



Minnesota Department of **Human Services**

August 30, 2011

Mr. Frank Fernandez
Blue Cross Blue Shield of Minnesota
P.O. Box 64560 RT 337
St. Paul, MN 55164-0560

Dear Mr. Fernandez:

Thank you for your response to the Department of Human Services' (DHS) Request for Proposal (RFP) issued April 4, 2011. The Blue Plus proposal to provide health care services to eligible recipients of Medical Assistance and MinnesotaCare includes Anoka, Carver, Dakota, Hennepin, Ramsey, Scott and Washington counties.

Your technical and cost bid proposals have been reviewed and evaluated by county and DHS staff, respectively. The Blue Plus cost bid submitted in response to the BAFO process was 3.65% above the benchmark. DHS requires the cost bid to be no higher than the benchmark, which is \$407.28 for Ramsey County. Therefore, Blue Plus is being asked to reduce its bid to the benchmark and ensure that each individual rate cell is still within the range. If Blue Plus can reduce its bid to the benchmark, please send an e-mail to the representative listed below no later than Tuesday, September 6, 2011.

Contingent on Blue Plus' response to the benchmark, and in consideration of its overall score on the technical and revised cost-bid proposals, Blue Plus will be invited to enter 2012 contract negotiations to provide health care services in Ramsey County.

Negotiations for this county will be incorporated into the regular contract negotiations process, which we anticipate will lead to the award of a contract. Information regarding contract negotiations will be sent out in September.

If you have any questions about the procurement process and the resulting outcome, please contact Pam Olson, a member of my staff at [REDACTED]. She will explain the appeal process for addressing your questions and concerns.

Please be advised that this notification letter does not obligate DHS to execute a contract with your organization, and does not give you the authority to rely upon entering into a contractual relationship with DHS. DHS continues to reserve all of its rights indicated in the RFP.

DHS looks forward to successfully concluding contract negotiations with your organization.

Sincerely,

Scott Leitz, Assistant Commissioner Health Care Administration
Department of Human Services

Cc: Mark Hudson
Chandra Breen
Pam Olson
Beryl Palmer
Kathleen Kuha
Heidi Johnson