



MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office

Greg Gianforte, Governor
Misty Ann Giles, Director

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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)

**DPHHS-RFP-2025-0574KH
CONTINGENCY MANAGEMENT**

SCORE SUMMARY WORKSHEET

Category	Possible Points	CHES Mobile Health, Inc.	Contingency Management Innovations LLC	Health Equity Solutions
Scope of Services				
Ability to Meet Service Specifications				
Section 1.0 – SCOPE OF WORK				
Section 1.2 – Appendix A Requirements Prior to Funding (Section 6 of SOW)	350	298	335	205
Section 1.3 – Compliance with and Demonstration of Privacy, Security, Risk, and Compliance Requirements and Processes	100	85	95	0
Section 1.4 – Delivery of Training Material and Facilitation of Training	100	85	97	0
Section 1.5 – Incentive Manager Platform and Incentive Distribution	300	222	287	0
Section 1.6 – Customer Service/Help Desk	50	37	48	0
Section 2.0 – KEY SERVICES				
Section 2.1 – Monthly Leadership/Administration Calls	50	40	49	0
Section 2.2 – CM incentive manager system training and technical Assistance	125	98	120	0
Section 2.3 – Incentive Management Platform	125	92	120	0
Section 3.0 – DATA AND REPORTS				
Section 3.0 – Data And Reports	300	222	285	0
Section 4.0 – INVOICES				
Section 4.0 – Invoices	P/F	P	P	0
Section 5.0 – CONTRACTOR RESPONSIBILITIES				
Section 5.0 – Contractor Responsibilities	P/F	P	P	0
Offeror Qualifications				
Section 2.0 – Company Profile and Experience	150	111	143	0
Section 3.0 – Resumes	50	37	48	0
STEP 1: TOTAL TECHNICAL POINTS	1700	1327	1627	205

**DPHHS-RFP-2025-0574KH
CONTINGENCY MANAGEMENT**

SCORE SUMMARY WORKSHEET

Category	Possible Points	CHES Mobile Health, Inc.	Contingency Management Innovations LLC	Health Equity Solutions
80% of Technical Scoring to move to Step 2 - Demonstration	1360			
Demonstrations				
Demonstration	200	0	191	0
STEP 2: DEMONSTRATION POINTS	200	0	191	0
80% of Technical Scoring to move on to Budget	160			
Budget Proposal				
Budget Proposal Worksheet	100	0	97	0
80% of Technical Scoring to move on to Budget	80			
STEP 3: BUDGET PROPOSAL POINTS	100	0	97	0
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	100	0	100	0
STEP 3: BONUS POINTS	100	0	97	0
TOTAL RFP POINTS	2100	1327	2012	205

**DPHHS-RFP-2025-0574KH
CONTINGENCY MANAGEMENT**

Individual Scoring Matrix

The evaluator will review and evaluate the offers according to the following criteria, which are worth a total of 2000 points: The Scope of Services, Offeror Qualificaitons, Demonstration, and Bugdet Proposal, will be evaluated based on the scoring guide.

Offeror (Company) Name: CHES Mobile Health, Inc.			Total Points Awarded: 1327
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Scope of Services - Ability to Meet Specifications			
Section 1.0 – SCOPE OF WORK			
Section 1.2 – Appendix A Requirements Prior to Funding (Section 6 of SOW)	350	298	Good response; all was supplied and specified within appendix all could be met, except the check box for client consent, ability to download a document though; help desk is 24/7 for critical/major issues, but user and provider help desk didn't see anything for MST listed in the response; didn't appear to follow Section D because it was not filled out; appears to meet the majority of the RFP requirements; meets the basic understanding but failed to meet the needs of being customizable to meet CMS requirements; hours are M-F Eastern standard time so outside of what was required and question specific to this topic answered in the Q&A section of the RFP; capable of every component of expectations outlined and stated they could meet each requirements, capable of doing these items because are currently completing already
Section 1.3 – Compliance with and Demonstration of Privacy, Security, Risk, and Compliance Requirements and Processes	100	85	Good response, answers were elaborative and inclusive of questions asked, unsure on the depth and accuracy of information provided and ability to meet requirement; appears to meet basic IT requirements, but not sure it meets Cyber security requirements of the State; outlined compliance with data security; stated backup server in another state in case main server goes down; shows problem solving for issues which may arise; certification for their security infrastructure; implemented their disaster recovery plan and felt it was a good point to provide to us; follow standard, good security protocols; would supply a 147 page report regarding their high trust certification; use a SC 256 encryption and MFA which is good standards; have a modern development life cycle for deployments; wasn't sure if OKTA was an option for single sign or not;

**DPHHS-RFP-2025-0574KH
CONTINGENCY MANAGEMENT**

Individual Scoring Matrix

The evaluator will review and evaluate the offers according to the following criteria, which are worth a total of 2000 points: The Scope of Services, Offeror Qualifications, Demonstration, and Budget Proposal, will be evaluated based on the scoring guide.

Offeror (Company) Name: Contingency Management Innovations LLC (CMI)

Total Points Awarded: 2015

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Scope of Services - Ability to Meet Specifications			
Section 1.0 – SCOPE OF WORK			
Section 1.2 – Appendix A Requirements Prior to Funding (Section 6 of SOW)	350	335	Superior response; fully answered all pieces and extensive information about how CMI meets all of the criteria required by State answer provided was exhaustive and beyond basic information; exceeded any expectations set forth; impressed with extremely impressed with the large population of individuals successfully served during their implementation in other states; vendor marked they have the current capability in their system for all items required, and optional items listed as well; detailed SOW supplied with specifics meeting all requirements plus some experience along with CM with other states; 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.
Section 1.3 – Compliance with and Demonstration of Privacy, Security, Risk, and Compliance Requirements and Processes	100	95	Superior response; due to the amount of detail in section it appears to meet requirements/standards; gave in depth detail plan of implementation, implementing DPHHS new code and policy, policy and the code in their response, and the vendor's response, reflects a vast knowledge base of the CM program and what their role would be in the service delivery; stated are AWS Cloud FedRAMP, high trust certified; use of OKTA as well as HIPAA and NIST compliant; multi factor authentication and as disaster recovery plan supplied; fully answered questions and provided additional information regarding their answers; 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.

Section 1.4 – Delivery of Training Material and Facilitation of Training	100	97	Superior response; attachments were above and beyond; gave detail into training material and facilitation of material; presented a thoughtful thorough plan of onboarding new staff and continuation of TA for current staff; on demand and virtual training along with adjustments to meet the needs of the State requirements; fully and thoroughly answered all questions above what we required; provided detailed and branded examples & included a training plan/agenda; outstanding response and appreciated a MT branded training manual was included; 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.
Section 1.5 – Incentive Manager Platform and Incentive Distribution	300	287	Superior response; modern system supplying needs required and then some; very clear on card and purchase restrictions, fraud protection with participant tracking, monitoring and audit trails; system architecture was detailed along with an example of the user manual, very detailed response; provided thorough answers and extensive information about what was required within the post questions; far exceeded the expectations of the RFP requirements and brought information to areas we hadn't thought about yet; described current useable platform & the safeguards have installed with proven effectiveness in CA; demonstrated knowledge of CM and the policies and protocols agency has established; incorporated these protocols and policies throughout their response; 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.
Section 1.6 – Customer Service/Help Desk	50	48	Superior response; provided a thorough answers and extensive information above what was required within the post question and have 24/7 availability for the service desk, which was a very big positive; appreciated and noted 24/7 online access and M-F 8a-6p MST phone access, beyond what we requested and included both English and Spanish speaking individuals which we are expanding those that can reach us through it; outlined their customer service help desk and the escalation of issues and concerns and how CM providers will navigate this system of support; availability to escalate; 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.
Section 2.0 – KEY SERVICES			

Section 2.1 – Monthly Leadership/Administration Calls	50	49	Superior response; meeting schedule listed individuals to be included and all information presented in this section is outstanding, impressed by the chart presented; outlined monthly leadership administration calls with providers and agency and understood the separating of this section as well; detailed information on project communications in a table/chart format with frequency of calls/meetings; very expansive thought out and planned; great inclusion of chart and level of detail is superior; 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.
Section 2.2 – CM incentive manager system training and technical Assistance	125	120	Superior response; gave exceptional demonstration for each of the expectations of the system training and TA to both ongoing staff and onboarding new staff; outlined thoughtful response and possible barriers that may occur; fast proven training solutions addressing staff turnover, provide refresher courses and support onboarding of new sites and providers; exhaustive existing training catalog and training protocols they describe, leveraging existing partnerships to develop Montana specific training; cognizant of Montana's rural and frontier location and have plans to address those specific needs, and the response went above the basic ask; appreciate they looked into who our training provider was going to be for CM because that was not in the SOW and they researched it and noted it; 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.
Section 2.3 – Incentive Management Platform	125	120	Superior response; modern platform with real time processes for client and provider experience and ease of use for the end user; answers provided are expansive of every component of the questions asked also include MT specific considerations not included in the questions and their answer fully meet the requirements of the RFP; appreciate noted the federal guidance around the services and restrictions may need to be followed in referencing this program. They also identified specific adaptations for MT to ensure that it can be accessed across both rural and urban areas; gave detail of current platform which has shown success in other states; acknowledged the difference MT is asking & how they would meet these requirements; 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.
Section 3.0 – DATA AND REPORTS			

Section 3.0 – Data And Reports	300	285	Superior response; fully answered the extent of the question plus additional information and flexibilities around changes to reporting and the ability to provide monthly reports as well as to give state staff access; exceeded expectations and appreciated the fact stated the data fields were highly configurable and could meet agency exact requirements & be able to filter the data to get the specific filter the data, and generate specific reports for the state, which is helpful with the unknown reporting requirements at this time; went into details about current reporting standards they provide and how they will incorporate MT standards within their system that is currently running and successful; attached attachments to expand on their data and reporting; asterisk to clarify what information can be identifiable and how they will be using, like how they will be making a unique client ID essentially; meets requirements plus importing via spreadsheets available not just one client at a time with historical data import; monthly summary report; real time data retrieval; provided examples for all referenced materials able to see what they presented; 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.
Section 4.0 – INVOICES			
Section 4.0 – Invoices	P/F	P	Passed
Section 5.0 – CONTRACTOR RESPONSIBILITIES			
Section 5.0 – Contractor Responsibilities	P/F	P	Passed
Offeror Qualifications			
Section 2.0 – Company Profile and Experience	150	143	Superior response; met requirements plus some and specified working with CA on a similar project in 2023 with proven results; very thorough response; fully answered all questions and provided additional information related to questions; extensive & successful experience with like program in another state at a large scale; company successfully providing CM in other states; error free program noted as well; outlined company profile and experience in a thorough manner; provided history with having success within an outline CM incentive distribution program; scale they've been able to perform successfully on is so large and it is impressive; 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.

Section 3.0 – Resumes	50	48	Superior response; very thorough resumes provided included required staff and included information as attachments as well as in the answer; appreciated the wide variety of knowledge bringing to the table; attached resumes for all who will be on the Montana CM project; supplied extensive background resumes and an experienced team; all requirements of the section are included as well as resumes for people not required in the list State provided; 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.
STEP 1: TOTAL TECHNICAL POINTS	1700	1627	Offeror scored higher than 80% of the Technical scoring section to move on to Step 2 - Demonstrations
80% of Technical Scoring to move to Step 2 - Demonstration	1360		
Demonstration			
Demonstration	200	191	Superior response; gave details on system, provider, client experience,& reports they can run, track multiple funding sources and able to invoice State for reimbursement; statement about the ability to have a budgeted amount for providers to ensure they do not go over the budgeted amount; the demonstration presented a steaming list, seamless product for our providers; great demonstration along with answering questions promptly and adequately; alerting issues would be well notified via the portal; issue relic for monitoring as full system testing they will also be working with us closely on data conversion via the data we provide; very expansive and knowledgeable demonstration ; solution looks easy to use; thorough and reports are seemingly easy to run with in the moment data and many points that we are able to select; system is configurable and the demonstration covered all components that we requested and provided additional information, including examples and they answered all of our questions clearly and thoroughly and added specifics to Montana that included the rural and frontier considerations; very helpful and informational had great energy , knowledgeable and subject matter experts for MT team in regards to CM were willing to adapt to any request that Montana had, whether it be data or funding sources is or new vendor sites. appeared they were willing to be partners beyond the present to expand the services; 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.

STEP 2: DEMONSTRATION POINTS	200	191	
80% of Deomonstration Scoring to move on to Budget	160		
Budget Proposal			
Budget Proposal Worksheet	100	97	Superior response; provided details offering extras and came in under budget; 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; budget includes room for additional sites if needed and all components State requested were there and many were included as complementary in the budget proposal; appreciate everything presented in the SOW is included in the budget and exceeds the needs of the department and significantly under budget; proposed a budget under the allowable amount for 2 yrs and included training in year 2 free of charge; 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.
STEP 3: BUDGET PROPOSAL POINTS	100	97	
80% of Budget score to move to Bonus Points	80		
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	100	100	Certified "yes" in eMACS in the response
STEP 3: BONUS POINTS	100	100	
TOTAL RFP POINTS	2100	2015	

**DPHHS-RFP-2025-0574KH
CONTINGENCY MANAGEMENT**

Individual Scoring Matrix

The evaluator will review and evaluate the offers according to the following criteria, which are worth a total of 2000 points: The Scope of Services, Offeror Qualifications, Demonstration, and Budget Proposal, will be evaluated based on the scoring guide.

Offeror (Company) Name: Health Equity Solutions

Total Points Awarded: 205

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
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Scope of Services - Ability to Meet Specifications

Section 1.0 – SCOPE OF WORK

Per Evaluation Process Prerequisite document, page 1, "Achieve Minimum Score" section: A "fail" for any individual evaluation criteria will result in proposal disqualification. Failed response for Section 1.2 and disqualified from further evaluation.

Section 1.2 – Appendix A Requirements Prior to Funding
(Section 6 of SOW)

350

205

Failed response; does not appear the entity has a clear understanding of how this program/platform would work and lacks the necessary requirements; refers to Microsoft Azure and not familiar with it, unclear on what it can do, or what it is and if it meets the RFP requirements, concern as well with referencing that "everything can be done with Microsoft tools"; note that in 30.0 indicated there are debit cards which are commercially available to provide restrictions which indicates to me they do not have the system in place to do the restrictions; unclear on what SQL is and what State would need to learn to use it; had 52 of the list that currently were capable or current capabilities and 2 require configuring and in the optional one which is current and one that would require configuring; lack of experience/knowledge and details on the response in order to meet all the requirements; requirements are checked as current capabilities but in response to section states process will be established; logic will be built, can be configured, is configurable, can all be built; conflicting and confusing answers contain minimal information and do not exhibit an extensive knowledge of the needs of the RFP; #15.0 was not answered on Appendix; #25 is a good example of where they have it checked as current system capability, but in narrative component of it, it says logical rebuilt; don't necessarily answer the question as it's posed, or they don't explain how they would meet that criteria, even though stated their system is already capable of doing it like that, says a data element can be captured that tells the system whether they want to bank, their incentives and then provide a rolling calculation once the incentive is provided account will be debited; from my knowledge of contingency management and what an incentive manager needs to do; does not meet the requirements set forth in the RFP. The offeror has not demonstrated sufficient knowledge of the subject matter.

Section 1.3 – Compliance with and Demonstration of Privacy, Security, Risk, and Compliance Requirements and Processes	100		
Section 1.4 – Delivery of Training Material and Facilitation of Training	100		
Section 1.5 – Incentive Manager Platform and Incentive Distribution	300		
Section 1.6 – Customer Service/Help Desk	50		
Section 2.0 – KEY SERVICES			
Section 2.1 – Monthly Leadership/Administration Calls	50		
Section 2.2 – CM incentive manager system training and technical Assistance	125		
Section 2.3 – Incentive Management Platform	125		
Section 3.0 – DATA AND REPORTS			
Section 3.0 – Data And Reports	300		
Section 4.0 – INVOICES			
Section 4.0 – Invoices	P/F		
Section 5.0 – CONTRACTOR RESPONSIBILITIES			
Section 5.0 – Contractor Responsibilities	P/F		
Offeror Qualifications			
Section 2.0 – Company Profile and Experience	150		
Section 3.0 – Resumes	50		
STEP 1: TOTAL TECHNICAL POINTS	1700	205	Offeror did not score equivalent to or higher than 80% of the Technical scoring section to move on to Step 2 - Demonstration
80% of Technical Scoring to move to Step 2 - Demonstration	1360		<u>Per Evaluation Process Prerequisite document, page 1, "Achieve Minimum Score" section: A "fail" for any individual evaluation criteria will result in proposal disqualification. Failed response for Section 1.2 and disqualified from further evaluation.</u>
Demonstration			
Demonstration	200	0	
STEP 2: DEMONSTRATION POINTS	200	0	
80% of Deomonstration Scoring to move on to Budget	160		
Budget Proposal			
Budget Proposal Worksheet	100	0	
STEP 3: BUDGET PROPOSAL POINTS	100	0	
80% of Budget score to move to Bonus Points	80		

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	100	0	
STEP 3: BONUS POINTS	100	0	
TOTAL RFP POINTS	2100	205	

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CONTINGENCY MANAGEMENT
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.

Scoring Calculator

SH	100.0%
SL	95.0%
GH	94.0%
GL	75.0%
FH	74.0%
FL	60.0%
FDH	59.0%
FDL	0.0%

Total Points Available

Score	110
Superior (95-100%)	104.5 - 110
Good (75-94%)	82.5 - 103.4
Fair (60-74%)	66 - 81.4
Failed (0-59%)	0 - 64.9

Technical Scoring Session

DPHHS-RFP-2025-0574KH
CONTINGENCY MANAGEMENT

Date: Thursday 1/23
Time: 1/23 start time 9:30 AM - 1:30 PM
1/24 start time 9:30 AM - 1:30 PM
Location: Both days via Teams Meeting

Evaluation Committee Members: Emily Munn
 Jill Richards
 Ashley Bair
 Stacey Williams

Contracts Officer: Kristi L. Hernandez

Order of Evaluation: Alphabetical
Scoring Method: Consensus

Product Demo/Interview

Date: Thursday, 2/6/2025
Time: Start time 9:00 AM - 1:00 PM

Location: Via Teams Meeting

Order of Demonstration/Interview: Random
Scoring Method: Consensus