

**DELAWARE HEALTH
AND SOCIAL SERVICES**

DIVISION OF
MEDICAID & MEDICAL ASSISTANCE

TELEPHONE: (302) 255-9500

June 10, 2014

Mr. Timothy J. Constantine
800 Delaware Avenue
Wilmington, DE 19801

Via Email and Regular Mail

**Re: Financial Negotiations for Delaware Medicaid Managed Care Organizations (MCOs)
Request for Proposals (RFP) — RFP# HSS-14-019**

Dear Mr. Constantine:

Thank you very much for responding to our RFP and participating in the oral presentation phase of the evaluation process. Based on the combined scoring for your technical proposal and oral presentation, we would like to invite you to participate in financial negotiations (Phase 5 of the proposal evaluation process).

Please accept this letter as notice that there will be a revision in the RFP schedule as originally published. Shortly we will send you a rate proposal for your consideration and response. We anticipate that formal negotiations will take place during the month of July.

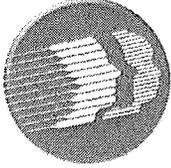
Please send an email to Kathleen Dougherty at Kathleen.Dougherty@state.de.us confirming your receipt of this letter and your interest to move into the Financial Negotiation Phase.

Thank you for your interest in partnering with DMMA to provide high-quality services to our clients.

Sincerely,

Original on File

Stephen M. Groff, Director
Division of Medicaid and Medical Assistance



**DELAWARE HEALTH
AND SOCIAL SERVICES**

DIVISION OF
MEDICAID & MEDICAL ASSISTANCE

TELEPHONE: (302) 255-9500

June 10, 2014

Mr. Darrin Johnson
4051 Ogletown Stanton Road
Suite 200
Newark, DE 19713

Via Email and Regular Mail

**Re: Financial Negotiations for Delaware Medicaid Managed Care Organizations (MCOs)
Request for Proposals (RFP) — RFP# HSS-14-019**

Dear Mr. Johnson:

Thank you very much for responding to our RFP and participating in the oral presentation phase of the evaluation process. Based on the combined scoring for your technical proposal and oral presentation, we would like to invite you to participate in financial negotiations (Phase 5 of the proposal evaluation process).

Please accept this letter as notice that there will be a revision in the RFP schedule as originally published. Shortly we will send you a rate proposal for your consideration and response. We anticipate that formal negotiations will take place during the month of July.

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