

Fulfillment Center Procurement Award

MHBE Board of Trustees Meeting
June 21, 2022

Fulfillment Center RFP

- Current Vendor is Art & Negative Graphics
- Print and mail consumer notices, tax forms, voter registration forms, MCO enrollment packets, and Medicaid cards; and receive and process incoming mail
- RFP was issued on March 18 and closed on April 18
- One, two-year base term, with one, two-year option (to stagger with other large procurements)
- One bidder, the current incumbent
- NTE amount for FY23 is \$5,800,000 which includes estimated postage (pass through) of \$932,000
- Funding Split Federal 56% State 44%

Fulfillment Center Pricing

Because we received just one bid, and with a higher per page price than the current contract, MHBE:

- solicited feedback from other state-based marketplaces about the pricing for their fulfillment center contracts, but the results were inconclusive due to variation in geography, volume, and contract age.

- solicited feedback from other printers to determine what we could do to interest additional companies in responding to the fulfillment center RFP.

The incumbent vendor has been an excellent partner and is providing high value for the services requested.

We ask the Board to approve the award of the fulfillment center contract to Art & Negative with an NTE amount of \$5,800,000 for FY23.

See Motion 6

Tony Armiger, CFO

Heather Forsyth, Director
Consumer Assistance, Eligibility &
Business Integration

*Our Vision is high - quality, affordable health coverage for all
Marylanders*