 - 117.5	148 - 188	185 - 235	222 - 282	259 - 329	296 - 376	370 - 470	518 - 658	740 - 940
Fair (60-74%)	29.5 - 37	59 - 74	73.8 - 92.5	118 - 148	147.5 - 185	177 - 222	206.5 - 259	236 - 296	295 - 370	413 - 518	590 - 740
Failed (0-59%)	0 - 29.5	0 - 59	0 - 73.8	0 - 118	0 - 147.5	0 - 177	0 - 206.5	0 - 236	0 - 295	0 - 413	0 - 590

Technical Scoring Session

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Market Conduct Service RFP

Date Tuesday, October 8, 2024 and Wednesday October 9, 2024
Time This was a 2 day public meeting, starting at 9:00 AM Tuesday and completing at 2:00 PM Wednesday

Location Microsoft Teams

Evaluation Committee Members: David Dachs, Matt Eberhardt, Amber Thorvilson-Long
Contracts Officer: Amanda Battin, amanda.battin2@mt.gov

Order of Evaluation: This was completed alphabetically by service category
Scoring Method: Consensus