

**GOVERNMENT OF THE DISTRICT OF COLUMBIA**  
**Office of Contracting and Procurement**



Pursuant to section 202(c-1) of the Procurement Practices Reform Act of 2010, as amended, D.C. Official Code § 2-352.02(c-1), the following contract summary is provided:

**COUNCIL CONTRACT SUMMARY**  
(RETROACTIVE)

- (A) Contract Number:** CW94739
- Proposed Contractor:** Ramsell Corporation (Ramsell)
- Proposed Contractor’s Principals:**
1. Eric Flowers – Chief Executive Officer
  2. Sophia J. Byndloss – Chief Operating Officer
  3. Darcy Illg – Chief Financial Officer
- Contract Amount:** Not-to-exceed (NTE) \$10,500,000
- Unit and Method of Compensation:** Monthly fee for premiums and co-payment management
- Term of Contract:** January 18, 2025, through January 17, 2026
- Type of Contract:** Firm-Fixed Price with a Cost Reimbursement component
- Source Selection Method:** Invitation for Bids
- (B) For a contract containing option periods, the contract amount for the base period and for each option period. If the contract amount for one or more of the option periods differs from the amount for the base period, provide an explanation of the reason for the difference:**
- Base Period Amount:** NTE \$7,514,944  
Council Approval No. CA24-0362
- Option Period One Amount:** NTE \$7,530,851.32  
Council Approval No. CA25-0085
- Explanation of difference from base period (if applicable):**  
The contract amount for option period one differs from the base period amount due to an overall increase in costs associated with providing the Pharmacy Benefit Management System (PBMS), and

ongoing maintenance and support services including, labor, taxes, overhead, and general operating expenses.

**Option Period Two Amount:** NTE \$9,547,235.86  
Council Approval No. CA25-0876

**Explanation of difference from base period (if applicable):**

The contract amount for option period two reflects an increase of costs associated with inflated insurance rates and the dissolution of subsidies previously provided for by the Affordable Care Act

**Option Period Three Amount:** NTE \$10,500,000

**Explanation of difference from base period (if applicable):**

The increment is due to a projected increase in drug expenditures for Biktarvy along with rise in insurance premiums.

**Option Period Four Amount:** NTE \$10,500,000

**Explanation of difference from base period (if applicable):**

The increment is due to a projected increase in drug expenditures for Biktarvy along with rise in insurance premiums.

**(C) The goods or services to be provided, the methods of delivering goods or services, and any significant program changes reflected in the proposed contract:**

The Government of the District of Columbia Office of Contracting and Procurement, on behalf of the Department of Health (DC Health) has a continued need to provide a PBMS for DC Health's Aids Drug Assistance Program (ADAP), the Pre-Exposure Prophylaxis and Post exposure Prophylaxis program, and the Medication Assisted Therapy program. These programs provide access to prescription coverage and health care for District residents infected with Human Immunodeficiency Virus (HIV) who are uninsured or underinsured.

The PBMS shall include medication inventory management, health insurance premium and co-payment assistance, interface with Health Resources and Services Administration's (HRSA) data reporting systems, and support to District pharmacy providers to develop methods of improving and tracking medication adherence.

**(D) The selection process, including the number of offerors, the evaluation criteria, and the evaluation results, including price, technical or quality, and past performance components:**

An Invitation for Bids (IFB), Doc575975, was issued on August 17, 2021, as an open market IFB, in accordance with 27 DCMR 1600. The IFB was publicized in the Washington Times on August 19, 2021, and OCP's website via e- Sourcing on August 17, 2021. It closed on September 10, 2021, and resulted in one bid received from Ramsell.

Ramsell's bid was evaluated based on the bid submission requirements listed in the IFB, including proof of experience, past performance, contracts with District pharmacies, and system compliances. Ramsell met all the bid submission requirements; therefore, the contracting officer deemed them the lowest responsive, responsible bidder.

- (E) A description of any bid protest related to the award of the contract, including whether the protest was resolved through litigation, withdrawal of the protest by the protestor, or voluntary corrective action by the District. Include the identity of the protestor, the grounds alleged in the protest, and any deficiencies identified by the District as a result of the protest:**

None

- (F) A description of any other contracts the proposed contractor is currently seeking or holds with the District:**

None

- (G) The background and qualifications of the proposed contractor, including its organization, financial stability, personnel, and performance on past or current government or private sector contracts with requirements similar to those of the proposed contract:**

Ramsell has been providing this service to the District for over six years. Ramsell has demonstrated its qualifications including its organization, financial stability, personnel, and performance on current and past contracts with similar requirements. Ramsell has adequate financial resources to perform the contract or the ability to obtain those resources, based on its Bidder/Offeror Certification Form, and Dun and Bradstreet report. Past performance evaluations from the District and other government sectors reflect high quality services and customer satisfaction.

- (H) The period of performance associated with the proposed change, including date as of which the proposed change is to be made effective:**

The period of performance associated with the proposed change is in accordance with Modification M0008 which exercised a partial option from January 18, 2025, through March 4, 2025 and the proposed Modification M0009 to exercise the remainder of option period three from March 5, 2025 through January 18, 2026.

- (I) The value of any work or services performed pursuant to a proposed change for which the Council has not provided approval, disaggregated by each proposed change if more than one proposed change has been aggregated for Council review:**

Modification M0008 was executed in the amount NTE \$998,000.  
Proposed Modification M0009 in the amount NTE \$9,502,000

- (J) The aggregate dollar value of the proposed changes as compared with the amount of the contract as awarded:**

NTE \$10,500,000.

- (K) The date on which the contracting officer was notified of the proposed change:**

The contracting officer determined the need to partially exercise option period one on January 8, 2025.

**(L) The reason why the proposed change was sent to Council for approval after it is intended to take effect:**

Due to a delay in obtaining the appropriate level of funding for this contract, there was insufficient time to obtain Council approval prior to the start date of the option period. The proposed change is being requested to allow for the continuation of services, so District residents infected with HIV who are uninsured or underinsured have access to prescription coverages and health care.

**(M) The reason for the proposed change:**

The contracting officer issued contract modification M0008 to continue the ongoing maintenance and support services for PBMS, so District residents infected with HIV who are uninsured or underinsured have access to prescription coverages and health care.

**(N) The legal, regulatory, or contractual authority for the proposed change:**

In accordance with 27 DCMR, Chapter 20, Section 2008, the contracting officer is authorized to exercise options.

**(O) A certification that the proposed contractor has been determined not to violate section 334a of the Board of Ethics and Government Accountability Establishment and Comprehensive Ethics Reform Amendment Act of 2011, D.C. Official Code § 1-1163.34a; and (2) A certification from the proposed contractor that it currently is not and will not be in violation of section 334a of the Board of Ethics and Government Accountability Establishment and Comprehensive Ethics Reform Amendment Act of 2011, D.C. Official Code § 1-1163.34a:**

The contractor has certified, via the Bidder/Offeror Certification form, that it is (1) not in violation of section 334a of the Board of Ethics and Government Accountability Establishment and Comprehensive Ethics Reform Amendment Act of 2011, D.C. Official Code § 1-1163.34a; and (2) currently is not and will not be in violation of section 334a of the Board of Ethics and Government Accountability Establishment and Comprehensive Ethics Reform Amendment Act of 2011, D.C. Official Code § 1-1163.34a.

**(P) A summary of the subcontracting plan required under section 2346 of the Small, Local, and Disadvantaged Business Enterprise Development and Assistance Act of 2005, as amended, D.C. Official Code § 2-218.01 *et seq.* (“Act”), including a certification that the subcontracting plan meets the minimum requirements of the Act and the dollar volume of the portion of the contract to be subcontracted, expressed both in total dollars and as a percentage of the total contract amount:**

The Department of Small and Local Business Development waived the 35% subcontracting requirement on November 8, 2024.

**(Q) Performance standards and the expected outcome of the proposed contract:**

The expected outcome of the proposed contract is to continue providing maintenance and support services for PBMS so District residents infected with HIV will continue to receive access to prescription coverage and health care. The District expects Ramsell to comply with the performance standards and guarantees set forth in the contract.

**(R) The amount and date of any expenditure of funds by the District pursuant to the contract prior to its submission to the Council for approval:**

Modification M0008 in the amount of \$998,000 was executed on January 14, 2025.

**(S) A certification that the proposed contract is within the appropriated budget authority for the agency for the fiscal year and is consistent with the financial plan and budget adopted in accordance with D.C. Official Code §§ 47-392.01 and 47-392.02:**

The Agency Financial Officer has certified that funds in the amount of \$10,500,000 is available to continue maintenance and support services for PBMS.

**(T) A certification that the contract is legally sufficient, including whether the proposed contractor has any pending legal claims against the District:**

The contract has been determined legally sufficient. The contractor has no pending legal claims against the District.

**(U) A certification that Citywide Clean Hands database indicates that the proposed contractor is current with its District taxes. If the Citywide Clean Hands Database indicates that the proposed contractor is not current with its District taxes, either: (1) a certification that the contractor has worked out and is current with a payment schedule approved by the District; or (2) a certification that the contractor will be current with its District taxes after the District recovers any outstanding debt as provided under D.C. Official Code § 2-353.01(b):**

On December 9, 2024, the Citywide Clean Hands database certified that the contractor is current with its District taxes.

**(V) A certification from the proposed contractor that it is current with its federal taxes, or has worked out and is current with a payment schedule approved by the federal government:**

The contract has self-certified, via Bidder Offeror form, that it is current with its federal taxes.

**(W) The status of the proposed contractor as a certified local, small, or disadvantaged business enterprise as defined in the Small, Local, and Disadvantaged Business Enterprise Development and Assistance Act of 2005, as amended; D.C. Official Code § 2-218.01 *et seq.*:**

The contractor is not a certified local, small or disadvantage business enterprise.

**(X) Other aspects of the proposed contract that the Chief Procurement Officer considers significant:**

None.

**(Y) A statement indicating whether the proposed contractor is currently debarred from providing services or goods to the District or federal government, the dates of the debarment, and the reasons for debarment:**

As of December 9, 2024 the contractor does not appear on the Office of Inspector General Exclusions Database, the Federal Excluded Parties List or the District's list of Debarred and Suspended contractors.

**(Z) Any determination and findings issues relating to the contract's formation, including any determination and findings made under D.C. Official Code § 2-352.05 (privatization contracts):**

Determination and Findings for Contractor Responsibility dated November 13, 2024

Determination and Findings for Price Reasonableness dated November 13, 2024

Determination and Findings for Cost Reimbursement dated October 18, 2021.

**(AA) Where the contract, and any amendments or modifications, if executed, will be made available online:**

Office of Contracting and Procurement website <http://ocp.dc.gov>

**(BB) Where the original solicitation, and any amendments or modifications, will be made available online:**

Office of Contracting and Procurement website <http://ocp.dc.gov>