

MARYLAND DEPARTMENT OF HEALTH

PRE-PROPOSAL MEETING

RFP OPASS 19-17712

PHARMACY POINT-OF-SALE
ELECTRONIC CLAIMS MANAGEMENT SERVICES

Held at 300 West Preston Street
Auditorium
Baltimore, Maryland 21201

November 7, 2017

1:00 p.m.

ATTENDANCE:

AGENCY:

Queen Davis, Procurement Officer,
Office of Procurement and Support Services (OPASS)

Athos Alexandrou, Director,
Maryland Medicaid Pharmacy Program

Dixit Shah, Contract Manager,
Maryland Medicaid Pharmacy Program

Janelle Robinson, Director,
Minority Business Enterprise Program

Alex Peraota, Cognosante

Larry Vargas, Cognosante

ATTENDEES:

Narayan Athreya, I Cube Systems
Matt Bohl, RWL
Nancy Borah, Magellan Rx
Jennifer Dickens, United Solutions
Tecoya Farrakhan, Primo Pharmacy Services, LLC
Gary Goldberg, Maryland Procurement Group, LLC
Jeff Gottlieb, OPTUM Rx
Olu Hassan, Korak Healthsource
John Lafranchise, Conduent
Shannon Marker, Momentum, Inc.
Eliza Mathias, Magellan Rx
Susan McCreight, Optum Rx
Kathy Novak, Magellan Rx
Mike Ouellette, Change Healthcare
Jeff Smith, Conduent
Bob Taylor, Gantech
Brian Zernhelt, A&T Systems

MDH:

John Bohns
Seema Kazmi
Zena Morris
Craig Smalls
Sean Stafford

Reported by: Carol O'Brocki, Notary Public
Hunt Reporting Company, Glen Burnie, Maryland

P R O C E E D I N G S

(1:05 p.m.)

MS. DAVIS: Good afternoon. I want to welcome you all to the pre-proposal conference for the Pharmacy Point-of-Sale Electronic Claims Management Services.

My name is Queen Davis. I am the Contract Officer for this procurement, representing our Procurement Officer, Mr. Dana Dembrow.

If you have not done so already, I would ask that you all make sure that you sign in on the sign-in sheet. Print your name clearly and your email address so that if there are any documents or minutes subsequent of this meeting, they can be given to you very easily. Okay?

I'm going to ask each of the representatives from the Department of Health to introduce themselves, after which I will ask the vendors to introduce themselves, and starting on my right with Mr. Dixit.

MR. SHAH: Dixit Shah, Deputy Director of Maryland Medicaid Pharmacy Program.

1 MR. ALEXANDROU: Athos Alexandrou, Director
2 of the Maryland Medicaid Pharmacy Program.

3 MS. DAVIS: Queen Davis, Office of
4 Procurement and Support Services.

5 MS. ROBINSON: Janelle Robinson, Director of
6 the MBE Program.

7 MR. PERAOTA: Alex Peraota, Consultant.
8 Cognosante.

9 MR. VARGAS: Larry Vargas, Consultant,
10 Cognosante.

11 MS. DAVIS: Okay. Ms. Morris, please?

12 MS. MORRIS: Zena Morris, Deputy Director for
13 Procurement and Medicaid.

14 MS. DAVIS: Jane Rutkowski, the Procurement
15 Coordinator, is not in the room right now. If there
16 are any MBEs I would like for you guys to stand up so
17 that you can be noticed and please introduce
18 yourselves.

19 MS. FARRAKHAN: Good afternoon. My name is
20 Tecoya Farrakhan. I'm from Primo Pharmacy Services and
21 I represent one of the officers (inaudible).

1 MS. MARKER: I'm Shannon Marker. I'm the
2 Account Manager with Momentum, Inc. We're a small
3 women-owned business.

4 MS. DICKENS: My name is Jennifer Dickens.
5 We're an MBE for United Solutions. I'm the Senior
6 Business Associate.

7 MR. ATHREYA: Hi. I'm Narrayan Athreya from
8 ICube Systems. We are a women-owned small business.
9 We've been working for Maryland state for almost nine
10 years.

11 MS. DAVIS: Thank you, MBEs.

12 MS. MORRIS: We've got one more.

13 MS. DAVIS: Oh, I'm sorry.

14 MR. HASSAN: Hello. My name is Olu Hassan,
15 and I'm from Korak Healthcare Group. (Inaudible).

16 MS. DAVIS: Thank you very much. So, the
17 minutes will be taken of this meeting and they will be
18 posted on eMaryland Marketplace and on our procurement
19 website as already stated. They will also be emailed
20 to the vendors and attendants if we can read your email
21 address clearly. So, please take the time to sign in

1 and write it clearly.

2 I'm going to give you an overview of the
3 procurement process for this RFP. After my overview
4 for the procurement process -- or during my overview of
5 the procurement process Ms. Janelle Robinson, who is
6 the MBE Director, will give you information on the MBE
7 participation and the rules governed by the MBE
8 participation.

9 Please listen closely to the information
10 regarding MBE. MBE can be a fatal mistake if you are
11 not submitting your documents correctly, if you're not
12 clear. You have one chance and one chance to get it
13 right, so please listen closely and make sure that you
14 submit your documents to us as they are supposed to be.

15 Also if you decide not to submit a proposal
16 to this RFP, I ask that you would please send to us the
17 Notice to Offerors and Vendors on page 3 of the RFP,
18 and this information in the document will help the
19 Department in planning for future procurements if there
20 is a reason that you do not submit a proposal that we
21 can properly make corrections in the next time. Okay?

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 Subsequent to this pre-proposal conference
2 written questions will be accepted by the Department
3 until November 21, 2017 at 4:00 p.m. to allow
4 sufficient time for a response from the Department.
5 Questions and answers will be distributed to all
6 persons known by the issuing office to have obtained
7 the RFP and questions and answers will be posted on
8 eMaryland Marketplace as well as on our OPASS
9 procurement website.

10 As you know, the procurement method for this
11 solicitation is competitive sealed proposals. The
12 contract resulting from this RFP shall be for five
13 years and six months for the base term from the
14 effective date of the notice to proceed and the State,
15 at its sole option, may renew the term of the contract
16 through two additional two-year renewal options for up
17 to a total potential contract length of nine years and
18 six months.

19 Proposals are due on or before Thursday,
20 December 7, 2017 at 2:00 p.m. local time. Proposals
21 will be received at the Maryland Department of Health,

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 Office of Procurement and Support Services, 201 West
2 Preston Street, Room 416, Baltimore, Maryland, 21201
3 and to my attention, Queen Davis.

4 Timely submissions are vital. Late
5 submissions will not be accepted. All of this
6 information can be found on the RFP Key Information
7 Summary Sheet, which is on page 2 of the RFP.

8 There is a minimum overall MBE subcontractor
9 participation goal of 17 percent of the total dollar
10 amount of the contract awarded in response to the
11 solicitation, and I'll let Ms. Janelle Robinson give
12 you more of an overview for the MBE participation.

13 MS. ROBINSON: The MDOT certified MBE
14 Utilization and Fair Solicitation Affidavit, which is
15 Attachment D1, must be fully and accurately completed
16 and submitted along with your bid or proposal. Failure
17 to do so will result in your bid or proposal being
18 deemed non-responsive.

19 On the D1 form you must first acknowledge and
20 express your intention to meet the overall MBE goal
21 percentage established for this solicitation. As no

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 subgoals have been established for this solicitation,
2 do not enter any information regarding the percentages
3 for African American, Hispanic American, Asian
4 American, or Women-Owned Businesses in Section 1.

5 The MBE participation schedule should include
6 the names of the minority business enterprises that you
7 intend to use to meet the required MBE goal, along with
8 their Federal employment identification number, their
9 MDOT/MBE certification number, as well as their
10 certification category. Only MDOT/MBE certification is
11 acceptable. MBE certification from another entity or
12 jurisdiction will not be accepted.

13 Additionally, the percentage of the total
14 contract value to be provided by the particular MBE
15 should be entered, as well as a specific description of
16 the work that is to be performed by that MBE.

17 MBE prime contractors may count 50 percent
18 towards the established subcontracting goal.

19 In summary, you will break down the specific
20 MBE status of the particular MBE subcontractors, and
21 this should be equal to or exceed the MBE goal

1 established for this solicitation.

2 Within ten working days of receiving notice
3 that your firm is the apparent awardee, you must submit
4 your Outreach Efforts Compliance Statement, Attachment
5 D2, and your Subcontractor Project Participation
6 Certification, which is Attachment D3.

7 You may request a waiver of the MBE goal, and
8 within ten working days of receiving notice that your
9 firm was the apparent awardee, you must submit all
10 required waiver documentation in accordance with COMAR
11 21.11.03.10.

12 Please carefully review the liquidated
13 damages provisions in the solicitation regarding
14 compliance with the MBE rules and regulations.

15 I just want to add that it's very important
16 that your MBEs are certified before you submit your
17 paper. As Queen said, that's a fatal flaw. If they
18 are not certified your bid will be deemed non-
19 responsive.

20 Does anybody have any questions? Yes, sir?

21 UNIDENTIFIED SPEAKER: The law changed on

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 October 1st as far as the percentage that the MBE prime
2 can have. Will you discuss that?

3 MS. ROBINSON: As far as I know it hasn't
4 changed.

5 MS. DAVIS: The only change that I know for
6 the MBE participation, if the MBE participation is 29
7 percent, the new law is that the MBE prime can
8 participate one-half of that -- of whatever the goal
9 participation is on the RFP. Is that what you're
10 referring to?

11 UNIDENTIFIED SPEAKER: I thought it was that
12 they can count 60 percent of the equipment and hard
13 material and supply or 100 percent of the labor, and I
14 didn't understand the remark that was made about they
15 can only count 50 percent of what they provide towards
16 the subcontractor goal.

17 MS. DAVIS: The law for the 50 percent is
18 this contract has a 17 percent participation goal. The
19 vendor can -- the prime, if they are an MBE prime can
20 count -- can participate 8.5 percent of that goal as
21 the MBE prime, and the other 8.5 percent has to be to a

1 subcontractor. That's the 50 percent.

2 And as far as the equipment and the 60
3 percent counting towards that, I'll check with our AG.
4 I wasn't aware of that, and we will add that to our
5 amendments just for clarification. Okay? Any other
6 questions?

7 (No response.)

8 MS. DAVIS: Okay. So let me just refer you
9 to Section 1.33 of the RFP. That section has detailed
10 information regarding MBE participation and submission,
11 and as Janelle said, it is important that you follow
12 the instructions for submitting your MBE documents as
13 required.

14 If an Offeror fails to submit a completed
15 Attachment D1, that proposal is not reasonably
16 susceptible of being selected for award. So you must
17 complete it. Your MBE must be certified at the time of
18 your submission. Okay?

19 Now if you will turn to the Offeror Minimum
20 Qualifications in Section 2 and Section 2.1, page 37 of
21 the RFP states that as proof of meeting the Offeror

1 Minimum Requirements found in this section, the Offeror
2 shall provide with its proposal at least three
3 references from the past seven years that are able to
4 attest to the Offeror's experience in providing each of
5 the seven qualifications. This is in regards to the
6 Offeror.

7 The proof to demonstrate the minimum
8 qualifications are met shall be placed in the Offeror's
9 proposal. Please remember that minimum qualifications
10 are a pass fail item, and if the minimum qualifications
11 are not met, the Offeror's proposal shall be rejected
12 and not further evaluated.

13 So please read Section 2.1 on page 37 very
14 carefully and make sure you're meeting all of those
15 qualifications for the Offeror.

16 Now as far as the Offeror's personnel minimum
17 qualifications, that's in Section 2.2 beginning at the
18 bottom of page 37. It states that the Offeror
19 personnel shall meet the following minimum
20 qualification criteria to be eligible for consideration
21 in the evaluation of this RFP, and there are lists of

1 minimum qualifications under that section.

2 It says resumes must clearly outline starting
3 dates and ending dates with each applicable experience.
4 For the personnel proposed in responses to this RFP,
5 the Offeror must provide proof with its proposal that
6 the following minimum qualifications have been met, and
7 there are further details what those minimum
8 qualifications are on that page.

9 This is a two-part submission for your
10 proposal. It's Volume I, the technical proposal, and
11 Volume II, which is the financial proposal. The
12 general format for proposals is stated in Section 4,
13 beginning in Section 4.2 labeled Proposal Submission.

14 Your technical and financial proposals are to
15 be submitted in separately sealed envelopes. The
16 Volume I, the technical proposal, will include all
17 items detailed again under Section 4.2.1, labeled
18 Format of Technical Proposal.

19 In addition to these instructions, responses
20 to the Offeror's technical proposal must reference the
21 RFP's organization and section numbering. For example,

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 Section 3.2.1 Response, because you are responding to
2 that section of the scope of work.

3 This proposal organization will allow direct
4 mapping between Offeror responses and RFP requirements
5 by section number and will aid in the evaluation
6 process.

7 Volume II is your financial proposal and the
8 financial proposal shall contain all price information
9 in the format specified in Attachment F, the Financial
10 Pricing Sheet. The Offeror shall complete the price
11 sheet only as provided in the price sheet instructions
12 and the price sheet itself. We will not accept any
13 alternative financial proposal submissions.

14 4.4 is the Proposal Packaging section, and it
15 tells you how your Volume I and Volume II are to be
16 packaged. For Volume I and Volume II, the financial
17 and technical proposals, financial proposals shall be
18 sealed separate from one another. It is preferred but
19 not required that the name, email address, and
20 telephone number of the contact person for the Offeror
21 be included on the outside of the packaging for each of

1 your volumes.

2 Each volume shall contain an unbound
3 original, so identified, and eight copies. Unless the
4 resulting package will be too unwieldy, the
5 Department's preference is for the two sealed volumes
6 to be submitted together in a single package including
7 a label bearing, one, the RFP title and number; two,
8 name and address of the Offeror; and three, closing
9 date and time for receipt of proposals.

10 The Department also requires an electronic
11 version of Volume I in searchable pdf format marked
12 Technical Proposal, and it must be labeled PIA for the
13 Public Information Act. And please see Section 1.1.14
14 for an explanation of the PIA requirements.

15 Section 4.5 is the Delivery section and there
16 are three acceptable means for delivering your
17 proposal. One is by U.S. Postal Service; two is hand
18 delivery by Offeror. Please ask for a receipt from the
19 intake person that's receiving your package. And the
20 hand-delivery by a commercial carrier. Please have the
21 commercial carrier ask for a receipt for delivery.

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 The Evaluation Criteria is listed in Section
2 5 of the RFP. The criteria is arranged in descending
3 order of importance. Your proposals will be reviewed
4 and evaluated by an Evaluation Committee that will be
5 appointed by the issuing office using the evaluation
6 criteria set forth in Section 5 of the RFP. The
7 Committee may conduct discussions with offerors and may
8 request best and final offers.

9 If it is determined that discussions are
10 needed, discussions will be held with all offerors who
11 are considered reasonably susceptible of being selected
12 for award. You will be notified if at any time during
13 the process it is determined that your proposal has
14 been found not to be reasonably susceptible of being
15 selected for award.

16 Upon completion of the Technical Proposal and
17 Financial Proposal evaluations each Offeror will
18 receive an overall ranking. The Procurement Officer
19 will recommend award of the contract to the responsible
20 offeror that submits the proposal determined to be the
21 most advantageous to the State of Maryland.

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 In making this most advantageous proposal
2 determination, technical factors will receive higher
3 weight than price factors. Are there any questions for
4 me?

5 (No response.)

6 MS. DAVIS: Please note that the Contract
7 Affidavit, which is Attachment C, and the Standard
8 Contract document are not required until determination
9 of award is made. So you do not have to submit those
10 two documents.

11 If there are no more questions for me, I will
12 turn it over to the program to give you an overview of
13 the scope of work.

14 MR. SHAH: Thank you, Queen. Good afternoon,
15 everyone. My name is Dixit Shah. I am the Deputy
16 Director of Maryland Medicaid Pharmacy Program and I
17 will also be the contract monitor for the contract
18 resulting from this RFP. Thank you for attending this
19 meeting.

20 The scope of work for the Point of Sale
21 Electronic Claims Management Services, referred to as

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)

1 POSECMS RFP is comprised of the following sections.

2 Section 3, Scope of Work, lists all of the
3 requirements for this RFP. Section 3.1 provides
4 Background and Purpose and strategic objectives of the
5 procurement. It also identifies all the major function
6 areas of the POSECMS contract.

7 Section 3.2, Agency and Project Background
8 provides background information for all of the Maryland
9 State agencies and programs that will utilize the
10 POSECMS system and services. This section also
11 provides summary information for each of the major
12 POSECMS functional areas identified in Section 3.1.

13 General Requirements, Section 3.3 are
14 organized as follows. 3.3.1, Policies, Guidelines, and
15 Methodologies informs the contractor of required
16 regulations, policies, standards and guidelines
17 affecting project execution.

18 3.3.2, System Implementation, consists of all
19 of the activities or requirements necessary to validate
20 contractual requirements, design a system or set of
21 systems to meet contractual requirements. The

1 following are some of the major subsections of the
2 system implementation requirements.

3 Section 3.3.2.10 talks about Kick-Off
4 Meeting, and describes the requirements and
5 expectations around the Project Kick-Off meeting.
6 Section 3.3.2.14, Project Management, requirement to
7 have a full-time PM for the implementation of the
8 POSECMS. Identifies project management standards and
9 guidelines to be adhered to throughout the project.

10 3.3.2.15, Project Management Plan describes
11 the requirements associated with the creation and
12 submission of the project management plan deliverables,
13 identifies all of the subsidiary plans that are
14 required as a part of the overall project management
15 plan.

16 Section 3.3.2.16, User Manuals, deliverables
17 that include the Provider Manual and MDH User Manual.
18 These manuals shall be utilized to perform all training
19 during the life of the contract.

20 Section 3.3.2.17, Implementation Training
21 Requirements, provides the requirements for the

1 training prior to go-live of the system. These
2 requirements include the type of training, the
3 anticipated audience to be trained, and number of
4 trainings to be provided.

5 Section 3.3.2.18, Certification Readiness
6 Requirements provides the requirements for preparation
7 and readiness for CMS certification of the POSECMS
8 system.

9 3.3.2.19, Site Requirements provides
10 requirements for the contractor's main site. The
11 contractor's facility shall be located within 25 miles
12 of MDH and be accessible via public transportation.

13 Section 3.3.3, Operations and Maintenance,
14 consists of all the activities and requirements during
15 the five-year base operating period and possible
16 contract options. The following are the major
17 subsections of the Operations and Maintenance
18 Requirements.

19 Section 3.3.3.1, Operations Management and
20 System Maintenance; .2, System Maintenance and Support;
21 .3, Operations Procedure Manual; .4, Reporting; .5,

1 Electronic Report Repository; .6, Status Reporting; .7,
2 Operational Training; .8, POSECMS System; .9, Pharmacy
3 POS Claims Processing; .10, PRO-DUR and Coordinated
4 PRO-DUR; .11, Drug Formulary and Pricing; .12, E-
5 Prescribing; .13, Drug Rebate Program; .14, Patient
6 Care Services; .15, Clinical Support Services; .16,
7 Quality Management and Compliance Auditing; .17, Call
8 Center; and .18 talks about Web Portal.

9 Now Section 3.3.4, Staffing Requirements
10 provides personnel requirements for the 5 key and 7
11 critical personnel. 3.3.5, End of Contract Transition
12 Requirements provides requirements for the end of the
13 contract phase. 3.3.6, Export, Backup, and Disaster
14 Recovery provides requirements for how data is
15 maintained and secured throughout the term of the
16 contract.

17 Section 3.6, Performance and Personnel,
18 description of standard and non-standard work hours and
19 support. Section 3.7, Problem Escalation Procedure,
20 description of the process used to escalate contractual
21 issues. This includes points of contact and timelines.

1 Section 3.8, Service Level Agreements lists
2 the SLAs associated with this RFP. SLAs link back to
3 their respective requirements in Section 3.3. Section
4 3.9, Deliverables, lists the deliverables associated
5 with this RFP. All of the deliverables link aback to
6 their respective requirements in Section 3.3. This
7 section also provides a little of the expectation
8 document process which shall be applied to all
9 deliverables.

10 Section 3.10, Optional Services provides the
11 optional services that may be initiated by the contract
12 manager throughout the term of the contract. And those
13 subsections 3.10.8, CMC Optional Resources, as part of
14 this proposal Offerors shall include pricing
15 information for optional resources listed in Section
16 3.10.8. These personnel shall be assigned to work with
17 MDH under the direct supervision of the MDH staff.

18 3.10.9, System Enhancement details the
19 process for optional system enhancements to the system.
20 The Offerors shall propose in their financial proposal
21 10,000 hours a year for operational system enhancement

1 services.

2 Section 3.12, Invoicing, provides information
3 for invoicing during the term of the contract. During
4 the implementation, payments are based on the
5 milestones and deliverables as found in Section
6 3.12.2.1. Operations and maintenance invoicing will be
7 based on fixed monthly rates for each of the services
8 rendered.

9 Again, thank you for attending this RFP pre-
10 bidders meeting. If there are any questions, please
11 state your name, the company you represent, and your
12 questions. Please also make sure you send your
13 questions in writing, as well, to make sure we cover it
14 correctly. Thank you.

15 MS. DAVIS: Thank you, Dixit. Any questions
16 for the Department?

17 (No response.)

18 MS. DAVIS: Well, we must have a very well
19 written document here.

20 (Laughter.)

21 MS. DAVIS: Can I ask any prime vendors that

1 are in here if you would like to stand and state the
2 company you are with? Any prime vendors?

3 MS. MATHIAS: I'm Eliza Mathias with Magellan
4 Rx.

5 MS. NOVAK: Kathy Novak with Magellan Rx.

6 MS. DAVIS: Welcome.

7 MR. LAFRANCHISE: John LaFranchise with Xerox
8 Conduent.

9 MR. GOTTLIEB: Jeff Gottlieb, Optum Rx.

10 MS. DAVIS: Okay. Any other questions?

11 MS. FARRAKHAN: Yes, I have a question.

12 Again, my name is Tecoya Farrakhan from Primo Pharmacy
13 Services. I've been helping you guys out for about ten
14 years.

15 I just want to clarify. So on the website it
16 says 29 percent participation of MBEs and now it's 17.
17 I just want to be clear that that was the same --

18 MS. ROBINSON: No, no, no. The 29 percent is
19 the State requirement.

20 MS. FARRAKHAN: The State requirement? Okay.

21 MS. ROBINSON: So it's not -- this particular

1 contract is 17 percent. That 29 percent is for
2 (indiscernible) --

3 MS. FARRAKHAN: Got it.

4 MS. ROBINSON: Thank you.

5 MS. DAVIS: Well, if there are no questions I
6 would like to thank you all for coming. Please make
7 sure that your name and email addresses are on the
8 sign-in sheet so we can get the minutes to you quickly,
9 and we're looking forward to hearing from all of you.
10 Thank you.

11 (At 1:35 p.m. the meeting concluded.)

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16

17
18
19
20

21

CERTIFICATE OF NOTARY

I, Carol O'Brocki, Notary Public, before whom the foregoing testimony was taken, do hereby certify that the witness was duly sworn by me; that said testimony is a true record of the testimony given by said witness; that I am neither counsel for, related to, nor employed by any of the parties to this action, nor financially or otherwise interested in the outcome of the action; and that the testimony was reduced to typewriting by me or under my direction.

This certification is expressly withdrawn upon the disassembly or photocopying of the foregoing transcript, including exhibits, unless disassembly or photocopying is done under the auspices of Hunt Reporting Company, and the signature and original seal is attached thereto.

Carol D. O'Brocki

CAROL O'BROCKI, Notary Public
in and for the State of
Maryland

My Commission Expires: January 15, 2019

HUNT REPORTING COMPANY
Court Reporting and Litigation Support
Serving Maryland, Washington, and Virginia
410-766-HUNT (4868)
1-800-950-DEPO (3376)