



Minnesota Department of **Human Services**

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August 30, 2011

Mr. Glenn Andis, Senior Vice-President  
Medica  
401 Carlson Parkway CP340  
Minnetonka, MN 55305

Dear Mr. Andis:

Thank you for your response to the Department of Human Services' (DHS) Request for Proposal (RFP) issued April 4, 2011. The Medica 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. Recommendations regarding Managed Care Organization (MCO) selection from County Boards representing the counties involved in this procurement were received and considered.

Based on Medica's overall score for both the technical and cost-bid proposals, Medica has been selected as one of the MCOs that satisfy the requirements of the RFP. DHS invites Medica to enter 2012 contract negotiations to provide health care services in Hennepin 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  
Heather Schoenberger