

---

**From:** Martin, Sarah <SMartin@lockton.com>  
**Sent:** Thursday, September 3, 2020 9:12 AM  
**To:** 'sallie.sullivan@optum.com'  
**Cc:** 'chelsea.nemec@optum.com'; 'katherine.smolko@optum.com'; Riley Harrell; Kuznik, Melissa;  
Pharmacy Benefits Management Team  
**Subject:** HAC - Contract Negotiation Phase

Optum team,

We are now entering the contract negotiation phase of the RFP process. Please note PBM selections have not been made, and this does not constitute an award of the contract. Entering this phase does not necessarily mean the contract will be awarded. Also note there are additional items we will need to negotiate or clarify prior to any award, so this request is not an acceptance of all terms and conditions in your responses thus far.

We request that you provide a contract draft to the proposal team at this time, based on your most recent responses and BAFO offer.

- Please provide an ETA on when we will receive the draft.
- Please indicate if the draft will be an amendment to the existing agreement or a restatement of the current contract.

Let us know if you have any questions.

Thank you!

---

**Sarah Martin, ASA MAAA**

Vice President  
Lockton Companies

Office 816.489.2545

Mobile 816.489.2545

2100 Ross Ave., Suite 1200, Dallas, TX 75201