

# DVHA Routing Form

Revision Date 5/1/12

Type of Agreement: Contract      Agreement #: 21446      Form of Agreement: Amendment      Amendment #: 1

Name of Recipient: GMMB, Inc.      Vendor #: 311008

Program Manager : Paul Hochanadel      Phone #: 802-871-3189

Agreement Manager: Kate Jones      Phone #: 802-879-8256

Brief Explanation of Agreement: **Extends original contract terms and adds revised Attachment C**

Start Date: 2/10/2012      End Date: 6/30/2013      Maximum Amount: \$669,700.00

Amendments Only:      Maximum Prior Amount: \$669,700.00      Percentage of Change: 0.00%

Bid Process (Contracts Only):  Standard       Simplified       Sole Source       Statutory       Master Contract SOW

### Funding Source

ACA Exchange 93.525	\$669,700.00		

### Contents of Attached Packet

- AA-14       Attachments A, B, C & F       Attachment G - Academic Research
- Sole Source Memo       Attachment D - Modifications to C & F       MOU
- Qualitative/Justification Memo       Attachment E - Business Associate Agreement       Other: **Base**

Reviewer	Reviewer Initials	Date In	Date Out
DVHA Grant & Contract Administrator	Kate Jones	K.J.	Nov 19, 2012
DVHA BO	Jill Gould	J.G.	Nov 19, 2012
DVHA Commissioner or Designee	Mark Larson, Commissioner	M.L.	Nov 19, 2012
AHS Attorney General	Seth Steinzor, AAG	S.S.	Nov 20, 2012
Following Approvals for Contracts Only:			
AHS CIO			
AHS Central Office	Martha Giglio	M.G.	Nov 20, 2012
AHS Secretary	Doug Racine, Sec	J.G.	Nov 20, 2012

Vision Account Codes:

FFATA Entry       Grant Tracking Module      Vision PO #: \_\_\_\_\_      Initials & Date: \_\_\_\_\_      Approval & B/C: \_\_\_\_\_

**STATE OF VERMONT CONTRACT SUMMARY AND CERTIFICATION ----- Form AA-14 (8/22/11)**

**Note: All sections are required. Incomplete forms will be returned to department.**

**I. CONTRACT INFORMATION:**

Agency/Department: AHS/ DVHA Contract #: 21446 Amendment #: 1  
 Vendor Name: GMMB, Inc. VISION Vendor No: 311008  
 Vendor Address: 1010 Wisconsin Avenue, Suite 800, Washington, D.C. 20007  
 Starting Date: 2/10/2012 Ending Date: 6/30/2013 Amendment Date: 11/15/2012  
 Summary of agreement or amendment: Extend term of existing contract and update Attachment C

**II. FINANCIAL INFORMATION**

Maximum Payable: \$669,700.00 Prior Maximum: \$ 669,700.00 Prior Contract # (If Renewal):  
 Current Amendment: \$0.00 Cumulative amendments: \$ 0.00 % Cumulative Change: 0.00 %  
 Business Unit(s): 3410; - [notes: ] VISION Account(s): 507600;

**III. PERFORMANCE INFORMATION**

Does this Agreement include Performance Measures tied to Outcomes and/or financial reward/penalties?  Yes  No  
 Estimated Funding Split: G-Fund % S-Fund % F-Fund 100 % GC-Fund % Other %

**III. PUBLIC COMPETITION**

The agency has taken reasonable steps to control the price of the contract or procurement grant and to allow qualified organizations to compete for the work authorized by this contract. The agency has done this through:  
 Standard bid or RFP  Simplified Bid  Sole Sourced  Qualification Based Selection  Statutory

**IV. TYPE OF AGREEMENT & PERFORMANCE INFORMATION**

Check all that apply:  Service  Personal Service  Architect/Engineer  Construction  Marketing  
 Information Technology  Other, describe:

**V. SUITABILITY FOR CONTRACT FOR SERVICE**

Yes  No  n/a If this is a Personal Service contract, does this agreement meet all 3 parts of the "ABC" definition of independent contractor? (See Bulletin 3.5) If NO, then contractor must be paid through Payroll

**VI. CONTRACTING PLAN APPLICABLE:**

Are one or more contract or terms & conditions provisions waived under a pre-approved Contracting Plan?  Yes  No

**VII. CONFLICT OF INTEREST**

By signing below, I certify that no person able to control or influence award of this contract had a pecuniary interest in its award or performance, either personally or through a member of his or her household, family, or business.

Yes  No Is there an "appearance" of a conflict of interest so that a reasonable person may conclude that this party was selected for improper reasons: (If yes, explain)

**VIII. PRIOR APPROVALS REQUIRED OR REQUESTED**

Yes  No Agreement must be approved by the Attorney General under 3 VSA §311(a)(10) (personal service)  
 Yes  No I request the Attorney General review this agreement as to form  
 No, already performed by in-house AAG or counsel: \_\_\_\_\_ (initial)  
 Yes  No Agreement must be approved by the Comm. of DII; for IT hardware, software or services and Telecommunications over \$100,000  
 Yes  No Agreement must be approved by the CMO; for Marketing services over \$15,000  
 Yes  No Agreement must be approved by Comm. Human Resources (privatization and retiree contracts)  
 Yes  No Agreement must be approved by the Secretary of Administration

M.G.

**IX. AGENCY/DEPARTMENT HEAD CERTIFICATION; APPROVAL**

I have made reasonable inquiry as to the accuracy of the above information:

Nov 20, 2012		Nov 20, 2012	
Date	Agency / Department Head	Date	Agency Secretary or Other Department Head (if required)
Nov 20, 2012			
Date	Approval by Attorney General	Date	Approved by Commissioner of Human Resources
Date	CIO	Date	CMO
		Date	Secretary of Administration



**Department of Vermont Health Access**  
312 Hurricane Lane, Suite 201  
Williston, VT 05495  
[www.dvha.vermont.gov](http://www.dvha.vermont.gov)

*Agency of Human Services*  
[phone] 802-879-5900

## MEMORANDUM

**TO:** Doug Racine, Secretary of Agency of Human Services (AHS) J.G.  
**FROM:** Mark Larson, Commissioner, Department of Vermont Health Access (DVHA) M.L.  
**RE:** GMMB, Inc Contract #21446, Amendment 1

This contract is one of several that the Department of Vermont Health Access (DVHA) has executed to assist with the second year of planning, designing, and developing Vermont's Health Benefits Exchange under the Affordable Care Act (ACA).

DVHA issued an RFP in early October to solicit proposals from vendors for the work described above. Six vendors submitted proposals for work under this section of the RFP. Proposals were reviewed by a team of DVHA managers and representatives from other relevant departments, and team members gave each proposal a score based on previously developed rating criteria. GMMB was selected as the vendor receiving the highest score for this section of the RFP.

GMMB has provided invaluable work over the past few months to support the development of the State's Health Benefit Exchange. Due to time constraints and extended timelines on the State's side, GMMB will be unable to fulfill all deliverables by the end of their contract (#21446). We are confident that given more time, GMMB will successfully complete the work they sought out to do. Therefore, DVHA requests an extension of this contract through June 2013 to ensure that GMMB can continue to support the State through their important work.

The funding for this contract will be covered by the 100% Federal Funding Participation for the term of the contract. This contract complies with all mandatory provisions of AOA Bulletin 3.5. DVHA looks forward to approval of this contract.

### AMENDMENT

It is agreed by and between the State of Vermont, Department of Vermont Health Access (hereafter called the "State") and GMMB, Inc. (hereafter called the "Contractor") that the contract on the subject of development and implementation of processes and criteria for certifying and training Vermont Health Insurance Exchange Navigators, and for developing a comprehensive outreach and education program for the Exchange, effective February 10, 2012, is hereby amended effective November 21, 2012, as follows:

1. **By deleting on page 1 of 23, Section 4 (Contract Term) and substituting in lieu thereof the following Section 4:**
  4. **Contract Term.** The period of the Contractor's performance shall begin on February 10, 2012 and end on June 30, 2013.
2. **By replacing all references to "Navigators" and replacing in lieu thereof "Navigators and In-Person Assistors".**
3. **By replacing beginning on page 5 of 23, the Navigator Program Table and substituting in lieu thereof the following Navigator Program Table:**

Navigator Program	
Deliverable	Due Date
Review federal requirements, research existing Navigator programs, and evaluate role of brokers in Vermont	3/14/2012
Stakeholder outreach	3/28/2012
Report on initial stakeholder input and research to date	4/10/2012
Certification criteria	1/15/2013
Certification process	1/15/2013
Evaluation plan	2/28/2013
RFP and model contract	3/13/2013
Training Program	4/30/2013

4. **By replacing beginning on page 7 of 23, the Stakeholder Consultation Table and substituting in lieu thereof the following Stakeholder Consultation Table:**

Stakeholder Consultation	
Deliverable	Due Date
Stakeholder outreach	Ongoing
Benchmark research phone survey results	3/16/2012
Brand assessment	3/16/2012

Name, logo, brand positioning and materials for testing	4/25/2012
8 focus groups to test brand	5/14-18/2012
Mission & vision statements	5/24/2012
Analysis report with recommendations for materials for outreach and education campaign	6/4/2012
Outreach & education plan	7/12/2012
Stakeholder training program	12/21/2012

5. By replacing Attachment C Customary State Contract Provision (revised 1/11/11) beginning on page 25 of the base contract with Attachment C Customary State Contract Provision (revised 11/7/12) which is an attachment of this amendment beginning on page 3.

This amendment consists of 6 pages. Except as modified by this amendment and any previous amendments, all provisions of this contract, (#21446) dated February 10, 2012 shall remain unchanged and in full force and effect.

STATE OF VERMONT  
DEPARTMENT OF VERMONT HEALTH ACCESS

CONTRACTOR  
GMMB, INC.

 E-SIGNED by Mark Larson  
on 2012-Nov-28

 E-SIGNED by David Smith  
on 2012-Nov-28

MARK LARSON, COMMISSIONER

DATE

DAVID SMITH, PARTNER

DATE

**ATTACHMENT C  
CUSTOMARY PROVISIONS FOR CONTRACTS AND GRANTS**

1. **Entire Agreement.** This Agreement, whether in the form of a Contract, State Funded Grant, or Federally Funded Grant, represents the entire agreement between the parties on the subject matter. All prior agreements, representations, statements, negotiations, and understandings shall have no effect.
2. **Applicable Law.** This Agreement will be governed by the laws of the State of Vermont.
3. **Definitions:** For purposes of this Attachment, "Party" shall mean the Contractor, Grantee or Subrecipient, with whom the State of Vermont is executing this Agreement and consistent with the form of the Agreement.
4. **Appropriations:** If appropriations are insufficient to support this Agreement, the State may cancel on a date agreed to by the parties or upon the expiration or reduction of existing appropriation authority. In the case that this Agreement is funded in whole or in part by federal or other non-State funds, and in the event those funds become unavailable or reduced, the State may suspend or cancel this Agreement immediately, and the State shall have no obligation to fund this Agreement from State revenues.
5. **No Employee Benefits For Party:** The Party understands that the State will not provide any individual retirement benefits, group life insurance, group health and dental insurance, vacation or sick leave, workers compensation or other benefits or services available to State employees, nor will the state withhold any state or federal taxes except as required under applicable tax laws, which shall be determined in advance of execution of the Agreement. The Party understands that all tax returns required by the Internal Revenue Code and the State of Vermont, including but not limited to income, withholding, sales and use, and rooms and meals, must be filed by the Party, and information as to Agreement income will be provided by the State of Vermont to the Internal Revenue Service and the Vermont Department of Taxes.
6. **Independence, Liability:** The Party will act in an independent capacity and not as officers or employees of the State.

The Party shall defend the State and its officers and employees against all claims or suits arising in whole or in part from any act or omission of the Party or of any agent of the Party. The State shall notify the Party in the event of any such claim or suit, and the Party shall immediately retain counsel and otherwise provide a complete defense against the entire claim or suit. The Party shall notify its insurance company and the State within 10 days of receiving any claim for damages, notice of claims, pre-claims, or service of judgments or claims, for any act or omissions in the performance of this Agreement.

After a final judgment or settlement the Party may request recoupment of specific defense costs and may file suit in Washington Superior Court requesting recoupment. The Party shall be entitled to recoup costs only upon a showing that such costs were entirely unrelated to the defense of any claim arising from an act or omission of the Party.

The Party shall indemnify the State and its officers and employees in the event that the State, its officers or employees become legally obligated to pay any damages or losses arising from

any act or omission of the Party.

7. **Insurance:** Before commencing work on this Agreement the Party must provide certificates of insurance to show that the following minimum coverage is in effect. It is the responsibility of the Party to maintain current certificates of insurance on file with the state through the term of the Agreement. No warranty is made that the coverage and limits listed herein are adequate to cover and protect the interests of the Party for the Party's operations. These are solely minimums that have been established to protect the interests of the State.

**Workers Compensation:** With respect to all operations performed, the Party shall carry workers' compensation insurance in accordance with the laws of the State of Vermont.

**General Liability and Property Damage:** With respect to all operations performed under the Agreement, the Party shall carry general liability insurance having all major divisions of coverage including, but not limited to:

Premises - Operations  
Products and Completed Operations  
Personal Injury Liability  
Contractual Liability

The policy shall be on an occurrence form and limits shall not be less than:

\$1,000,000 Per Occurrence  
\$1,000,000 General Aggregate  
\$1,000,000 Products/Completed Operations Aggregate  
\$ 50,000 Fire/ Legal/Liability

Party shall name the State of Vermont and its officers and employees as additional insureds for liability arising out of this Agreement.

**Automotive Liability:** The Party shall carry automotive liability insurance covering all motor vehicles, including hired and non-owned coverage, used in connection with the Agreement. Limits of coverage shall not be less than: \$1,000,000 combined single limit.

Party shall name the State of Vermont and its officers and employees as additional insureds for liability arising out of this Agreement.

**Professional Liability:** Before commencing work on this Agreement and throughout the term of this Agreement, the Party shall procure and maintain professional liability insurance for any and all services performed under this Agreement, with minimum coverage of *N/A* per occurrence, and *N/A* aggregate.

8. **Reliance by the State on Representations:** All payments by the State under this Agreement will be made in reliance upon the accuracy of all prior representations by the Party, including but not limited to bills, invoices, progress reports and other proofs of work.
9. **Requirement to Have a Single Audit:** In the case that this Agreement is a Grant that is funded in whole or in part by federal funds, the Subrecipient will complete the Subrecipient

Annual Report annually within 45 days after its fiscal year end, informing the State of Vermont whether or not a single audit is required for the prior fiscal year. If a single audit is required, the Subrecipient will submit a copy of the audit report to the granting Party within 9 months. If a single audit is not required, only the Subrecipient Annual Report is required.

A single audit is required if the Subrecipient expends \$500,000 or more in federal assistance during its fiscal year and must be conducted in accordance with OMB Circular A-133. The Subrecipient Annual Report is required to be submitted within 45 days, whether or not a single audit is required.

- 10. Records Available for Audit:** The Party will maintain all books, documents, payroll papers, accounting records and other evidence pertaining to costs incurred under this agreement and make them available at reasonable times during the period of the Agreement and for three years thereafter for inspection by any authorized representatives of the State or Federal Government. If any litigation, claim, or audit is started before the expiration of the three year period, the records shall be retained until all litigation, claims or audit findings involving the records have been resolved. The State, by any authorized representative, shall have the right at all reasonable times to inspect or otherwise evaluate the work performed or being performed under this Agreement.
- 11. Fair Employment Practices and Americans with Disabilities Act:** Party agrees to comply with the requirement of Title 21 V.S.A. Chapter 5, Subchapter 6, relating to fair employment practices, to the full extent applicable. Party shall also ensure, to the full extent required by the Americans with Disabilities Act of 1990, as amended, that qualified individuals with disabilities receive equitable access to the services, programs, and activities provided by the Party under this Agreement. Party further agrees to include this provision in all subcontracts.
- 12. Set Off:** The State may set off any sums which the Party owes the State against any sums due the Party under this Agreement; provided, however, that any set off of amounts due the State of Vermont as taxes shall be in accordance with the procedures more specifically provided hereinafter.
- 13. Taxes Due to the State:**

  - a. Party understands and acknowledges responsibility, if applicable, for compliance with State tax laws, including income tax withholding for employees performing services within the State, payment of use tax on property used within the State, corporate and/or personal income tax on income earned within the State.
  - b. Party certifies under the pains and penalties of perjury that, as of the date the Agreement is signed, the Party is in good standing with respect to, or in full compliance with, a plan to pay any and all taxes due the State of Vermont.
  - c. Party understands that final payment under this Agreement may be withheld if the Commissioner of Taxes determines that the Party is not in good standing with respect to or in full compliance with a plan to pay any and all taxes due to the State of Vermont.
  - d. Party also understands the State may set off taxes (and related penalties, interest and

fees) due to the State of Vermont, but only if the Party has failed to make an appeal within the time allowed by law, or an appeal has been taken and finally determined and the Party has no further legal recourse to contest the amounts due.

- 14. Child Support:** (Applicable if the Party is a natural person, not a corporation or partnership.) Party states that, as of the date the Agreement is signed, he/she:
- a. is not under any obligation to pay child support; or
  - b. is under such an obligation and is in good standing with respect to that obligation; or
  - c. has agreed to a payment plan with the Vermont Office of Child Support Services and is in full compliance with that plan.

Party makes this statement with regard to support owed to any and all children residing in Vermont. In addition, if the Party is a resident of Vermont, Party makes this statement with regard to support owed to any and all children residing in any other state or territory of the United States.

- 15. Sub-Agreements:** Party shall not assign, subcontract or subgrant the performance of his Agreement or any portion thereof to any other Party without the prior written approval of the State. Party also agrees to include in subcontract or subgrant agreements a tax certification in accordance with paragraph 13 above.

Notwithstanding the foregoing, the State agrees that the Party may assign this agreement, including all of the Party's rights and obligations hereunder, to any successor in interest to the Party arising out of the sale of or reorganization of the Party.

- 16. No Gifts or Gratuities:** Party shall not give title or possession of any thing of substantial value (including property, currency, travel and/or education programs) to any officer or employee of the State during the term of this Agreement.
- 17. Copies:** All written reports prepared under this Agreement will be printed using both sides of the paper.
- 18. Certification Regarding Debarment:** Party certifies under pains and penalties of perjury that, as of the date that this Agreement is signed, neither Party nor Party's principals (officers, directors, owners, or partners) are presently debarred, suspended, proposed for debarment, declared ineligible or excluded from participation in federal programs, or programs supported in whole or in part by federal funds.
- Party further certifies under pains and penalties of perjury that, as of the date that this Agreement is signed, Party is not presently debarred, suspended, nor named on the State's debarment list at: <http://bgs.vermont.gov/purchasing/debarment>
- 19. Certification Regarding Use of State Funds:** In the case that Party is an employer and this Agreement is a State Funded Grant in excess of \$1,001, Party certifies that none of these State funds will be used to interfere with or restrain the exercise of Party's employee's rights with respect to unionization.