



August 26, 2019

Administrative Services
1526 K Street, Suite 130
Lincoln, NE 68508
Attention: Materiel Division Administrator
Bid Reference Number 6097 Z1

Dear Materiel Division Administrator,

Thank you for your response dated August 13th, 2019 to Netsmart's protest of the Intent to Award dated July 11th, 2019. We believe your responses covered our concerns.

Netsmart understands that the State believes that Omnicell's bid proposal meets all of the interface requirements of the RFP. Given this understanding, should any costs for additional interface solutions or professional services be required by a vendor outside of Omnicell to connect the State's existing solution to Omnicell's solution, those costs must be part of the submitted proposal costs by Omnicell.

Should Netsmart discover any changes to costs during contracting or through any change process that were required to be part of the RFP scope, Netsmart would review those additions carefully. Netsmart is not expecting to provide any additional interface solutions or professional services directly to the State as part of this project.

Netsmart understands that the State of Nebraska standard protest/grievance procedures for vendors allows for Netsmart in Step 3 of that process to request a meeting with the Materiel Division Administrator and the Director of Administrative Services. Netsmart is not requesting this meeting given the State's responses to our questions.

Netsmart hopes the State moves forward with this project to improve the medication workflows and care for the citizens being served by the State. Netsmart looks forward to our continued work with the State. If the State is unsuccessful in working out a contract with Omnicell, Netsmart would welcome additional discussions with the State.

If there are any questions, please reach out to Kade Harris, Client Alignment Executive, at kharris@ntst.com or (913)242-6176.

Sincerely,

Kade Harris

Kade Harris
Client Alignment Executive, Public Sector West
Netsmart Technologies, Inc.

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