



## State of Indiana

Indiana Department of Administration on behalf of  
Family and Social Services Administration (FSSA)

**Optum response to  
Enterprise Decision Support  
Solutions (EDSS)**

**Enterprise Data Warehouse (EDW)**

Executive Summary  
Solicitation No.: 24-78424

**Date**  
July 18, 2024

**Contact**  
Rebecca Kane  
VP, Client Relationship  
Executive  
Optum Government Solutions  
P 1-612-655-9400  
E [rebecca.kane@optum.com](mailto:rebecca.kane@optum.com)



11000 Optum Circle  
Eden Prairie, MN 55344

P 1-888-445-8745  
F 1-952-917-7878

optum.com

July 17, 2024

Teresa Deaton-Reese, Senior Account Manager  
[tdeaton@idoa.IN.gov](mailto:tdeaton@idoa.IN.gov)  
Indiana Department of Administration  
Procurement Division  
402 W. Washington St., Room W468  
Indianapolis, Indiana 46204

RE: RFP 24-78424 Request for Proposals – Optum State Government Response

Dear Teresa,

Optum (Bidder ID 0000046636) is pleased to respond to the Request for Proposals for the Family and Social Services Administration (FSSA) Enterprise Data Warehouse scope of work, which will result in the combined responsibilities of the existing OMPP DW and SSDW environments into a single EDW as its future state. As the OMPP DW incumbent, we are grateful for the collaborative partnership we have developed with the Division of Healthcare Strategies & Technology (DST) and the Family and Social Services Administration (FSSA) teams to improve services for vulnerable Hoosiers while also delivering value to the Indiana taxpayers.

## **2.2 Executive Summary**

**If the Contractor is submitting a proposal for multiple scopes, a separate Executive Summary is required for each Scope.**

**The Executive Summary must address the following topics except those specifically identified as “optional.” The Executive Summary is to be attached to the Submission Form by the response due date and Eastern time.**

### **2.2.1 Summary of Ability and Desire to Supply the Required Products or Services**

**The Executive Summary must briefly summarize the Respondent’s ability to supply the requested products and/or services that meet the requirements defined in Section One of this solicitation.**

As your incumbent vendor, Optum has demonstrated our capabilities to successfully deliver and maintain the OMPP DW. Our experience exceeds the EDW Respondents Requirements to supply the requested EDW products and services as specified in the RFP. In summary, Optum has more than 30 years of experience providing enterprise analytics and enterprise data warehouse solutions of similar size and scope as that of Indiana to more than a dozen other states. These services include providing maintenance and operations (M&O) and enhancement services for multiple clients in the last five years. We have deep experience with all the technologies required, including Teradata, Informatica, cloud native solutions, and EDW Technology Tool Sets. We have extensive experience supporting Medicaid, SNAP, TANF, other social services and public health programs. This experience is further bolstered by our M/WBE partners who have direct experience supporting the Indiana SSDW, Child Welfare and Child Support with maintenance and operations, reporting and dashboarding activities. We have demonstrated our professionalism and delivery of high-quality services over the course of the

last contract period with FSSA. Our integrity, sound judgement, and good communications skills will be further verified by our references supplying their input directly to you. Further details of our qualifications are included in the EDW Technical Proposal, Attachment F.1.

### 2.2.2 Signature of Authorized Representative

**A person authorized to commit the Respondent to its representations and who can certify that the information offered in the proposal meets all general conditions including the information requested in Section 2.3.4, must sign the Executive Summary. In the Executive Summary, please indicate the principal contact for the proposal along with an address, telephone, and e-mail address, if that contact is different than the individual authorized for signature.**

Please see attached as **Appendix\_2.3.9\_Authorizing Document** the Assistant Secretary's signed Certification attesting to the authority of Jeffrey Grosklags, Optum Corporate Vice President, Finance and Accounting to commit Optum Government Solutions, Inc. contractually to the pricing and statements in this proposal, along with the accompanying Corporate Resolution adopted by the Board of Directors giving a VP this authority.

The principal contact for this RFP and identifying bidder information is provided below:

Principal Contact for Proposal	
Contact Name	Rebecca Kane VP, Business Development
Company Mailing Address	11000 Optum Circle Eden Prairie, MN 55344
Company Telephone Number	1-612-655-9400
Contact E-mail Address	Rebecca.kane@optum.com
Bidder ID #	0000046636
Federal Tax Identification Number (FTIN/FEIN)	04-3574101
Type of Business	Corporation
North American Industry Classification System (NAICS) Code	518210

### 2.2.3 Respondent Notification

**Unless otherwise indicated in the Executive Summary, Respondents will be notified via e-mail.**

**It is the Respondent's obligation to notify the Procurement Division of any changes in any address that may have occurred since the origination of this solicitation. The Procurement Division will not be held responsible for incorrect vendor, contractor or respondent addresses.**

We acknowledge notification will be via e-mail.

## 2.2.4 Secretary of State

The Respondent shall indicate their status with respect to the Office of the Indiana Secretary of State.

Optum Government Solutions, Inc. has current, active registration (perpetual) with the Office of the Indiana Secretary of State:

BUSINESS INFORMATION		
DIEGO MORALES		
INDIANA SECRETARY OF STATE		
06/10/2024 11:15 AM		
<b>Business Details</b>		
Business Name:	<b>OPTUM GOVERNMENT SOLUTIONS, INC.</b>	Business ID: <b>2001092000072</b>
Entity Type:	<b>Foreign For-Profit Corporation</b>	Business Status: <b>Active</b>
Creation Date:	<b>09/17/2001</b>	Inactive Date:
Principal Office Address:	<b>11000 Optum Circle, Eden Prairie, MN, 55344, USA</b>	Expiration Date: <b>Perpetual</b>
Jurisdiction of Formation:	<b>Delaware</b>	Business Entity Report Due Date: <b>09/30/2025</b>
Original Formation Date:	<b>07/18/2001</b>	Years Due:
<b>Governing Person Information</b>		
<b>Title</b>	<b>Name</b>	<b>Address</b>
Treasurer	Peter Marshall Gill	9900 Bren Road East, Minnetonka, MN, 55343, USA
Secretary	Elizabeth Ann Soderberg	11000 Optum Circle, Eden Prairie, MN, 55344, USA
President	Dennis William Vaughan	3160 Fairview Park Drive,Suite 600, Falls Church, VA, 22042, USA
Director	Daniel John Schumacher	9900 Bren Road East, Minnetonka, MN, 55343, USA
Assistant Secretary	Heather Anastasia Lang	9900 Bren Road East, Minnetonka, MN, 55343, USA
Assistant Secretary	Timothy Joseph Langdon	2717 N. 118th St.,Suite 300, Omaha, NE, 68164, USA
Executive Vice President	Dennis William Vaughan	3160 FAIRVIEW PARK DRIVE,SUITE 600, Falls Church, VA, 22042, USA
<b>Registered Agent Information</b>		
Type:	<b>Business Commercial Registered Agent</b>	
Name:	<b>C T CORPORATION SYSTEM</b>	
Address:	<b>334 North Senate Avenue, Indianapolis, IN, 46204, USA</b>	

## 2.2.5 Other Information

This item is optional. Any other information the Respondent may wish to briefly summarize will be acceptable.

Optum does not have any additional information to include.

### **2.3.8 Registration to do Business**

**Respondents providing the products and/or services required by this solicitation must be registered to do business within the State by the Indiana Secretary of State. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent's responsibility to complete the required registration with the Secretary of State at [www.in.gov/sos](http://www.in.gov/sos). The Respondent must indicate the status of registration, in the Executive Summary.**

Optum Government Solutions, Inc. has current, active registration (perpetual) with the Office of the Indiana Secretary of State. See 2.2.4 above.

Best regards,



[Jeffrey Grosklags \(Jul 16, 2024 15:15 CDT\)](#)

Jeffrey Grosklags

Corporate Vice President, Finance and Accounting