

MHBE Board Meeting

August 4, 2026

IT Software Procurements

Presented by:

Greg Yaculak, Deputy CIO / CISO

Tracey Gamble, Procurement Manager

Agenda

01

PingOne Advanced Identity Cloud (AIC)

Subscription · Sept 1, 2026 – Aug 31, 2027 · Invitation For Bid (IFB)

02

Equifax

Subscription · Oct 1, 2026 – Sept 30, 2029 · Sole Source

01

PingOne Advanced Identity Cloud (AIC)

Subscription · Sept 1, 2026 – Aug 31, 2027 · IFB

Background

This initiative migrates MHBE's legacy security platform from PingAM (formerly ForgeRock Access Management) to the cloud-native PingOne Advanced Identity Cloud (AIC) as its centralized Identity and Access Management (IAM) solution.

Customer Portals

Authentication & Authorization for the Maryland Health Connection (MHC) Consumer Portal and Mobile App, and secure digital access for Maryland residents.

Workforce & Partner Access

Single Sign-On (SSO) for the Worker Portal, Marketing Portal, Salesforce, Presumptive Eligibility (PE) Portal, Analytics, and Enterprise Apps.

Enterprise Systems

Authentication for Microsoft 365, Splunk, Zscaler, and ServiceNow, enabling MHBE to retire its legacy Active Directory Federation Services (ADFS) infrastructure.

Outcome

By implementing PingOne AIC, MHBE will establish a unified enterprise identity platform that:

Identity & Authentication

- ✓ Supports both consumer and workforce identities enterprise-wide
- ✓ Delivers phishing-resistant and passwordless authentication capabilities

Platform Consolidation

- ✓ Consolidates disparate Multi-Factor Authentication (MFA) solutions into a single platform
- ✓ Enables retirement of legacy Active Directory Federation Services (ADFS) infrastructure

Security & Governance

- ✓ Supports Zero Trust security principles with enterprise-wide adaptive authentication
- ✓ Strengthens fraud prevention and threat detection across all identity channels

Modernization & Cloud

- ✓ Modernizes authentication and access management capabilities
- ✓ Creates a scalable foundation for future digital services and cloud modernization

Procurement Summary

Licensing Period	September 1, 2026 – August 31, 2027
Licensing Model	Subscription
Procurement Method	Competitive Sealed Bid – Invitation for Bids (IFB)
IFB Close Date	July 16, 2026
Bids Received	13
Responsive Bids	8
Winning Vendor	Vinsys Information Technology, Inc.
Award Amount	\$530,494.71

Request for Approval

MOTION: I move to [approve/defer/reject] award of the PingOne Advanced Identity Cloud (AIC) license subscription to Vinsys Information Technology, Inc. for the period from September 1, 2026 to August 31, 2027, in the amount of \$530,494.71 with 100% funding through federal funds via Maryland Department of Health.

02

Equifax

Subscription · Oct 1, 2026 – Sept 30, 2029 · Sole Source

Equifax Data Services

To meet HR1 work and community engagement verification requirements and to strengthen automatic Medicaid renewals, MHBE plans to add Equifax data services as an additional data source alongside its existing Federal Data Services Hub and Maryland Department of Labor data, potentially improving both verification accuracy and auto-renewal rates.

Medicaid Community Engagement Verification (MCEV)

Automates work and community engagement verification using employment and NSC data, reducing manual effort and streamlining eligibility.

National Student Clearinghouse (NSC)

Included in the Equifax MCEV solution at no added cost, no separate procurement, contract, or integration needed for student educational-hours verification.

Equifax Complete Income (CI) Service

Provides verified income data to support ex parte Medicaid renewals when existing federal and state data sources cannot confirm income, increasing the automatic renewal rate without requiring consumers to submit documentation.

Cost Details

	Year 1	Year 2	Year 3
Population			
ACA Expansion Population (HR1)	248,000	248,000	248,000
Regular Medicaid – New and Change	85,000	85,000	85,000
Regular Medicaid – Renewal	332,000	332,000	332,000
Total	665,000	665,000	665,000
Pricing & Cost			
Base Cost + Account service fee	\$1,500,000	\$1,624,500	\$1,745,438
Overage Cost (Estimated)	\$846,000	\$846,000	\$846,000
Total Cost (Estimated)	\$2,346,000	\$2,470,500	\$2,591,438
Federal Allocation (75%)	\$1,759,500	\$1,852,875	\$1,943,579
State Allocation (25%)	\$586,500	\$617,625	\$647,860

* Base price includes base hit amount of 125,000 annually and \$12,000 annual account servicing fee for year 2 and 3 total base price increases annually by ~5%.
 Overage rate \$6/unit above 125,000 base. Cost calculated based on estimated match rate volume (266,000 at 40% match rate). Federal 75% / State 25% allocation.

Equifax Value: Data Study & Cost Model



Data Study: ~22% Match Rate

Two MHBE-Equifax studies estimate a 22% match rate at full data availability, strengthening ex parte renewals.



Favorable Pricing Expands Scope

A favorable negotiated rate lets MHBE expand Equifax use to the full Medicaid population.



Judicious, Sequenced Use

Equifax is used only after the Labor and IRS HUB sources are checked first, limiting unnecessary charges.

Equifax Value: Efficiency & Fiscal Impact



NSC Savings: \$100,000 per Year

Equifax includes National Student Clearinghouse data at no added cost, avoiding a separate integration.



Caseworker Efficiency: 22 FTEs

Reduced manual document review is expected to free the equivalent of 22 caseworker FTEs.



State Funding Secured: \$500,000

Already set aside toward the state's participation in FY27.

Procurement Summary

Licensing Period	October 1, 2026 – September 30, 2029 (3-year contract)
Licensing Model	Subscription
Procurement Method	Sole Source
Vendor	Equifax
Award Amount	\$7,407,938
Federal Participation (75%)	\$5,555,954
State Participation (25%)	\$1,851,985

Request for Approval

MOTION: I move to [approve/defer/reject] award of the contract to Equifax to procure data verification services for the period from October 1, 2026 to September 30, 2029, in the amount of \$7,407,938 with a Federal Funding Participation amount of \$5,555,954 and State Participation amount of \$1,851,985 [as presented/as amended].